

BUYER'S RESOURCE

*Helping you Buy Smart, Sell Fast
and Love where you Live.*

Kelly Jeffers
KJ

KELLY JEFFERS (ABR®, PSA)
Licensed Principal Broker in Oregon
PNW Realty Associates LLC



Kelly Jeffers



Hello, I'm Kelly Jeffers - a licensed Oregon Real Estate Principal Broker with over a decade of hands-on experience spanning real estate, title, and escrow. I'm also a proud Accredited Buyer's Representative (ABR®) and Pricing Strategy Advisor (PSA) through the National Association of Realtors.

What does that mean for you? It means you'll always get my honest take, real industry insights, and all the tools and support you need to feel confident every step of the way. Buying a home is a big deal - but it doesn't have to be stressful. I'm here to make the whole experience smoother, and more enjoyable.

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Working With Kelly

MARKET EXPERTISE

I work with the local Residential Multiple Listing Service to locate property and the contract terms. I am able to contact brokers and inquire on properties and potential offers. I can keep you updated on open houses and provide the most updated property value.

NEGOTIATION SKILLS

I will order, draft and negotiate your real estate contracts, addendums and contingencies. I work to keep the transaction moving forward while at all times protecting your investment and privacy. I am mindful of the importance of the repairs and the desired outcomes. I am attentive to not only the requirements from your lender but also my ethics rules and law; as well as escrow's needs and demands.

PROFESSIONAL GUIDANCE

Buying a home is one of the largest financial transactions most people will ever undertake. Brokers who are REALTORS® like me are a trusted source of advice and stand ready to help you navigate your home buying journey and make the choices that work best for you. My promise to you is I will always actively communicate, engage in dialogue, support policies that maintain the integrity of representation, while seeking innovative solutions that ensure affordability and access for both buyers and sellers.

ACCESS TO RESOURCES

As a licensed real estate broker I often work together with other brokers to help our sellers sell and our buyers buy. My professional network allows me to seek out answers to questions that typical buyers would not have access to. I have access to programs and services to quickly provide buyers with values and information that the general public may not always have access to.

The Home Buying Process

1 DETERMINE YOUR BUDGET

Begin by assessing your financial situation and determining how much you can afford to spend on a home. Consider factors like your income, existing debts, and credit score. This will help you establish a realistic budget for your home purchase.

2 MORTGAGE PRE-APPROVAL

Work with a lender to review your financial information and credit history. They issue a pre-approval letter. This letter not only empowers the homebuyer in negotiations but also streamlines the closing process, making it more efficient and less stressful.

3 START WORKING WITH KELLY

Meet and greet to discuss your home-buying goals, NAR rules, fees and preparedness.

4 SEARCH FOR YOUR HOME

Sign a seven-day touring agreement that will clearly identify the location/county of the properties that you desire, I will set up showing schedules based on your criteria and time.

5 OFFER & NEGOTIATIONS

After discussions with you, we will draft, sign and submit a competitive offer based on current market conditions. With my guidance we will engage in negotiations with the seller's broker to reach mutually agreeable terms. After there is an acceptance of

the offer: we will authorize an inspection to be conducted to identify any issues, engage in negotiations for repairs or proceeds. Work with the lender to set up the appraisal.

6 CLOSING PROCESS

Lastly, prepare needed documents and down payments for closing.

"There are other areas that I will discuss with you throughout the buying process. Communication is key for us to navigate this roadmap to purchasing your home"

Kelly Jeffers

RECOMMENDED
Preferred Professionals

KELLY'S TEAM MEMBER

Eric Lawrence

✉ eric.pnwrealtor@comcast.net

■ 971-226-5544

MORTGAGE LENDER

Mortgage Express – Rick Valdez

✉ rvaldez@mtgxps.com

■ 503-621-2634

GENERAL CONTRACTOR

Maximum Construction

Gordon Hermanson

■ 503-631-3813

PLUMBER/SEWER

Oregon Environmental Services

✉ info@oregonenvironmentalservices.com

■ 503-583-0640

ROOFER/GUTTERS

USA Roofing and Waterproofing LLC

✉ ccaven@usarroofingpdx.com

■ 503-836-5016

HOME INSPECTION

APEX Home Inspections Inc.

✉ apexhomeinspections.office@gmail.com

■ 503-650-8999

HOME CLEANING

Birds Eye Cleaning

Aubree Krogh

■ 503-739-3282

MOVING COMPANY

Bridgetown Movers

www.bridgetownmoving.com

■ 503-664-4477

WHAT YOU NEED TO KNOW ABOUT THE Buyer-Agent Agreement

WHAT IS A BUYER-AGENT AGREEMENT?

As a home buyer, when working with a real estate agent, like myself, this is an important step that helps ensure clarity and understanding between you and me so there are no surprises and that everyone is on the same page from the start. The agreement benefits both you and me by setting clear expectations. It answers key questions like:

- What services will I as your agent provide? (e.g., finding listings, arranging showings, negotiating offers)
- The duration of your working relationship (how long the agreement lasts)
- Details of the agent's compensation. Will you, the buyer or the seller cover my compensation, or will it be a combination?
- Any expectations you might have from me.
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OPEN CONVERSATIONS ARE KEY

Don't hesitate to ask your agent questions before signing the agreement. It's an important step in making sure you have the support you need, and it should feel like a partnership. Be sure you're comfortable with both the services being offered and the compensation terms.

By having a clear agreement in place, you can focus on finding the perfect home while knowing you have a dedicated agent, like me, on your side throughout the home buying process.