

PURCHASING A HOME
WITH
JASON E. COOK
REAL ESTATE





YOUR WANTS, NEEDS AND PRIORITIES

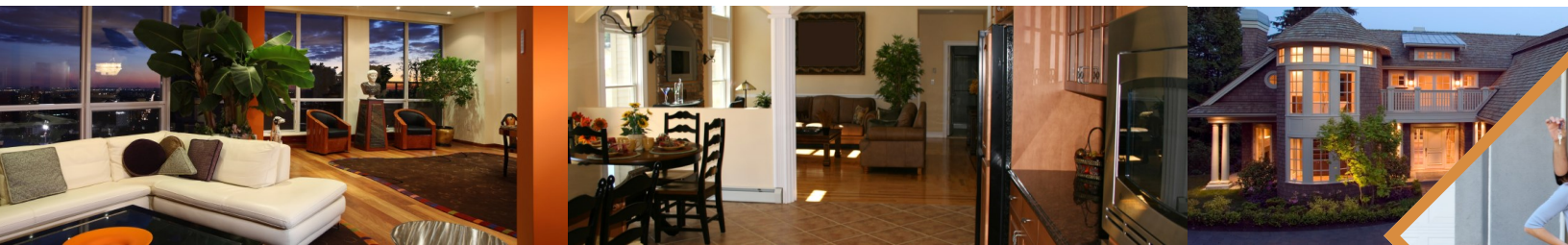
First, we need to sit down and gather information. This will happen periodically throughout the process, so I can ensure that I am on target to help you find the perfect match for your wants and needs.

I will ask you questions to ascertain not only what you are looking for, but also what you already know about buying a home. Understanding trends and facts about the real estate market in your desired area is key.

Together we will hone that wants and needs list in as exact a way as possible to make certain our search is on point. Knowing what your most important factors are will help steer the search. For you, is it getting in the right neighborhood, or in the perfectly laid-out home? Close to our

spectacular scenery and recreational areas, or closer to shopping or work? I will show you the tools I use to perform that search based on what our interview revealed.

In addition, I will ask you about timing, how much you can afford for this purchase, and what your expectations of this partnership might be. What is your favored method of communication with me? What role will the internet play? What additional skills and strategies do I bring to the table?



YOUR BUDGET

There are several ways to finance the purchase of a home. You will need to take care of preapproval. I have a list of lenders I can recommend for that. We don't want to start a detailed search until we know that you are ready to move forward and exactly how much you can comfortably spend.



THE HOME SEARCH

We will be very busy during this step of the process. I will send you homes that I have either previewed or prescreened for you to preview to see if they fit your criteria. Your decisions on these initial suggestions will help me narrow or widen the search. Keep in mind that your prioritized list of features and locations may undergo change during your search. If you are employed or otherwise busy during the week, I can also visit a potential home for you, record a video on my phone, and then upload it to YouTube for a private viewing. We will talk about smells, creaky floors, natural lighting and other qualities important to you.

Communication at this point will be frequent and detailed. What is the best method for you – voice, in person, text, email, Facetime or Skype? I want to keep in touch, but in a manner which is comfortable and convenient for you.



EDUCATING ON THE OFFER PROCESS

Here is where strategy really comes into play. I will advise you on writing up a strong offer. Keeping market conditions in mind, I will be here to recommend escalation, waiving contingencies or holding the line. Each step will be explained. Every case is different and will be handled as such. Pre-inspection, full inspection or a quick inspection? Educating the client on his/her rights and expectations is a job I take very seriously.



THE KEYS!

It's an emotional moment that I love sharing with clients. Let's work together to get you into the home of your dreams on the Eastside.

MEET JASON COOK

Jason Cook has lived a life of service. From his time in the Air Force during the Gulf War, having worked as a professional firefighter on the Eastside beginning in 1997, and now as a Real Estate agent, Jason continues to dedicate his life to helping others achieve their dreams. His background affords him crucial skills such as attention to detail, critical, creative thinking, perseverance, and patience. Jason strives to be accessible and accountable to all of his clients and their individual needs. His goal is to always exceed his clients' expectations and to provide hands-on expertise through each phase of the home buying and selling process.

Whether this is your first single family home purchase or your most recent investment property, new construction or waterfront, Jason is your specialist on the Eastside. His knowledge and understanding of both the local market trends and the larger economic picture enables him to give his clients the tools they need to make well-informed decisions about their property portfolios. Throughout each step of the buying and selling process Jason seeks out ways to provide outstanding service and guidance. He is a skillful tech strategist, diligent researcher and savvy marketer, ensuring that every avenue is utilized to its fullest. From taking the extra time to fully understand his clients'

needs and desires to negotiating the best possible deal for them, Jason dedicates himself to providing client care that is second to none.

A longtime resident of the Greater Eastside, Jason has immersed himself in the fulfilling quality of life found here. He and his wife, Sara, and son Gavin, spend their week-ends snowboarding, playing golf on one of the many highly rated courses available nearby, and just playing catch. A former national tennis champion, Jason happily takes advantage of the local courts to keep healthy and fit. The discipline and dedication Jason developed from his military service, fire fighting career, and sports background give him the ability to meet difficult challenges with focus and skill. It is no wonder that client reviews are filled with accolades for his above-and-beyond service and unwavering dedication.

Jason Cook is the Greater Eastside residential real estate specialist that you're looking for. For professional expertise that produces high-level results, get Jason on your team!



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R E A L E S T A T E



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