

# Selling a Home with Nina Zerbo



ZERBO REAL ESTATE

Nina Zerbo

BROKER • WINDERMERE REAL ESTATE CAPITOL HILL



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# Meet Nina

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## Nina Zerbo

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Nina's standards of practice and customer service strive to be as in tune and savvy with today's customer. She will not only draw upon her own expertise but refer to the prowess of the client to determine what will be the best decision for them. With each transaction she brings up to date knowledge of the market, active listening and direct communication, consistent follow through and a strong work ethic that makes no time for inefficient uses of the client's time, and only a focus on the big decision ahead.

Building and understanding housing has been a lifelong theme in Nina's upbringing. Her parents were both general contractors for new home construction in Florida and Michigan. She grew up on the Gulf Coast of Florida, jumping off docks into salty waters, swimming with manatees, and embracing the culture of small beach towns.

Nina graduated from the University of Miami and went on to have a very successful career in technology working for Apple and Microsoft. It was here that Nina cultivated her love for customer service, project management, and marketing. In these fast-paced environments, she leaned on her ability to listen actively and negotiate everything from large contracts to small vendor agreements. She mastered a penchant for working efficiently, thriving in the seemingly impossible, and cherishing a client's hope for a memorable experience.



Throughout every step of the home buying and selling process, Nina partners with her clients to curate an experience that is unique to their goals and needs. Her invaluable knowledge, nurtured industry connections and extensive resources serve as her foundation when structuring and negotiating competitive deals — and she prides herself in her ability to deliver quality, consistent results. She'll partner with you to ensure that you have clarity around the process and confidence in your decisions. Nina's approach is based on honesty, trust, and communication — which has contributed to her referral-based business model.

Nina has taken over 300 clock hours of continuing education in the past year alone which is a testament to her dedication to being the best in the industry. When she's not heads-down in all things real estate, she's often found exploring new parts of the Pacific Northwest with her two kiddos, Roman and Luca. She's an avid reader of non-fiction, a passionate fiber artist, and creative baker of mouthwatering cookies.



*Thanks to Nina's hard work and attentiveness, we received multiple offers and closed quickly. I would happily recommend Nina to anyone wishing to sell their property!*

CHRIS IVERSON, CENTRAL SEATTLE

**Selling a home isn't always  
a walk in the park.**

**I just want it to *feel like one.***



All in, for *you.*



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# Selling your home

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Your home may be your single biggest investment; selling it is one of the largest financial transactions you'll ever make. So when you sell, you want to get the best price and the most favorable terms in the shortest amount of time. There are many decisions to make and strategies to consider in order to maximize your return with a successful sale. I will guide you through these before listing your home; then I'll manage every aspect of the transaction, from the first open house to the final closing.

## As your listing broker:

Communicate what buyers are looking for and the conditions that will encourage them to buy.

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Analyze the market and help you set the right price.

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Provide detailed information about your home to the thousands of Northwest Multiple Listing Service member agents actively assisting buyers.

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Target a more specific cohort of agents representing the most likely buyers for your home.

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Capture buyers' attention and captivate imaginations through elegant visuals and thoughtful storytelling, in both digital and print media.

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Make sure your home is visible to the large number of people who relocate to our region from across the country and around the world.

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Quickly separate the qualified buyers from the rest of the pack, saving you time and potential heartache.

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# Listing timeline

I'll work hard to match the time and effort it takes to prepare your home for market with the current pace of buyer activity so you can achieve the best results from your sale. Below is a sample listing timeline which may vary for your property based on a number of factors.

## Pre-Listing Prep

### 04 WEEKS TO LIST

Listing agreement signed

Pre-inspection conducted

Staging walk-through held with designer

Paint or repair jobs begun

### 03 WEEKS TO LIST

House cleaning / de-cluttering started

Landscaping finessed and windows cleaned

Furniture removed (as needed)

### 02 WEEKS TO LIST

Staging installation begun (as needed)

Photo shoot conducted

Video + 3D shoot conducted (as needed)

### 01 WEEK TO LIST

Marketing collateral designed  
(flyers and/or brochures, email blasts, website)

## Listed

### Week 1 / DAY 01

Property listing published on Northwest Multiple Listing Service

Listing posted to Zillow, Redfin, [Windermere.com](http://Windermere.com), [Realtor.com](http://Realtor.com), etc.

Property website launched

Just Listed email blast sent

Listing posted to social media

Digital and/or print advertising published

Broker's open house and/or public open house hosted

Private showings begun

### Week 2

Buyer pre-inspections finished

Offers received

Offers reviewed

Contractual negotiations started



47%

NEARLY HALF OF ALL HOME SALES IN OUR REGION INVOLVE MULTIPLE OFFERS

# Intelligent strategy & pricing

I will help you determine the price and strategy that will achieve the highest return, based on your personal goals for your sale.

**Best Day of the Week to List**

Homes sell faster and for 2% more if listed midweek.

	Average CDOM	List to Sales Ratio	Count
Sunday	34	101.3%	1,900
Monday	32	102.3%	2,235
Tuesday	26	103.1%	5,260
Wednesday	21	103.3%	8,737
Thursday	20	103.3%	5,696
Friday	26	102.3%	1,170
Saturday	31	101.7%	

Windermere REAL ESTATE

**Impact of SOC**

Selling Office Commission has a significant impact on selling price and days on market.

Under \$1,000,000			
S.O.C.	List to Sales Ratio	Average CDOM	Count
2.5%	100.9%	29	3,087
3%	103.6%	20	17,293

\$1,000,000 to \$2,000,000			
S.O.C.	List to Sales Ratio	Average CDOM	Count
2.5%	100.6%	39	702
3%	103.9%	27	3,146

Over \$2,000,000			
S.O.C.	List to Sales Ratio	Average CDOM	Count
2.5%	96.7%	72	350
3%	99.1%	58	217

Windermere REAL ESTATE



## Market analysis and pricing strategy

Before listing your property, I'll provide you with the latest sales data for your area and a review of the current competitive landscape. My in-depth market analysis will help determine a recommended price range for your listing. My pricing strategy will depend on the actual market conditions at the time your property is listed.

Ultimately, the listing price is up to you, but I will walk you through the pros and cons of different approaches so you remain in control of your sale and are best positioned for success.

## How to price and position your property for maximum return

- Review active inventory / competing listings
- Analyze comparable properties that were recently sold
- Assess your home's condition and features compared to those of similar properties
- Determine price based on your home's real-time competitive position in the market

## What may influence price perception among buyers

- Assessed tax value
- Published appraisal
- Homebot estimate
- Other AVM (automated valuation model)

## Offer review possibilities

- Early offer
- One offer
- Multiple offers
- No offers
- 5% reduction/21 days

# Preparing your home for sale

## Repair and Cleaning Checklist

For your home to make the best impression on buyers and fetch the highest possible price, I recommend making some basic repairs before we list it. I'll give you a tailored checklist once I've visited your property, but here are some things you may want to consider.

### Exterior:

Remove peeling and chipped paint; replace with a fresh coat.

Fix loose trim and fencing.

Clear gutters and downspouts.

Make sure there is good exterior lighting and all walkway lights and front-door lanterns work.

Clean and repair the roof as needed.

Clear garage of clutter and tidy shelves.

Inspect chimney for cracks and damage.

### Yard:

Mow and trim grass; re-seed and fertilize where necessary.

Prune all overgrown trees and shrubs.

Weed flower beds; remove or replace dead or diseased plants, shrubs and trees.

Clean grease and oil stains from driveway.

### Decks/Patios:

Paint or stain worn areas on wood decks.

Remove grass growing in concrete cracks; sweep off debris from shrubs and trees.

Clean all deck rails and make sure they're secure; replace missing slats or posts.

Clean outdoor furniture.

### Front Door:

Polish or replace the door hardware so it shines.

Add a fresh coat of paint to get rid of nicks.

If there is one, remove the storm or screen door.

Make sure the doorbell operates properly and there are no squeaks when the door opens and closes.

### Windows:

Clean all windows inside and out.

If needed, add a fresh coat of paint to the window trims and sills.

Make sure all windows open and close easily.

Replace cracked windowpanes and those with broken seals.

Remove all window screens and store.

### Entry:

Clean entryway floors and area rugs.

Downsize clutter in the entry and entry closet to give the appearance of spaciousness.

Double-check entry lighting to make sure it works.

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**Throughout:**

Clean all floors, carpets, walls and trim.

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Replace burned-out light bulbs.

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Empty trash.

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Remove family photos, valuables, and prescriptions.

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**Kitchen:**

Make sure countertops, grout, and sinks are clean and stain-free; replace grout as needed.

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Fix dripping faucets.

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Organize pantry and cupboards so they appear clean, neat and spacious.

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Clean the refrigerator and remove odors.

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Clean the oven and cook-top thoroughly.

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Set the table.

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**Living/Family/Dining Rooms:**

Give rooms a fresh coat of paint as needed.

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Repair cracks and holes in ceiling and walls.

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Make sure all wallpaper is secure.

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Repaint any woodwork that is worn or chipped.

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Clean or replace draperies and blinds; open them to maximize light.

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Make sure draperies and blinds open and close.

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Steam-clean carpets, rugs and wood flooring, removing any stains or odors.

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Remove and replace any items, such as pendant lights or draperies, that you wish to take with you.

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Put away toys and hobby supplies.

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**Bedrooms:**

Repair cracks in ceiling and walls.

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Apply a fresh coat of paint if necessary.

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Make sure wallpaper is secure.

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Clean draperies and blinds; open to maximize light.

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Put away toys, clothes, and clutter.

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Neatly make up the beds.

---

**Basement:**

Check for water penetration or dampness; call for professional repairs if necessary.

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Get rid of musty odors.

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Clean furnace, hot water heater, and drains.

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Make sure light fixtures work.

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Arrange storage area in a neat and organized manner.

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Make sure stairway handrail is secure.

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**Tidy Extras:**

Plant flowers to brighten a walkway and enrich the entry.

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Remove any indoor houseplants that are brown or losing their leaves.

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Remove cars, campers and boats from the property.

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Remove extra magazines and books from tables.

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Tidy and de-clutter all closets.

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Hide or retire worn-out throw pillows.

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Store any pet supplies.

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Replace the door mat with a new one.

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Invest to Impress

# There's no second chance for the perfect first impression

## Make sure you're Windermere Ready

At Windermere, we believe in the power of first impressions. We've created the Windermere Ready program to help you prepare your home so it stands out from the competition.

After visiting your property, I'll provide a customized list of high-impact updates that will keep your home on trend with the things buyers are looking for while getting you the best possible return on investment. From simple de-cluttering to necessary renovations, I'll make your property one that buyers can't pass up.

Windermere Ready can provide up to \$100,000 to help mitigate any expenses incurred during the preparation stage, with no upfront cost to you.

Getting your home "Windermere Ready" will increase its market value and make it more attractive to buyers, maximizing your selling success.

# 100%

RETURN ON INVESTMENT FOR REFINISHING ORIGINAL HARDWOOD FLOORS

# 4X

THE POTENTIAL RETURN ON EVERY \$100 INVESTED IN STAGING YOUR HOME

# 97%

OF REALTORS BELIEVE CURB APPEAL IS IMPORTANT TO POTENTIAL BUYERS



BEFORE



AFTER



BEFORE



AFTER



BEFORE



AFTER



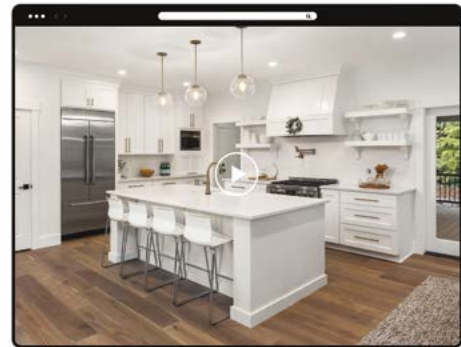
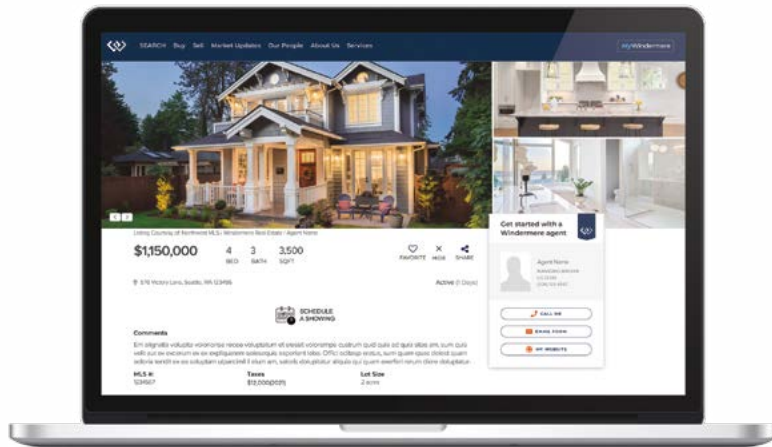
# Staging your home

## Stage to stand out

Most homebuyers today are part of the HGTV generation: they prefer professionally curated interior spaces with a modern, minimalist style that "opens up" the rooms of a house or condo. While some home sellers have décor that matches these expectations, the majority of sellers possess a signature style and unique furnishings that make their home distinctly theirs. The role of staging is to present a clear canvas that's less personalized and therefore lets buyers more easily imagine themselves living in the particular space.

- 1 Eight seconds.** That's all it takes for most buyers to form an impression of your home. It's not a long time, so you need to make it count.
- 2 You'll make more money.** U.S. Housing and Urban Development reports that a staged home will sell for 17% more on average than a home that's not staged.
- 3 Photos.** According to NAR\*, over 90% of buyers first search for homes online before deciding to visit. The photos of staged homes will stand out among the rest.

# Marketing your home



## Photography

If home buyers aren't sold on the images they see online, chances are they will move on. And conversely, rich visual storytelling will help a listing stand out, leading to increased buyer curiosity and traffic. That's why I'm committed to hiring one of our region's top architectural photographers to help set the scene when your property is listed. When appropriate I'll also shoot aerial photos via drone; these added visuals will literally elevate your home above the competition.

## Video

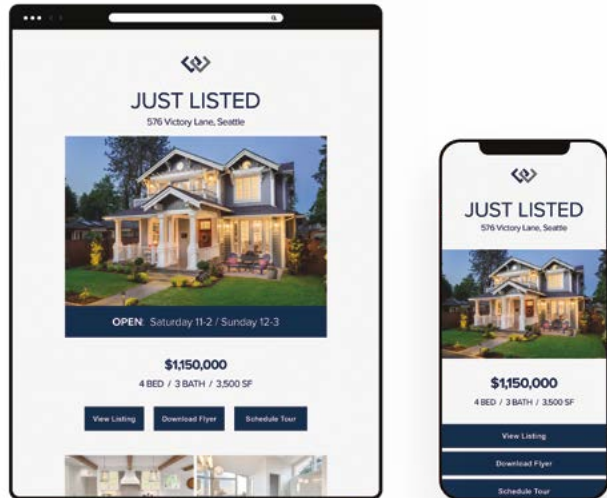
To further tell the story of your home's unique features and lifestyle, I may opt to have a video produced for the property website or to post on social media. Creating a video walk-through of your home allows buyers to experience it as if they were there in person.

## 3D Tours and Matterport

In addition to capturing exquisite photos of your property, I may also post a 3D tour online. This is another way to provide a compelling visual experience that motivates buyers to put your home at the top of their list. Through tools like Matterport, I can provide a floorplan and a self-guided tour that helps buyers visualize how your home's layout and interior spaces will complement their lifestyle.

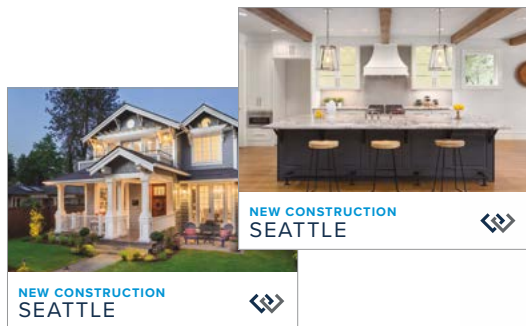
## Property Website

I may also create a custom property website that showcases your home more than a typical MLS listing would. Through this unique site, visitors will have a chance to see photos of your property, read about its features and amenities, and even get a sense for the neighborhood and local attractions.



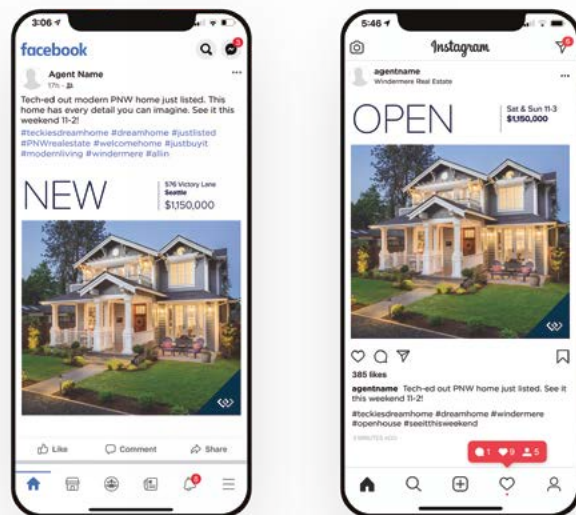
## Email

I will utilize our own curated email database of active buyers, previous clients and fellow brokers to send “Just Listed” announcements to generate buzz about your property. I can then send follow-up email campaigns to keep them informed of open houses, broker’s opens and other updates pertaining to your listing.



## Advertising

I have access to myriad advertising vehicles – digital, social and print – that I can deploy in promoting your listing to the market. I will choose the right message and medium to target the most likely (and most qualified) buyers for your home.

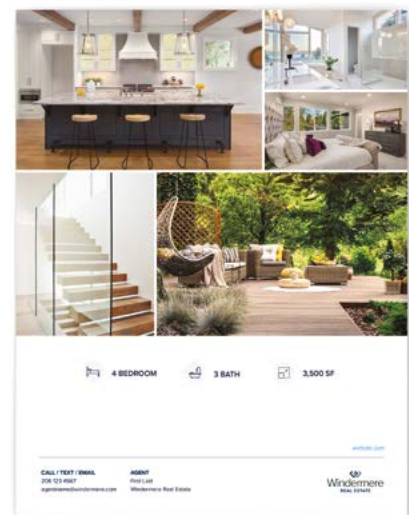


## Social Media

I can also promote your listing on my own social media. From an enthusiastic “Just Listed” post to a video walk-through of the property, audiences can experience the unique attributes of your home and share them with their friends, too.

## Print Materials

Once I've captured great photos of your property, I can create high-end print marketing materials that inspire prospective buyers. These may include brochures, trifold, informational one-sheets or in-home signage. I may also send Just Listed postcards to neighbors and targeted qualified buyers.



# Luxury marketing



Going above and beyond for  
luxury properties



When listing your home, I may leverage Windermere's Premier Properties™ program and its many luxury marketing benefits. Under the Premier Properties brand, high-end listings are promoted to luxury buyers using distinctive marketing materials and media. I also enthusiastically promote my luxury listings to Windermere's extensive network of luxury brokers, who represent hundreds of buyers seeking our region's finest properties.



Windermere's W Collection is an elevated property marketing program, tailored to the needs of affluent clients in the ultra-luxury market. If I list your home under the W Collection brand, I'll promote it on the brand's website, using distinctive signage, and via exclusive advertising opportunities and marketing collateral. These will elegantly showcase your home and its most distinctive features to lifestyle-motivated luxury buyers.

[WbyWindermere.com](http://WbyWindermere.com)

# Marketing your home to the world

Reaching luxury buyers around the corner and across the globe



Windermere and I belong to Luxury Portfolio International® (LPI), a worldwide network of luxury brokers. Through LPI, I can promote my luxury listings to a global audience of affluent buyers. Each year, LPI markets more than 50,000 of the world's most remarkable homes and attracts over three million high-net-worth visitors. Luxury Portfolio's global reach is evident in its extensive collection of homes, with an average price above \$2.6 million and an inventory valued at over \$58 billion. Through Windermere's affiliation with LPI, I'm able to promote my local luxury listings to a sought-after worldwide network of buyers and agents.



THE WALL STREET  
JOURNAL.

MANSION GLOBAL

外居乐 waijule.com



Windermere's luxury listings are promoted to international buyers on websites such as [LuxuryPortfolio.com](http://LuxuryPortfolio.com), [WallStreetJournal.com](http://WallStreetJournal.com), [MansionGlobal.com](http://MansionGlobal.com), [Juwai.com](http://Juwai.com) and [Waijule.com](http://Waijule.com). Through these sites your property will be marketed to high-net-worth home buyers around the world.

# Showing your home while still living there

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Once your home is ready to show, I'll begin marketing it to potential buyers and other real estate brokers. If possible, you'll need to leave the home when buyers are present so they feel comfortable asking their agent candid questions.



CAPITOL HILL, SOLD AUG 2021

## Tips for a successful property tour:

Remove pets. Take them with you or keep them penned in the yard or garage.

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Open shades and curtains to let in light.

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Turn on enough lights so the home is well-lit.

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Remove clutter from tables and bookshelves. Neatness makes rooms seem larger.

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Put away items in the yard such as garden tools, bicycles and toys.

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Turn on gas fireplaces to create a cozy atmosphere.

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Grind up part of a lemon in the disposal to add a fresh smell to the kitchen.

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Keep radios and TVs off, or on low volume.

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Keep money and other valuables, as well as prescription medications, locked up.

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Remove scents and air fresheners.

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# Showing your home when it's vacant & staged

When your home is vacant and staged, buyers are more likely to schedule a tour to see it at a time that works best for them. The home will always be showroom ready for any last minute tours and there's no need to worry about the security of personal items. Furthermore it allows buyers to have a more authentic interaction with the home where they can imagine themselves living there.

### Tips for showing a vacant home:

Set all lamps on a timer to ensure that the house is lit at the right times.

Replace mismatched light bulbs to create a consistent kelvin scale hue.

Keep shades open to let natural light in. Remove curtains.

Have landscapers stop by for periodic maintenance and setup timers for lawn watering

# Balancing their concerns and your priorities

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## The buyer's concerns

Getting the right buyer and keeping them in place throughout closing is often about managing buyer's concerns.

### All buyers are concerned about 4 things

- Paying too much
- Something is wrong with the property
- Missing out on something better (FOMO!)
- Losing the ideal property

Having a process that positions your property to minimize all of these concerns can help you compete and increase your probability of selling in a reasonable amount of time at the highest possible price.

## The seller's priorities

### Letting go and motivation

For many people, selling a house is a process of letting go of the space that housed many family memories, which often can be difficult. Even if it is an investment, every property presents a unique situation, and helping you focus on your motivation to sell, is key to tailoring a process that works for you.

### Finding the right buyer in the shortest amount of time

If you've made the decision to put your home on the market, you more than likely want to sell it quickly. It only takes one offer to make a sale happen and ideally with the right buyer, in the shortest amount of time and with the fewest contingencies.

### Selling at the right price

It goes without saying, that no seller wants to leave money on the table. Determining the right price is essential to a timely sale. If you get an offer the same day it goes on the market it doesn't mean it was underpriced. If it is overpriced, buyers will let you know by passing on it resulting in it sitting on the market for a long period of time.

# Determining market value

## What are buyers willing to pay?



## The true market value is based on:

Current market

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Current competition

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Current financing options

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Current economic conditions

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The buyer's perception of the property's condition

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Location

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## The market value of your house is not:

What you have invested in it

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What you need to get out of it

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What you feel it is worth

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What it's appraised for

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What you heard your neighbor's house sold for

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What the tax office says it's worth

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How much it's insured for

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Based on memories or treasures

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Based on prices of the home where you're moving

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# Purchase & Sale Agreement

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Once I've found a buyer for your home, I'll guide you through the Purchase and Sale Agreement. This is the contract in which you and the buyer outline the details of your property transfer.

## The purchase and sale agreement usually consists of the following:

Earnest money receipt

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Financing addendum

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Inspection addendum

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Seller disclosure form

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Home sale contingency addendum, when appropriate

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Title addendum

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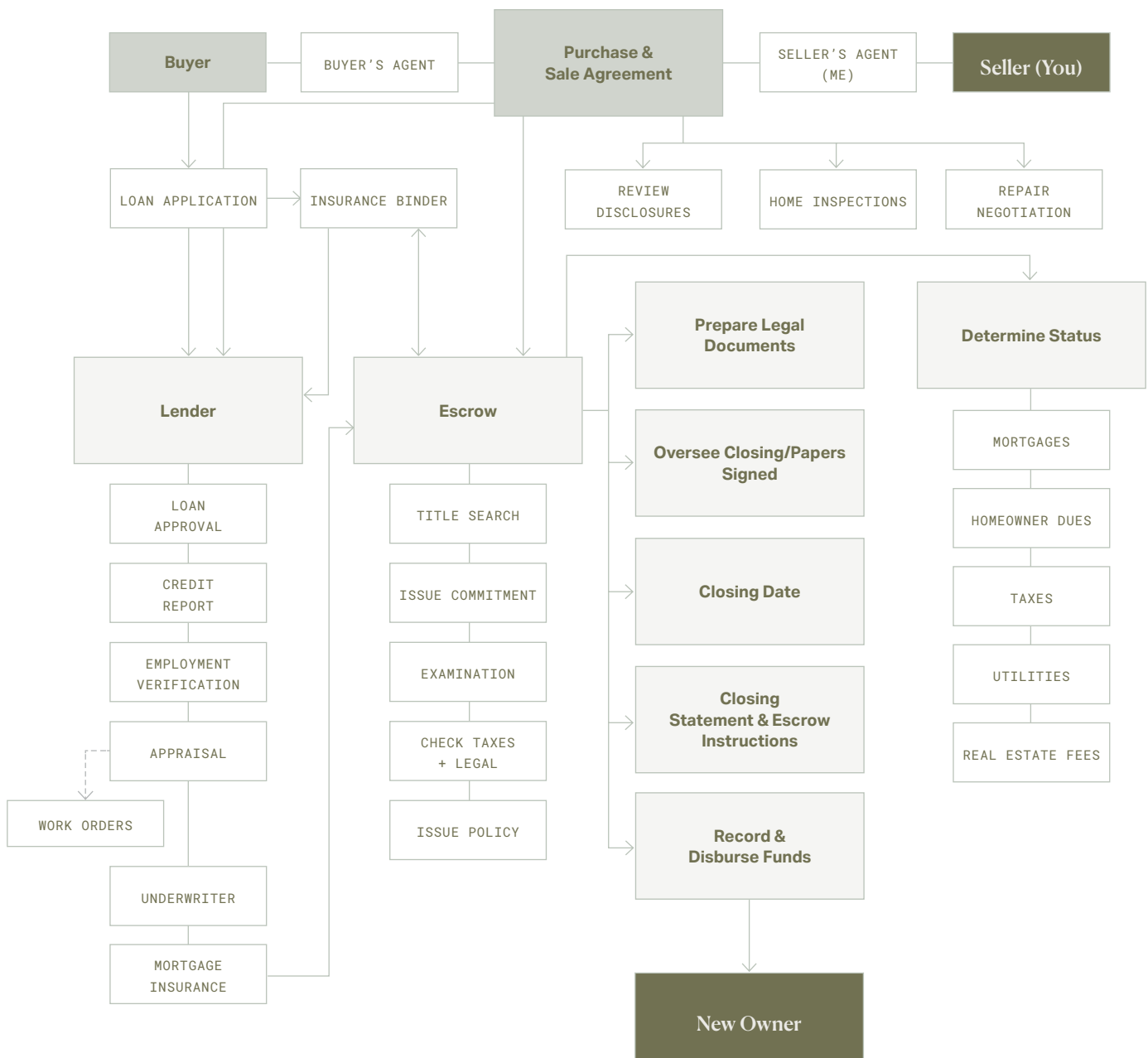
Lead-based paint notification, when appropriate

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# The Path to Closing

Once your offer is accepted by the seller, you'll formally begin the process of closing. This period typically takes several weeks, and entails the process of opening escrow for the sale, performing inspections and transferring the title and deed of the house to the buyer. It's a complicated process with many moving parts, but I will make sure you understand everything that's happening so you're never out of the loop.



**Selling a home can be  
an emotional journey.**

**I want you to *arrive happy.***



**All in, for *you.***

# Home inspection

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Once a buyer has decided to make an offer on your home, it may be contingent upon a professional inspection of the entire property — including improvements. The home inspector looks beyond the cosmetics to make sure that the home's general systems operate properly. The inspector will also look for large repairs that are needed and report on the condition of the home.

The standard home inspector's report will review the conditions of the home's heating and cooling systems; interior plumbing and electrical systems; the roof, attic and visible insulation; walls, ceilings, floors, windows and doors; foundation, basement and visible structures. The inspector will also look for cracks in cement walls, water stains that indicate leakage, and any indication of wood rot.

A home inspection also points out the positive aspects of a home, as well as the maintenance that will be necessary to keep it in good shape.

As the seller, you can also elect to hire an inspector to evaluate your home prior to putting it on the market. Many times an inspector can point out major or minor issues with your home that you may be unaware of and that may affect its value.

I work with the best home inspection services and will be happy to give you a list of names from which to choose.

Remember, no home is perfect. If problems are discovered during the inspection, I'll help you negotiate through the process while protecting your interests.



# Settlement & closing

Before mutual acceptance, a closing date is agreed upon by you and the buyer. "Closing" is when you each sign all the paperwork and pay your share of the settlement fees, and the documents are recorded. Settlement obligations vary widely due to specific contract language, local laws and customs. Prior to the closing date, the escrow officer will complete a detailed settlement statement identifying all the expenses associated with selling your home.

## The Buyer Pays for:

Down payment on the home

Buyer's escrow fee (according to the contract)

Lender's extended title insurance premium (ALTA)

Document preparation (if applicable)

Prorated property taxes (from date of acquisition)

Prorated homeowner's association dues (from date of acquisition)

Recording fees for all documents in buyer's name

Notary fees, if applicable

Homeowner's hazard insurance premium for first year

Inspection fees (according to contract)

Loan fees as agreed with lender

Interim interest on new loan, prorated from date of funding to first payment date

## The Seller Pays for:

Seller's escrow fee (according to contract)

Work orders, if required by lender, or agreed between parties (according to contract)

Owner's title insurance premium

Real estate service fees (according to contract)

Payoff of all encumbrances (loans) in seller's name

Prorated property taxes (prior to date of sale)

Interest accrued by lender that is being paid

Prepayment penalties

Any judgments, tax liens, assessments or encumbrances placed against property title

Any unpaid homeowner's association dues

Loan fees that are required by the lender, based on loan types such as FHA or VA (according to contract)

Recording charges to clear all documents of record against the seller

Excise tax, if applicable, determined by county and based on sale price

## The Seller Receives:

Utility deposits held by gas, electric, cable, telephone and other companies

Prorated portion of pre-paid property taxes

Prorated mortgage interest from payments made during the current month

Fuel rebate for oil or propane remaining in storage tank

Net proceeds after seller's share of expenses are paid



## Terms to Know

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**ASSESSED VALUE** The value placed on a property by a municipality for purposes of levying taxes. It may differ widely from appraised or market value.

**CERTIFICATE OF TITLE** a document, signed by a title examiner, stating that a seller has an insurable title to the property.

**COMPARATIVE MARKET ANALYSIS (CMA)**

A survey of the attributes and selling prices of comparable homes, whether active or recently sold, used to help determine pricing strategy for a home.

**DEED** A legal document that formally conveys ownership of a property from seller to buyer.

**LIEN** A security claim on a property until a debt is satisfied.

**MUTUAL ACCEPTANCE** The point at which the seller and buyer reach agreement on both purchase price and terms and enter into a binding contract.

# Moving tips

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## 6-8 WEEKS BEFORE MOVING

Use up things that may be difficult to move, such as frozen food.

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Get estimates from professional movers or from truck rental companies if you are moving yourself.

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Once you've selected a mover, discuss insurance, packing, loading and delivery, and the claims procedure.

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Sort through your possessions. Decide what you want to keep, what you want to sell and what you wish to donate to charity.

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Record serial numbers on electronic equipment, take photos (or video) of all your belongings and create an inventory list.

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Change your utilities, including phone, power and water, from your old address to your new address.

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Obtain a change of address packet from the post office and send to creditors, magazine subscription offices and catalog vendors.

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Discuss tax-deductible moving expenses with your accountant and begin keeping accurate records.

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Dispose of old paint and building materials.

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## 2-4 WEEKS BEFORE MOVING

If you're moving to a new community with school-age children, contact the school district and request information about enrollment.

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Make reservations with airlines, hotels and car rental agencies, if needed.

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If you are moving yourself, use your inventory list to determine how many boxes you will need.

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Begin packing nonessential items.

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Arrange for storage, if needed.

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If you have items you don't want to pack and move, hold a yard sale.

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Get car license, registration and insurance in order.

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Transfer your bank accounts to new branch locations. Cancel any direct deposit or automatic payments from your accounts if changing banks.

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Make special arrangements to move pets, and consult your veterinarian about ways to make travel comfortable for them.

---

Have your car checked and serviced for a trip of any length.

---

Collect items from safe-deposit box if changing banks.

---

## 2-3 DAYS BEFORE MOVING

Clean out your refrigerator and freezer.

---

Have movers pack your belongings.

---

Label each box with the contents and the room where you want it to be delivered.

---

Arrange payment for the moving company.

---

Set aside legal documents and valuables that you do not want packed.

---

Pack clothing and toiletries, along with extra clothes in case the moving company is delayed.

---

Give your travel itinerary to a close friend or relative so they can reach you as needed.

---

### MOVING DAY: OLD HOME

Pick up the truck as early as possible if you are moving yourself.

---

Make a list of every item and box loaded on the truck.

---

Let the mover know how to reach you.

---

### MOVING DAY: NEW HOME

Be on hand at the new home to answer questions and give instructions to the movers.

---

Check off boxes and items as they come off the truck.

---

Install new locks.

---

Confirm that the utilities have been turned on and are ready for use.

---

Unpack children's toys and find a safe place for them to play.

---

Examine your goods for damage.

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## Moving Essentials

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- Furniture pads
- Hand truck or dolly
- Packing tape
- Bubble wrap
- Newspaper or packing paper
- Scissors
- Utility knife
- Labels
- Felt-tip markers
- Cornstarch packing peanuts
- Plenty of boxes

# Why Windermere

The choice to affiliate my business with Windermere is a no-brainer. We have the largest regional network with the best real estate minds. We also have local owners focused on our local communities and not on growing a giant national footprint or pleasing distant shareholders.

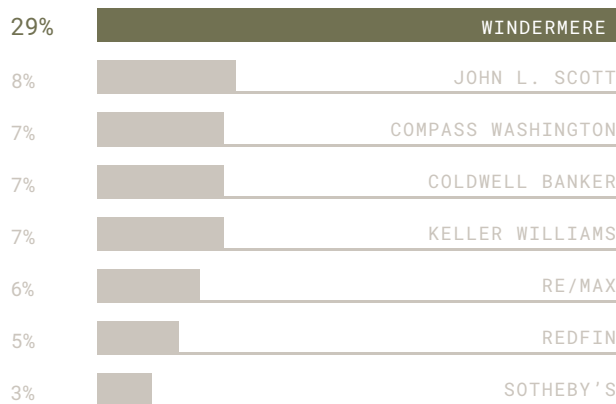
3x

HIGHER \$ VOLUME OF LISTINGS SOLD BY WINDERMERE THAN BY THE #2 FIRM

\$17B

WINDERMERE'S ANNUAL PROPERTY SALES IN KING COUNTY BY \$ VOLUME

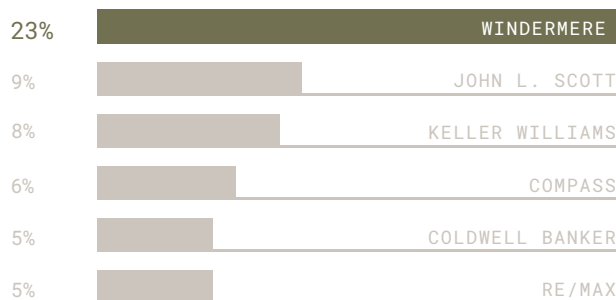
## Sellers represented by windermere are more likely to receive multiple offers\*



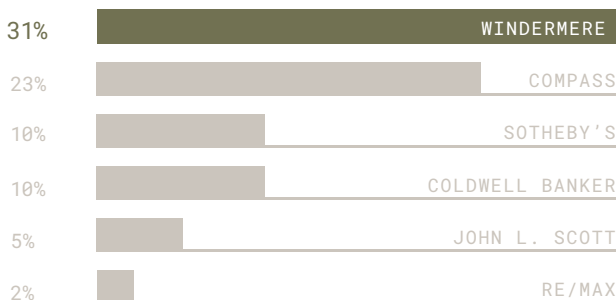
At Windermere, my sellers increase their odds of receiving multiple offers and maximizing their sale price because:

- I understand which home improvements and preparation strategies will make each home stand above its competition
- I enhance the buyer experience by utilizing stunning photography and staging and by offering a seller-provided inspection report
- Knowing that Windermere listings are market ready, priced accurately, aptly compensated and professionally represented, other brokers in our region know to bring their strongest offers

## Windermere is perennially #1 in sales of single family homes\*\*



## Windermere leads the market in listing luxury homes\*\*\*



\*Multiple offers are factored based on home sales that close above list price. Market share data reflects sales of Seattle and Eastside single family homes over a recent 12 month period. Information gathered from but not verified by NWMLS. \*\*Source: Trendgraphix. Data reflects King County listing-side sales of all property types over a recent 12 month period. \*\*\*Source: Trendgraphix. Data reflects King County homes sold for \$2.5M and above over a recent 12 month period.

# Giving back, together



## Your home sale furthers the important work of the Windermere Foundation

When your property sale closes, I'll donate a portion of my commission to the Windermere Foundation, which is committed to making our communities a better place to live for our most disadvantaged neighbors. Housing is my business, so helping homeless and low-income families – with an emphasis on helping children – has been my way of giving back. Over the years the foundation has donated tens of millions of dollars to cover families' housing costs, help stave off evictions, and fund backpacks full of food so school kids don't go hungry on weekends.

For almost 50 years, Windermere has been our region's most recognized real estate brand and a respected philanthropic leader. We remain deeply rooted in our local neighborhoods and committed to keeping the region a place where everyone can have a home.



\$44M+

GIVEN TO NON-PROFITS

550

ORGANIZATIONS SUPPORTED

1000s

OF LIVES CHANGED



*To achieve great things that the world will never forget, start out by accomplishing small things that the world will never see.”*

THE GO GIVER

# Recommended vendors



## Home Inspectors

**Pillar to Post** – Devin Lehman  
(206) 933-1151  
[devin.lehman@pillartopost.com](mailto:devin.lehman@pillartopost.com)

**Thurston McMurray**  
(206) 992-5015  
[madronainspections@gmail.com](mailto:madronainspections@gmail.com)

✓ **England Home Inspections**  
– Bonnie England  
(206) 819-4256  
[bonnie@englandhomeinspection.com](mailto:bonnie@englandhomeinspection.com)

## Movers

**Moving Link** – John Tornow  
(206) 882-7882  
[jtornow@movinglink.com](mailto:jtornow@movinglink.com)  
[movinglink.com](http://movinglink.com)

✓ **All Service Moving**  
– Michelle Wallace-Rutan  
(503) 810-2770  
[allservicemoving.com](http://allservicemoving.com)

## Sewer Scope

**Seattle Sewer Inspection**  
(206) 355-2315  
[seattlesewerinspection.com](http://seattlesewerinspection.com)

**Sound Sewer Inspection**  
(206) 619-9990  
[soundsewerinspection.com](http://soundsewerinspection.com)

**Hydro Physics**  
(800) 781-3164  
[hydro-physics.com](http://hydro-physics.com)

## Accountant

**Bill Loughrin**  
(425) 774-8815  
[bill@loughrin.com](mailto:bill@loughrin.com)

## Financial Management

**Brighton Jones**  
(206) 258-5000  
[brightonjones.com/seattle](http://brightonjones.com/seattle)

## Lawyers

**Weschler Becker**  
– Natalie Roberts  
(206) 624-4900  
[nkr@weschlerbecker.com](mailto:nkr@weschlerbecker.com)  
[weschlerbecker.com](http://weschlerbecker.com)

✓ **Salmon Bay Law Group**  
– Brooke Krekow,  
*Estate Planning & Probate*  
(206) 735-3177  
[brooke@salmonbaylaw.com](mailto:brooke@salmonbaylaw.com)  
[salmonbaylaw.com](http://salmonbaylaw.com)

**Inslee Best** – Daniel Shin  
(425) 455-1234  
[insleebest.com](http://insleebest.com)

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## Windows, Roof, Gutters

### Seattle Supershine

(206) 371-0658

[connect@seattlesupershine.com](mailto:connect@seattlesupershine.com)

### See Through Windows and Gutter – Boaz Hall

(206) 375-6925

[zenboaz@yahoo.com](mailto:zenboaz@yahoo.com)

## Windows, Doors, Siding

### ✓ Energy Exteriors NW

(206) 482-3054

[energyexteriorsnw.com](http://energyexteriorsnw.com)

## Home Security

### Burdick's Security

(206) 725-7072

[burdicksecurity.com](http://burdicksecurity.com)

### Front Point Security

(833) 408-8428

[frontpointsecurity.com](http://frontpointsecurity.com)

## Arborist

### Emerald Tree Service – Eric Gale

(206) 726-0668

[tree-service-seattle.info](mailto:tree-service-seattle.info)

## Daily Lawn Care

### Grassroots Gardening – Shannon MacDonald

(206) 321-2957

[grngardener27@yahoo.com](mailto:grngardener27@yahoo.com)

### ✓ R&R Landscaping – Jackie

(646) 773-5530

## Fencing

### CityWide Fence

(206) 745-8645

[citywidefence.com](http://citywidefence.com)

### Hollman's Custom Fencing

(206) 602-8451

[hollmancustomfencing.com](http://hollmancustomfencing.com)

## Locksmith

### Broadway Locksmith

(206) 329-4600

[broadwaylocksmith.com](http://broadwaylocksmith.com)

### ReKey America

(888) 677-3539

[orders@rekey.com](mailto:orders@rekey.com)

[rekeyspecial.com](http://rekeyspecial.com)

## Heating & AC

### Greenwood Heating & Home Services

(296) 784-1818

[greenwoodheating.com](http://greenwoodheating.com)

### Washington Boilers – Jack

(206) 406-0413

[washingtonboilers@gmail.com](mailto:washingtonboilers@gmail.com)

## Attic, Crawlspace, Insulation

### Airganic – Gal Zamir

(206) 747-4769

[airganicseattle.com](http://airganicseattle.com)

### ✓ Aspire Pest Solutions

(425) 318-8551

[info@aspire-ps.com](mailto:info@aspire-ps.com)

[aspire-ps.com](http://aspire-ps.com)

# Recommended vendors

## Building Contractors

### Cornerstone Construction Group – Joe Hopkins

(206) 310-4497  
[joe@cornerstonecg.com](mailto:joe@cornerstonecg.com)  
[cornerstonecg.com](http://cornerstonecg.com)

### Katahdin Builders – Ryan Goldstein

(206) 265-3405  
[ryan@katahdinbuilders.com](mailto:ryan@katahdinbuilders.com)  
[katahdinbuilders.com](http://katahdinbuilders.com)

### R&R Foundation

(425) 320-0786  
[info@rrspecialist.com](mailto:info@rrspecialist.com)  
[rrfoundationspecialist.com](http://rrfoundationspecialist.com)

### Baklinski Home Improvement – Andrew Baklinski

(206) 940-1810  
[andrewb@baklinski.com](mailto:andrewb@baklinski.com)

### Wu Construction

(206) 361-8886  
[drainagepeople.com](http://drainagepeople.com)

## Licensed Contractors

*Renovations, repairs, home improvements, leak protection*

### Integrity Home Repair – Anthony Philips

(206) 914-2520  
[anthonyshomerepair@comcast.net](mailto:anthonyshomerepair@comcast.net)  
[integrityhomerepairsattle.com](http://integrityhomerepairsattle.com)

## Restorations

### Jenkins Restoration

*Fire, water, storm, 24hr service*

(206) 858-9101  
[jenkinsrestorations.com](http://jenkinsrestorations.com)

## Handy-persons

### Promodo

(206) 334-2285  
[office@alwaystowntown.com](mailto:office@alwaystowntown.com)  
[alwaystowntown.com](http://alwaystowntown.com)

### Handy Andy Restore & Repair

(206) 334-2285  
[info@handyandyrestoreandrepair.com](mailto:info@handyandyrestoreandrepair.com)

### ABC Turn-Key – Alex Alberto

(206) 334-2285  
[alex@abcturnkeyservices.com](mailto:alex@abcturnkeyservices.com)

## Electricians

### Mirsky Electric

(206) 931-4395  
[mirskyelectric.com](http://mirskyelectric.com)

### Kemly Electric

*Commercial for condos*

(206) 782-1670  
[kemlyelectric.com](http://kemlyelectric.com)

## Plumbers

### Action Jackson

*Snake with camera*

(833) 416-9261  
[actionjacksonplumbing.com](http://actionjacksonplumbing.com)

### Reel Rooter

(206) 856-0757  
[reelrooter.com](http://reelrooter.com)



### PJ Kounpungchart

(206) 856-0757  
[pjkoun@gmail.com](mailto:pjkoun@gmail.com)  
[seattlebestplumbingandrooter.com](http://seattlebestplumbingandrooter.com)

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## Feng Shui Consultant

✔ **Cynthia Chomos**  
(206) 919-0107  
[cynthiachomos.com](http://cynthiachomos.com)

## Car Detailing & Tinting

**Final Finsh Auto Salon**  
(206) 234-3009

## Healer & Esthetician

✔ **Earth & Ash – Chanté**  
(425) 919-8023  
[earthandashstudios.com](http://earthandashstudios.com)

## Additional Resources

### HomeDiary

[homedairy.com](http://homedairy.com)

HomeDiary is a digital tool to store maintenance receipts, records, and activities. Including logging paint colors, storing pictures of improvements and saving ideas for future projects.

### Tool Library

Welcome to your not-so-typical library. These non-profit Tool Libraries are community run by the generosity of donations and committed volunteers. A Tool Library provides access to a wide variety of tools to rent for your DIY home projects and beyond. Some Libraries offer training and basic workshop space while also encouraging neighbors to participate in community focused projects. Here are a few within Seattle, but don't be shy about searching for additional libraries in your area.

#### Northeast Seattle

[neseattletoollibrary.com](http://neseattletoollibrary.com)

#### Southeast Seattle

[setools.org](http://setools.org)

#### Ballard

[sustainableballard.org/  
ballard-tool-library](http://sustainableballard.org/ballard-tool-library)

#### West Seattle

[wstools.org](http://wstools.org)

#### Capitol Hill

[sustainablecapitolhill.org/  
tool-library](http://sustainablecapitolhill.org/tool-library)

### Nextdoor

[nextdoor.com](http://nextdoor.com)

Available on desktop, iOS, and Android. Nextdoor is a private social network for your neighborhood where communities come together to support each other. Whether that be reporting stolen packages, needing recommendations for a handy-person, helping a lost dog find it's home, or selling/giving away your unused items. In the busy world we live in it's a great resource to remain connected with your neighbors and local community.

### Find it, Fix It

Available on iOS and Android

Find It, Fix It is a mobile app developed by the city of Seattle to report non-emergency issues.

### Ridwell

[ridwell.com](http://ridwell.com)

Ridwell is a recycling startup that helps recycle things that are difficult to dispose of like batteries, electronics, light bulbs, or any item that can be reused or recycled.

### TaskRabbit

[taskrabbit.com](http://taskrabbit.com)

Available on desktop, iOS, and Android. Taskrabbit is an online and mobile marketplace to find help with everyday tasks, including furniture assembly, moving, delivery, and handyperson work.

“

**Where the combination  
of people skills, customer  
service, expertise, intersect –  
that’s where you will find  
Nina Zerbo.**

JOHN LEE, SEATTLE

# What my clients are saying

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"After a frustrating initial attempt to sell our condo in central Seattle with another agent, we contacted Nina to help us brainstorm new approaches. She guided us through the process of revamping the listing, helped reframe the marketing strategy for prospective buyers, and stayed actively involved throughout the process. Thanks to Nina's hard work and attentiveness, we received multiple offers and closed quickly. I would happily recommend Nina to anyone wishing to sell their property!"

– CHRIS IVERSON, CENTRAL SEATTLE

"We moved from overseas and were looking for a house ASAP. Nina was able to set us up with everything we needed while we were on the other side of the world such that on day one in the US we could make a viable offer. Her skills in crafting the offer allowed us to win over the cash offer."

– ZAC RUMFORD + JORIE WEHRELL, MT. BAKER

"Nina was everything we needed for our first home purchase. She made the process easy to understand and took care of the hard parts so we could focus on finding the perfect home. We really appreciated all her recommendations and were glad we had such a caring professional on our side. Highly recommended!"

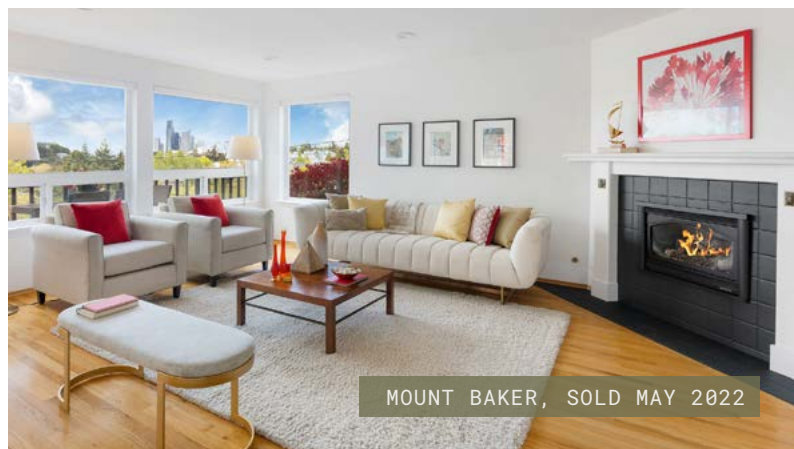
– JOSH INMAN + ERIKA FELDMAN, BEACON HILL

"Nina Zerbo helped us sell our Wallingford condo. She was fantastic—knowledgeable, communicative and proactive. She took a ton of work off our plate and managed to sell our home for the very high end of what we thought possible.

We wanted her to manage everything, and she did. We actually moved out of the country and she handled everything. We never had to talk with or meet any of the vendors or contractors that worked on our home, all of whom did an excellent job for cheaper than we'd have been able to find ourselves. The listing absolutely presented our home in the best possible way.

Nina built her strategy around trying to attract multiple bids in the first week, which we did. The home sold for more than we thought we could get, with a quick close and few contingencies. The entire closing process was easy and entirely remote."

– ETHAN GOODMAN-PHELPS + AUDREY DAVIS, WALLINGFORD







# Our value is in our values

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Similar to Windermere, I share some deeply held values. First, I prize people over transactions – client relationships is my number one priority. Listening for ways I can be helpful, regardless of whether someone is in the market to list or buy a home, is how I'm able to provide memorable service and meaningful value.

Second, I freely give away my knowledge and share my expertise in order to help people move confidently into their next chapter. I'm passionate dispensers of market insights, creative strategies and winning angles in order to boost my clients' readiness and success.

And third, I work hard to keep our region strong and communities vibrant. Through my actions and contributions, I strive to create economic and lifestyle opportunities for both the households and neighborhoods I serve.

## #1

WINDERMERE'S LOCAL RANKING IN CLOSED UNITS, TOTAL DOLLAR VOLUME AND, MOST IMPORTANTLY, CLIENT SUCCESS

## 50+

YEARS THAT WINDERMERE HAS BEEN A RESPECTED CIVIC AND CORPORATE LEADER IN WESTERN WASHINGTON

## 100%

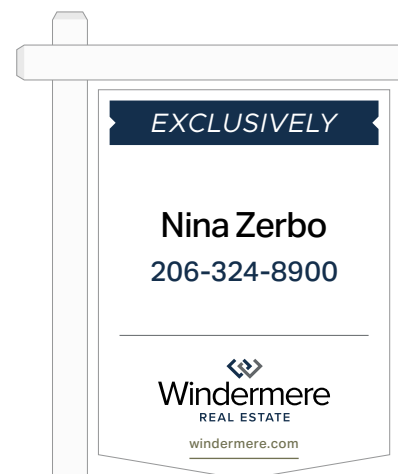
OF OUR BROKERS DONATE TIME AND/OR MONEY TO THE WINDERMERE FOUNDATION

# I look forward to working with you

Throughout your transaction my role is to advocate for you and my goal is to give you an outstanding experience.

I'll work tirelessly to educate and advise you about the current real estate market and how its conditions might influence the sale of your home. When the time is right, I'll help you prepare your home to appeal to its best, most qualified prospective buyers. And, once you've received an offer (or offers), I'll negotiate the critical and contractual components of the transaction and deliver creative solutions to whatever challenges may arise.

*Nina Zerbo*



**Your house has  
a particular value.**

**My value is *maximizing it.***



All in, for *you.*



## ZERBO REAL ESTATE

---

**Nina Zerbo**

BROKER

206.499.7700

[nina@zerborealestate.com](mailto:nina@zerborealestate.com)

[@ninazerbo](#)



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[ZERBOREALSTATE.COM](http://ZERBOREALSTATE.COM)

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