



Tanis Hendershot

REAL ESTATE BROKER

tanis@windermere.com

425-239-9545

CLIENT TESTIMONIAL

"Tanis executed her role to perfection. From keeping us informed, to ensuring a satisfactory sale. Tanis was a real go getter. The team of pros and depth of experience at Windermere are a pleasure to work with. Tanis handled all of the details to ensure a satisfactory outcome for us. Would highly recommend." - Kevin H.



My focus is helping each and every one of my clients with a professional and personal approach. I'm committed to seeking your best interest and supporting you throughout the entire process. I treasure being able to use this career to connect with people and I can't wait to help you.

ABOUT ME

I grew up in the Pacific Northwest, and this area will always be home to me. I graduated from Snohomish High School, and attended community college in Everett where I pursued my photography passion. I've always been a big adventurer and I've tried many things, including being a flight attendant. Some of my hobbies are running, hiking, reading, and traveling. I love spending time with my family, friends, and goddaughter.

BUSINESS PHILOSOPHY AND WORKING STYLE

I realize that residential real estate transactions can be an emotional experience for my clients. That's why I'm here, to help you achieve your goals and dreams, all while making your experience flow smoothly. No detail is too small, and using all of the tools at my disposal I will ensure that you feel relaxed and taken care of. I'm organized and meticulous, handling every single transaction with the highest professionalism. Since I grew up here, I'm very familiar with the greater Snohomish county area, and I can help you navigate the best neighborhoods. No matter what your needs are, your first home or your fourth, I'm here for you!



Why a Buyer Brokerage Services Agreement?

Dear Home Buyer,

I would like to express my enthusiasm for assisting you in your search for the perfect property and to introduce the attached Buyer Broker Services Agreement for your review. You may be wondering why we utilize a Buyer Broker Services Agreement. I believe it is essential to clarify the purpose and benefits it offers you as a consumer.

First and foremost, the Buyer Broker Services Agreement establishes a clear understanding between us, outlining the scope of services I will provide to you as your dedicated buyer's agent. It ensures transparency and sets mutual expectations from the outset, fostering a professional and collaborative relationship.

By formalizing our agreement, you can rest assured that I am fully committed to representing your best interests throughout the entire home buying process. Whether you are searching for your dream home, negotiating offers, or navigating the complexities of closing, I am here to advocate for you every step of the way.

Ultimately, my goal is to empower you to make informed decisions and to facilitate a seamless and rewarding home buying experience. By formalizing our partnership through the Buyer Broker Services Agreement, we can work together efficiently and effectively towards achieving your real estate goals.

I invite you to review the attached agreement at your earliest convenience. After our buyer consultation meeting, we will determine the next steps and whether we are a good fit for one another. At that time, we will formalize our relationship by signing this agreement which allows me to start offering you real estate services as your trusted and dedicated advisor.

Thank you for considering me as your partner on this important journey. I am excited about the prospect of working together and helping you find your perfect home!

Warm regards,

Tanis Hendershot
Windermere Real Estate/JS
tanis@windermere.com\
425-239-9545





Helping you find and purchase a home is only one facet of my job.

MY SERVICES

- » Explain real estate principles, contracts and documents
- » Refer you to a reputable lender that can help you assess your financial situation and pre-approve you for a loan
- » Help you determine the types of homes and neighborhoods that most fit your needs
- » Arrange tours of homes that meet your criteria
- » Provide you with detailed information about homes you're interested in
- » Determine the market value of homes you're interested in
- » Assist you in writing and negotiating a mutually-accepted purchase and sale agreement
- » Accompany you to the inspection
- » Coordinate necessary steps after inspection
- » Work with the escrow company to ensure all needed documents are in order and completed in a timely manner

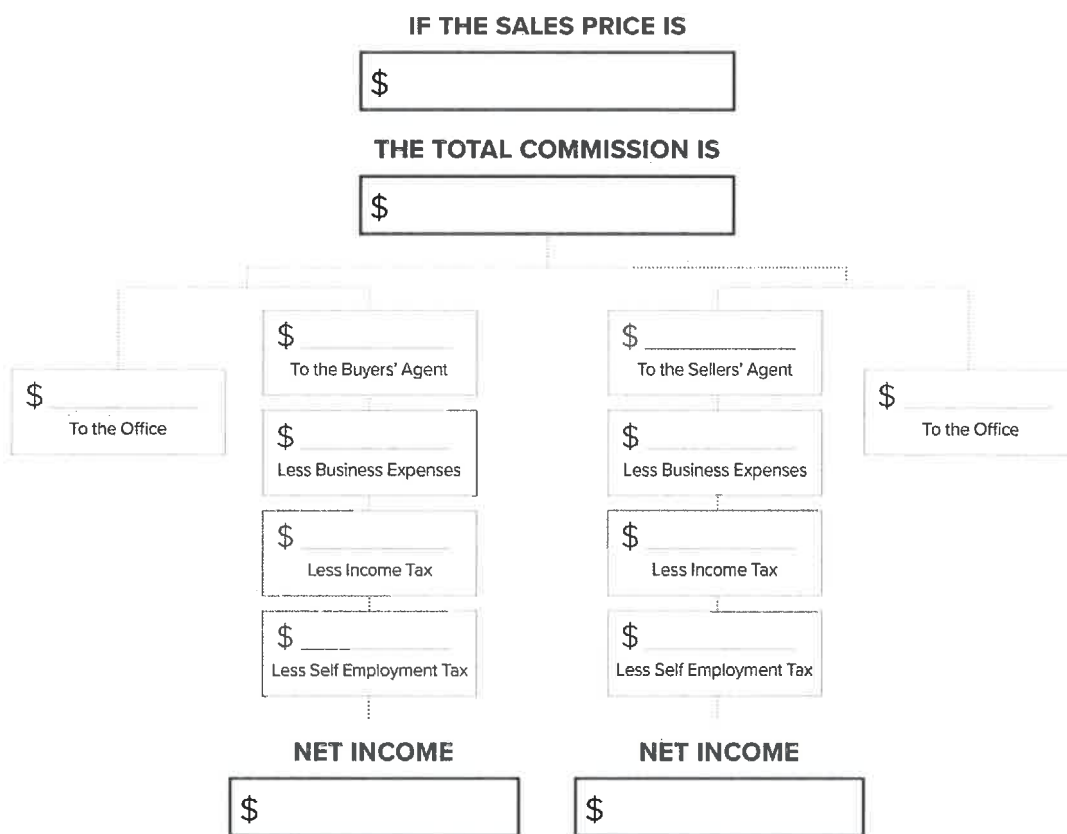
YOUR BENEFITS

- » Be more likely to find the home that meets all your criteria
- » Decrease the amount of time it takes to find your home
- » Understand all the terms, processes and documents involved
- » Have current market information to make informed decisions
- » Have a skilled negotiator on your side
- » Have peace of mind that all the details are being handled



How I'm Compensated

As an independent contractor, I'm paid by commission only after a sale is complete. Therefore, helping you sell or buy a home is my top priority. I retain only a portion of the total commission, minus my business expenses.



* Business expenses include, but are not limited to: office fees, Multiple Listing Service fees, Realtor Association dues, automobile expenses, communication expenses, personal marketing expenses, advertising expenses, office supplies and equipment, listing and selling expenses, insurance and continuing education.





A Commitment to Fair Housing

All of us at Windermere Real Estate are committed to the principles of Fair Housing practices for all. Fair Housing is a matter of treating all people equally while adhering to federal, state, and local laws.

FAIR HOUSING ISSUES

Many buyers and sellers ask questions about the people who live in a neighborhood. Such questions are outside the scope of our professional practice. Some of them raise Fair Housing issues, and all of them seek subjective judgments rather than objective information.

THE LAW

Federal law prohibits discrimination in a real estate transaction based on race, color, religion, familial status, sex, handicap, and/or national origin, and state laws may prohibit discrimination on other bases, such as sexual orientation, veteran/military status, ancestry, and others.

Buyers: Ask your agent about including a “Neighborhood Review” contingency in your purchase forms to give yourself time to explore the neighborhood before making a final decision.

Sellers: If you receive a bona fide offer on a property, you cannot refuse to sell to or negotiate

with the prospective buyer based on the aforementioned prohibited criteria. You may not falsely represent that the home is no longer for sale, nor can you advertise the home with an indication of preference or limitation on what type of people may purchase it.

Agents are prohibited from “steering” prospective buyers to specific neighborhoods based on the aforementioned criteria. A victim of discrimination may pursue a civil lawsuit or an administrative claim and seek a temporary restraining order, permanent injunction, actual damages, punitive damages, and attorney’s fees.

FURTHER RESOURCES

For more information, explore your local libraries’ resources on census figures in your neighborhood(s) of interest. Local police precinct stations and school districts can also provide statistical information to aid your research. Otherwise, much information is available on the Internet to help you determine which neighborhood best suits your needs.





BUYER BROKERAGE SERVICES AGREEMENT

BUYER(S): _____
BROKER(S): _____ BROKERAGE FIRM: Windermere Real Estate/

EXCLUDED INCLUDED PROPERTIES OR GEOGRAPHIC LIMITATIONS: _____

1. TERM. This Agreement will expire _____ days (60 days if not filled in) from mutual execution ("Term"). If, during the Term, Buyer is a party to a purchase and sale agreement in which Broker represents Buyer then the Term shall be extended to closing or termination of such agreement.

2. AGENCY.

- a. **Pamphlet.** Buyer acknowledges receipt of the pamphlet entitled "Real Estate Brokerage in Washington."
- b. **Broker Appointment.** Firm appoints the above-named Broker(s) to represent Buyer. This Agreement creates an agency relationship with Broker(s) and any of Firm's managing brokers who supervise Broker(s). Firm may appoint additional brokers to represent Buyer.
- c. **Agency Relationship.** Firm and Broker's agency relationship with Buyer shall be ("Exclusive" if nothing is checked):
 - Exclusive:** Buyer may not enter into an agency relationship with other real estate firms or brokers during the Term.
 - Non-Exclusive:** Buyer may enter into non-exclusive agency relationships with other real estate firms and brokers during the Term.
- d. **Team Members and Licensed Assistants.** The following team member(s) and/or licensed assistant(s) work with Broker and may represent Buyer pursuant to this Agreement: _____

3. LIMITED DUAL AGENCY.

a. **Broker Limited Dual Agency.** If initialed below, Buyer consents to Broker and Firm's supervisory broker(s) acting as limited dual agents. Buyer acknowledges that as a limited dual agent, RCW 18.86.060 prohibits Broker from advocating terms favorable to Buyer to the detriment of the seller and further limits Broker's representation of Buyer.

	Buyer's Initials	Date	Buyer's Initials	Date
--	------------------	------	------------------	------

b. **Firm Limited Dual Agency.** Buyer consents to Firm's supervisory broker(s) acting as a limited dual agent in a transaction in which different brokers affiliated with Firm represent different parties.

4. COMPENSATION DISCLOSURE. Real estate broker compensation is not set by law and is fully negotiable.

5. COMPENSATION.

- a. **Compensation to Firm.** Firm shall receive the following compensation at closing for Firm's services ("Compensation"): _____ % of purchase price; Other: _____
- b. **Compensation Consent.** Buyer consents to Firm receiving compensation from more than one party provided that all terms and amounts offered to or by Firm are disclosed as required by RCW 18.86.030(1)(g)(ii), reduce Buyer's obligation to Firm, and do not exceed the amount in paragraph 5(a) or any amendment thereto.
- c. **Seller Offer of Compensation.** Any compensation offered to Firm by a seller for representing Buyer in the purchase of the seller's property shall be credited toward any amount owed by Buyer. Buyer authorizes Broker to negotiate with the seller for compensation that is equal to the Compensation. Any amount offered by a seller that is greater than the Compensation shall be ("credited to Buyer" if nothing is checked): credited to Buyer (to the extent allowed by Buyer's lender and any non-allowed amount credited to seller) or credited to seller.

6. TERMINATION. If Firm or Broker terminates this Agreement, Buyer shall be released from all obligations. If Buyer terminates this Agreement without cause, Buyer may be liable for damages incurred by Firm as a result of such termination.

7. OTHER TERMS. _____



AMENDMENT TO BUYER BROKERAGE SERVICES AGREEMENT

This amends the Buyer Brokerage Services Agreement ("Agreement") dated _____ between the following parties:

BUYER(S): _____

BROKER(S): _____ **BROKERAGE FIRM:** Windermere Real Estate/

1. **Extension of Initial Term.** The Term is extended to _____

2. **Change to Exclusive Agency.** Firm and Broker's agency relationship with Buyer shall change to exclusive.

3. **Co-Buyer Broker.** Firm appoints _____ ("Co-Buyer Broker") to represent Buyer in the purchase of real property with Broker until _____ (the Term set forth in the Agreement if not filled in). The Agreement creates an agency relationship with Co-Buyer Broker(s) and any of Firm's managing brokers who supervise Broker(s).

4. **Co-Buyer Broker Limited Dual Agency.** If initialed below, Buyer consents to Co-Buyer Broker and Firm's supervisory broker(s) acting as limited dual agents. Buyer acknowledges that as a limited dual agent, RCW 18.86.060 prohibits Broker from advocating terms favorable to Buyer to the detriment of the seller and further limits Broker's representation of Buyer.

_____	_____	_____	_____
Buyer's Initials	Date	Buyer's Initials	Date

5. **Compensation to Firm.** The compensation to Firm set forth in the Agreement is amended as follows:

_____ % of purchase price;

Other _____

6. **Modification of Compensation to Firm for Specific Property.** Buyer is making an offer to purchase the property commonly known as _____ (the "Subject Property"). The Compensation to Firm for Buyer's purchase of the Subject Property shall be _____ % of purchase price. This modification of the Compensation to Firm shall only apply to Buyer's purchase of the Subject Property. The Compensation to Firm set forth in the Agreement shall apply to any other properties.

7. **Other Terms.** _____

BUYER **DATE**

BROKER **DATE**
On Behalf of Broker and Firm

BUYER **DATE**

BROKER **DATE**
On Behalf of Broker and Firm



TERMINATION OF BUYER BROKERAGE SERVICES AGREEMENT

BUYER: _____
BROKER(S): _____ **BROKERAGE FIRM:** Windermere Real Estate/ _____

1. TERMINATION. The Buyer Brokerage Services Agreement dated _____ between the above-noted parties ("Agreement") and the agency relationships created by that Agreement are terminated.

2. COMPENSATION AFTER TERMINATION. If Buyer purchases a property within _____ days (60 if not filled in) after termination then Buyer agrees to pay Firm compensation of _____ (the amount specified in paragraph 4(a) of the Agreement if not filled in) under the following circumstances:

- a. Exclusive Agency.** If during the Term of the Agreement Broker or Firm either brought Buyer's attention to the property or provided real estate brokerage services to Buyer for the property.
- b. Non-Exclusive Agency.** If during the Term of the Agreement Broker or Firm presented a written offer to the seller on behalf of Buyer.

BUYER **DATE**

BROKER **DATE**
On Behalf of Broker and Firm

BUYER **DATE**