



# Real Estate Market Update

Sarah Meikle, Sound Mortgage Loan Officer

Jen Johnston, Coldwell Banker Danforth Real Estate Agent

Tuesday, October 29, 2024

# Webinar Housekeeping



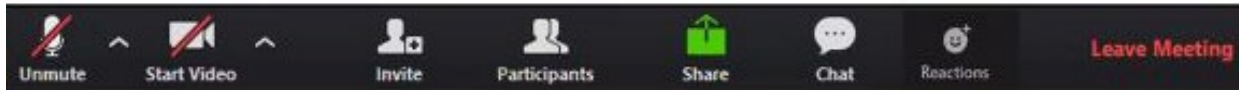
This webinar is being **recorded** and will be posted to our website.



**Microphones** have been muted and **cameras** are turned off for this webinar.




Please post comments and questions in the **chat** window. We will answer your questions during the Q & A portion of the presentation.



# Disclosures

Sound representatives do not provide tax or legal guidance. For such guidance, please consult with a qualified professional. Information shown is for general illustration purposes and is designed to help protect consumers from becoming victims of identity theft. The information in this presentation is for informational purposes only. Any misuse of this information may be prosecutable by law.



# About our Presenters



**Sarah Meikle**

Mortgage Loan Officer Manager, NMLS #850068

[smeikle@soundcu.com](mailto:smeikle@soundcu.com)

253.310.5620

[soundcu.com/home-loans](https://soundcu.com/home-loans)



**Jen Johnston, REAL ESTATE AGENT**

Coldwell Banker Danforth

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


360.701.2448

[Jenjohnstonrealestate.com](https://Jenjohnstonrealestate.com)

# Buyer Agent Commission Changes

- National Association of Realtors lawsuits
  - Anti-Trust Claims
  - Impact on Real Estate Commission
- Washington State Changes and the Northwest Multiple Listing Service

# Why do you need a Real Estate Agent?

- Fiduciary duty to protect your interest
  - Contract Negotiation
  - Facilitates the entire buying and selling process
- 

# Why is a pre-approval important?


- Understanding Budget
- Strengthening Your Offer
- Identifying Issues Early
- Faster Closing Process
- Negotiating Power
- Confidence in the Market

Overall, getting a pre-approval is a proactive step that can streamline the home buying process and enhance your position as a buyer.

# What is Mortgage Underwriting

The process through which a lender evaluates the risk of offering a mortgage loan to a borrower.

Key components of underwriting:

- Credit Evaluation
  - Income Verification
  - Debt-to-Income Ratio (DTI)
  - Assets and Reserves
  - Property Appraisal
  - Loan Type and Guidelines
  - Risk Assessment
  - Decision Making
- 



# Contact Us



**Sarah Meikle**

Mortgage Loan Officer Manager, NMLS #850068

[smeikle@soundcu.com](mailto:smeikle@soundcu.com)

253.310.5620

[soundcu.com/home-loans](https://www.soundcu.com/home-loans)



**Jen Johnston, REAL ESTATE AGENT**

Coldwell Banker Danforth

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

360.701.2448

[Jenjohnstonrealestate.com](https://www.jenjohnstonrealestate.com)

**sound  
credit  
union**

