



Seller Book

*Quiet expertise,
uncompromising service.*

RAYMOND CONNERS

MANAGING DIRECTOR & MANAGING BROKER

THE AGENCY BAINBRIDGE ISLAND

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A guide for the seller who values discernment.

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The Trusted Advisor

Who you are working with, and why it matters.

Meet Raymond

Trusted advisor, built on listening.

Raymond Connors is a third-generation real estate professional and certified residential luxury specialist. A University of Notre Dame graduate, former international educator, and former CFO of an international exchange-student company, he brings deep market analysis, listening skills cultivated across three continents, and the analytical mindset of a managing broker to every transaction.

Raymond holds the managing broker license in Washington State, the highest licensure classification available, and serves homeowners at every price point with the same standard of preparation, candor, and follow-through.

MISSION

To provide such an exceptional level of service and unreasonable hospitality that every client, at every price point, feels they are receiving a true luxury experience. As a trusted advisor, to guide clients with integrity, expertise, and care, creating experiences so memorable that the practice runs entirely by referral.

CORE VALUES

- **Integrity & Trust.** Honesty, transparency, and respect in every interaction.
- **Exceptional Service.** Anticipate needs, exceed expectations, make every client feel seen.
- **Expertise & Guidance.** Market knowledge, negotiation skill, and commitment to your best interests.
- **Relationships Over Transactions.** Lifelong connections that extend beyond the closing table.

CERTIFICATIONS & AFFILIATIONS

- Certified Full-Service Professional (CFSP), Buffini & Company
- Luxury Home Marketing Specialist
- Luxury Home Specialist
- Buffini & Company White Hats Society
- Member, American Real Estate Association
- Founding Member, LGBTQ+ Real Estate Alliance



MANAGING BROKER
LICENSE

#23004898

BUFFINI & COMPANY

Peak Experience attendee

2022, 2023, 2024, 2026.

Benchmarked against the top

10% of agents across 35+

countries.

2026

REALTRENDS VERIFIED
RANKED AGENT

TOP 1.5% OF AGENTS
NATIONWIDE

RealTrends Verified · 2026 Ranked
Agent



BUFFINI & COMPANY

Certified Full-Service Professional

The Trusted-Advisor Advantage

Not a salesperson. An advisor.

1. TRUSTED ADVISOR

Unwavering integrity. A practice built primarily on repeat clients and personal introductions, indicating a track record of follow-through and ethical conduct that earns life-long loyalty.

Litmus test: complete transparency, with sound counsel given even when it involves a difficult market reality.

2. THE SCHOLAR

Market erudition. A perpetual student of the market using a data-driven approach: scattergram trend reports and absorption-rate analysis to remove guesswork from valuation.

Litmus test: evidence-based strategy using pre-inspections and market-trend logic to eliminate second-time negotiations.

3. RELATIONAL ENGINE

Distinguished attention. A referral-based model rather than one spent hunting new leads, freeing bandwidth to pour 100% of operational intensity into your results.

Litmus test: anticipatory service that identifies and solves problems before they reach your awareness.

THE PARTNERSHIP FRAMEWORK

A broker is not a service provider. A broker is a strategic partner. The mindset is you and the broker versus the market. When trust, scholarship, and distinguished care are aligned, the result is not just a successful closing, but an experience grounded in expertise and integrity.

THE THROUGH-LINE

100 Days to Greatness. The Pathway to Mastery Essentials. The Pathway to Mastery Advanced. Peak Producers. White Hats Society. Peak Experience 2022, 2023, 2024, and 2026.

90%+

BUSINESS BY REFERRAL
OR REPEAT CLIENT

5.0

AVERAGE REVIEW
RATING, 50+ REVIEWS

"My mission is to provide such an exceptional level of service and unreasonable hospitality that every client, at every price point, feels they are receiving a true luxury experience."

RAYMOND CONNERS

The Agency Advantage

Founded to disrupt. Built for clients. Global by design.



BY THE NUMBERS

170+

OFFICES, 17+ COUNTRIES

\$17.9B

2025 SALES VOLUME

#13

U.S. VOLUME, T360 MEGA 1000

A DIFFERENT MODEL, ON PURPOSE

The Agency was founded in 2011 in Beverly Hills by Mauricio Umansky, Billy Rose, and Blair Chang. Their thesis was simple and, at the time, contrarian: a luxury brokerage should be a true partnership, not a tournament. Information is shared. Listings are collaborated on, not hoarded. Every agent in every office works for every client of the firm.

That collaborative culture is now the firm's most recognizable trait, and it is the reason Raymond chose to build his practice here. When you list with one Agency advisor, you have quietly engaged the entire network behind them.

AS SEEN ON NETFLIX

The Agency is the firm at the center of Netflix's Buying Beverly Hills, the reality series following Mauricio Umansky and his team through the highest tier of the Los Angeles market. Two seasons aired between 2022 and 2024, putting the brand and approach into living rooms in every market a buyer or seller might come from.

RECOGNITION THAT MATTERS

- T360 2026 Mega 1000: ranked **#13 nationally** by sales volume, up two spots year over year.
- **#1** among Top 50 U.S. firms in average sales by sides at \$2.5M.
- **#2** largest privately held independent brokerage in the nation.
- Inman 2025: **Top Luxury Brokerage** and **Most Innovative Brokerage**.
- Seven years on the Inc. 5000 fastest-growing private companies list.
- Founded in 2011, with 25 new offices opened in 2025 alone.

"We built The Agency on the radical idea that collaboration would always beat competition. The client always wins."

MAURICIO UMANSKY, FOUNDER & CEO

Beyond the Transaction

Who you are working with.

A CONTRACT NERD, UNAPOLOGETICALLY

Most people consider a 14-page NWMLS Form 21 with seven addenda an obstacle to closing. Raymond considers it a satisfying afternoon. He reads contracts the way some people read mystery novels, looking for what is unstated, what is buried in a default provision, and what a careful client can negotiate away before signing. The result: fewer surprises in escrow, sharper risk allocation, and a contract that protects you long after the keys are in hand.

INFJ: A LISTENER FIRST

Raymond's REALStrengths profile lists Trusted Advisor and Scholar as his top two strengths, which is the professional version of the truth: he is an INFJ. He talks less than most agents and listens more carefully than nearly all of them. By the time he speaks, he has understood what you said, what you implied, and what you have not yet figured out how to articulate.

A CFO'S LENS

Before real estate, Raymond served as CFO of an international exchange-student company. He brings a sharp financial lens to every offer, every concession, and every closing statement. He reads the numbers the way most agents read the photos.

TWO DECADES TEACHING IN ASIA

South Korea, Thailand, and China. Raymond spent roughly two decades teaching and living across three countries, and speaks intermediate Korean. Years of classrooms taught him how to explain complicated things clearly, how to read a room, and how to keep his composure when the unexpected arrives. All of which translates surprisingly well to a real estate transaction.

A FEW HONEST THINGS

- Married to an amazing man who always inspires him and brings him joy.
- Three dogs. Loud. Loved. Occasionally on video calls.
- Reader: historical fiction, history, and literature, in roughly that order.
- Disneyland enthusiast. Star Wars apologist. He has opinions.
- Chocolate chip cookies are a love language.
- Christmas is the favorite holiday. It is not close.

WHY THIS MATTERS TO YOU

Selling a home is one of the most personal financial decisions a homeowner makes. It should be done with someone whose temperament fits yours, someone who reads the fine print, listens before advising, and remembers that on the other side of every transaction is a homeowner trying to move forward with their life.

Certified Full-Service Professional



BUFFINI & COMPANY

The CFSP credential, awarded by Buffini & Company, the largest real estate coaching firm in North America, is granted only to professionals who complete the full curriculum, maintain quarterly coaching accountability, and adhere in writing to a defined code of conduct. It is one of the few designations in real estate where the standard is enforced, not merely claimed.

THE SIX COMMITMENTS

- 01 Transparency**
Honest counsel, always. Recommendations based on what is right for you, even when it is not what closes the transaction fastest.
- 02 Communication**
Calls, texts, and emails returned same business day. You will never wonder where your transaction stands.
- 03 Expertise**
Three earned designations in luxury representation and ongoing Buffini coaching. Continuing education exceeding Washington State minimums every year.
- 04 Negotiation**
Trained at the highest level in luxury negotiation to protect your leverage at every step, from list price through inspection to close.
- 05 Accountability**
Every transaction reviewed for quality. Any client concern is escalated to the certifying body.
- 06 Confidentiality**
Your information, your strategy, and your circumstances stay between you and Raymond.

MY TAKEAWAY: UNREASONABLE HOSPITALITY

The Six Commitments are the framework. The practice they shape is hospitality.

The most important thing Raymond took from the CFSP curriculum is the conviction that selling or buying a home should never feel transactional. Whether the engagement is a starter home or an eight-figure waterfront estate, every client deserves to be treated as the most important client of the day, every day.

That means anticipating questions before they are asked. Returning every call. Sweating the small details. Sending the note that did not need to be sent. Knowing the name of the person who matters most. Hospitality is what turns a competent transaction into one a client tells their friends about.

THE STANDARD, PLAINLY SAID

Every client at every price point receives the level of attention, communication, and care typically reserved for the highest end of the market. That is the work product of a CFSP. That is the practice Raymond has built.

ANNUAL ACCOUNTABILITY

Every commitment is reviewed with Raymond's Buffini coach annually. CFSP is not a badge. It is an annual audit of the practice.

As Your Listing Broker

What Raymond handles for you, from prep through closing.

BEFORE LISTING

- Pre-listing consultation, goal alignment, and timeline review.
- Comparative Market Analysis with three pricing scenarios.
- Property condition walk-through and written repair priorities.
- Staging consultation and vendor coordination.
- Pre-listing inspection coordination and scheduling.
- Professional photography, video, drone, and twilight scheduling.

DURING THE MARKET

- NWMLS listing entry with luxury-grade copywriting on launch day.
- Same-day launch announcement to The Agency network, 170+ offices.
- Syndication across Zillow, Realtor.com, Redfin, Homes.com, and 70+ international portals.
- Targeted social, email, and broker-network campaigns.
- Open houses staffed personally by Raymond or a trusted Agency broker.
- Weekly written market and showing-traffic reports.

OFFER REVIEW & NEGOTIATION

Every offer is summarized on a single page: net to seller, financing strength, contingency stack, closing timeline, and possession terms. No offer is evaluated in isolation. Before the listing goes live, Raymond and the seller agree in writing on the offer-review framework: when to hold offers, when to accept on the spot, the net-to-seller floor that triggers a counter, and how to handle multiple offers. No improvisation under pressure.

Buyer love letters, RCW 49.60. Personal letters introduce fair-housing risk under RCW 49.60 and the federal Fair Housing Act. Raymond declines to present them. Strong terms win without legal exposure.

THROUGH CLOSING & BEYOND

- Vetting of buyer financing and proof of funds.
- Escalation, contingency, and bump-clause strategy.
- Counter-offer drafting with seller advantage in mind.
- Title, escrow, and lender coordination on your behalf.
- Appraisal preparation and comparable-sales support.
- Pre-closing walk-through and contingency clearance.
- Closing-day signing logistics and key handoff.
- Post-sale follow-up and lifetime client services.

INSPECTION RESPONSE, NWMLS FORM 35

More transactions fall apart during inspection response than at any other stage. A pre-listing inspection puts the seller in a position of knowledge before the buyer's inspection period begins, with known items already disclosed on Form 17 (RCW 64.06) and many repairs documented. Raymond prepares the response framework with the seller before the listing goes live.

THE THREE OUTCOMES

1. **Repair completion.** Specific repairs completed before closing, coordinated through Raymond's vendor network with receipts to the buyer.
2. **Closing cost credit.** Credit the buyer at closing for the estimated repair cost. Often faster and cleaner, especially near closing day.
3. **Price adjustment.** Reduces the sale price by a negotiated amount. Least preferred because it changes the comp.

THE INVISIBLE 80%

For every conversation you have during the listing, Raymond is having three or four on your behalf. Closing on time is daily orchestration of dozens of moving parts, most of which you will never have to touch.

Areas I Serve

Bainbridge Island, the Kitsap Peninsula, the Olympic Peninsula, and the greater Seattle and Bellevue area.

DIRECT REPRESENTATION

Bainbridge Island, the Kitsap Peninsula, the Olympic Peninsula, and the greater Seattle and Bellevue area. Direct seller-side transaction experience, deep relationships with the local broker community, and a marketing plan calibrated to the qualified buyer pool that actually shows up in these markets. Raymond lives and works here. His knowledge of each submarket, neighborhood, and price tier is direct, current, and based on closed transactions.

WHERE RAYMOND WORKS

- **Bainbridge Island**
- **The Kitsap Peninsula**
- **The Olympic Peninsula**
- **The Greater Seattle and Bellevue Area**

No artificial boundaries. Where you want to be, Raymond will meet you.

AN AMAZING AGENT, ALMOST ANYWHERE

Raymond is connected to two of the strongest professional networks in the industry: The Agency's 170+ offices worldwide, and the Buffini & Company Referral Network of trusted, accountable agents across North America. When your next move takes you beyond his direct service area, he can place you with an exceptional agent almost anywhere, vetted personally, so the standard of process and care you have come to expect from him follows you to your next door.

THE AGENCY NETWORK

170+ Agency offices across the world. Direct access to The Agency Port Townsend, Seattle, and Bellevue offices for cross-water marketing reach.

THE BUFFINI REFERRAL NETWORK

Coast-to-coast network of Buffini-trained agents held to a defined code of conduct and continuous coaching. When Raymond refers you, he is referring you to someone whose standard he knows.

RELOCATION & OUT-OF-STATE SELLERS

Many sellers in this market are relocating to Seattle, the Eastside, California, or out of state. Raymond's process accommodates remote document signing, video walk-throughs, ferry logistics, and trusted agent introductions at the destination so the move forward is seamless.

Dedicated Team

The professionals behind every listing.

Raymond is backed by the operations, marketing, and transaction professionals at The Agency Bainbridge Island. Combined, the team brings more than three decades of experience that turns the listing standard into the listing experience.



MARK MIDDLETON

**MANAGING PARTNER &
DESIGNATED BROKER**

Eighteen-plus years in Kitsap real estate, recognized for over a decade among RealTrends America's Best and Washington's Best. Mark sets the brokerage standard and is a trusted resource for every listing in the office.



SUZY LEGIER

**MANAGING PARTNER ·
INTERIOR DESIGNER (ASID)**

Two-plus decades as an ASID interior designer and master home stager with hundreds of staged homes. Suzy is regarded as one of the most talented designers and stagers on the island.



SUE MUNTER

AGENT EXPERIENCE MANAGER

Over 13 years in real estate operations. Sue keeps every engagement on time, on standard, and free of surprises, with the compliance and administrative coordination that lets Raymond stay focused on you.



**MITCHELL
HALLMAN**

MARKETING ACCOUNT MANAGER

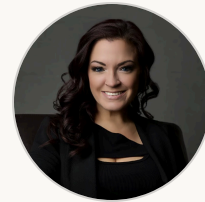
Seven-plus years in design and marketing, including print, brand strategy, and creative development. George Fox University, B.A. Graphic Design. Mitchell produces the assets that present your home with the standard of a luxury brand.



KATHY BAILEY

**CEO, LISTING & TRANSACTION
COORDINATOR**

Kathy leads listing and transaction coordination. From contract to close, every milestone, deadline, and signature flows through her desk so the transaction advances without gaps and the seller stays fully informed.



MEGAN GATES

LISTING & TRANSACTION COORDINATOR

Megan coordinates documents, disclosures, showing logistics, and deadlines across the practice, keeping the file clean and the communication flowing at every stage of escrow.

"The team behind the listing is the reason the listing runs at a standard most sellers have never experienced before."

RAYMOND CONNERS



SOLD BY

RAYMOND CONNERS

360.525.0172

The Process

Ten steps from first conversation to closing day.

Getting Your Home Sold

Ten steps. One trusted advisor.



Presentation

Preparing the home and the media. The most leverage in the engagement lives here.

INSIDE THE HOME

- Declutter and depersonalize. Surfaces cleared, personal photos boxed, closets reduced to about half capacity.
- Touch-up paint on doors, trim, and high-traffic walls. Caulk and grout refreshed in kitchens and baths.
- Burned-out bulbs replaced and matched across each room. Switch plates aligned.
- Service the furnace, HVAC, chimney, fireplace, and wood stove. Replace all filters. Confirm bath vents and plumbing fixtures operate and are leak-free.
- Test smoke and carbon-monoxide detectors. Confirm handrails on any stair over three steps.

OUTSIDE THE HOME

- Lawn cut, edges trimmed, beds mulched. Trim trees and bushes away from the structure. Remove firewood piles and debris from the foundation.
- Clean gutters, confirm downspouts move water away from the foundation, remove soil and mulch from direct contact with siding.
- Pressure-wash walks, driveway, deck, and siding as needed. Front door painted or refreshed, hardware polished.
- Confirm windows, exterior doors, and garage doors all operate. Check every exterior light. Confirm deck handrails and boards are secure.

SEPTIC, WELL & PRE-INSPECTION

Many Pacific Northwest properties are on well and septic. Both systems typically need to be inspected and certified before closing. Start septic and well certificates in week one of the prep window. A pre-listing whole-home inspection is strongly recommended. Findings disclosed and addressed in advance routinely save five to twenty thousand dollars at the negotiation table.

THE MEDIA

Photography, video, drone, twilight, and 3D scheduled together on the same shoot day where applicable. The listing media package is named in writing at the time of listing. Listing video format, length, and production style are agreed in advance. No surprises, no scope creep, no after-the-fact charges. You approve the final asset package before launch.

LISTING COPY

Written by Raymond, not delegated. The opening paragraph is the most-read piece of marketing copy on the entire engagement. Every word earns its place. Strong copy earns more reads, more saves, and more showings than a generic description, even when the photos are the same.

VETTED VENDOR NETWORK

Painters, handy people, electricians, plumbers, stagers, photographers, drone and twilight specialists, 3D scanning, inspectors, sewer scope, septic, and roof. Every vendor in Raymond's network has been vetted on quality, responsiveness, and accountability.

FORM 17, RCW 64.06

Your prep work directly informs the Form 17 Seller Disclosure Statement, which you complete personally under RCW 64.06. Keep every receipt from day one of prep. Bundle warranties and appliance manuals for the listing packet.

Price & Defining Your Buyer

Pricing precision and a clear buyer persona. The two decisions that anchor everything else.

SELLER'S MARKET

INVENTORY < 3 MO · DOM < 30 · MULTIPLE OFFERS

Price at or slightly below recent comparable closings to invite competition. Hold offers to a review date. Let the market price the home.

BALANCED MARKET

INVENTORY 3-6 MO · DOM 30-60 · STEADY OFFERS

Price within 1 to 2 percent of recent comparable closings. The first 21 days still command the most attention. Sharp staging and calm response matter most.

BUYER'S MARKET

INVENTORY > 6 MO · DOM 60-120+ · CONCESSIONS

Price at or below most recent closings, not active listings. Build in concession capacity: rate buy-downs, credits, repair allowances. Recalibrate at 30 days.

DEFINING YOUR BUYER

Before a single channel goes live, the plan is anchored to a clear picture of the most likely buyer. Comparative analysis, hyper-local feeder-market data, the price point, and the unique character of the home together build a target persona, and the marketing plan is built to reach that persona where they already are.

FINDING THE BUYER

- Direct exposure to other agents and their qualified buyers through our agent network.
- MLS-driven tools that surface your listing to buyer brokers the moment it goes live.
- Targeted outreach to agents whose recent activity matches your home's profile.
- Coordinated launch with NWMLS, syndication partners, and the global referral desk.

THE WRITTEN PRICING RECOMMENDATION

Before your listing goes live, you receive a written pricing recommendation that names the current market condition, identifies the appropriate launch window, and defines the recalibration triggers. Raymond's CMA process targets a list price within two percent of the eventual sale price.

70+

INTERNATIONAL PORTALS
VIA PROPERSTAR

40+

COUNTRIES REACHED ON
LAUNCH DAY



Promotion & Global Reach

A coordinated multi-channel launch, amplified by corporate marketing, PR, and a global referral desk.

LOCAL LAUNCH

- NWMLS listing with full media package on launch day.
- Zillow, Realtor.com, Redfin, Homes.com, Trulia, ListHub.
- Geo-targeted Instagram and Facebook campaigns.
- Hand-written personal notes to the neighbors.
- Luxury-grade signage and on-site brochures.
- Launch-weekend open house staffed personally.
- NWMLS broker tour and twilight preview events.

LUXURY-TIER PLACEMENT

- Wall Street Journal Mansion section.
- Mansion Global international syndication.
- Zillow Showcase placement.
- The Agency global magazine feature consideration.

HOW THE AGENCY HELPS YOUR LISTING

The Agency corporate platform provides marketing horsepower a single-market brokerage cannot. A bi-coastal PR team pitches qualifying listings to national publications. A shared global listing platform places your home in the daily reading of buyer advisors in Beverly Hills, Aspen, New York, Dubai, London, and Singapore the moment it goes live. An international referral desk handles cross-border showings, currency considerations, and document logistics on your behalf.

A LISTING THAT TRAVELS

Your listing media is built once and travels through 15+ syndication partners and the entire global office directory. The same hero image that runs on NWMLS runs on Mansion Global and theagencyre.com with no additional marketing lift on your part.

THE RIGHT BUYER IS NOT ALWAYS LOCAL

For a Pacific Northwest waterfront home, the right buyer may be in Seattle or Singapore. The Agency network ensures your listing reaches both, on the same launch day, with the same professional presentation.



Homes.com & Properstar

Premium placement at home. Seventy portals abroad. One listing, working for you on every front.

HOMES.COM PAID MEMBERSHIP



Raymond holds a paid Homes.com membership, which places his listings in premium positions on the platform's PropertyID-based search and pairs them with the cleanest data and the strongest buyer-side presentation in the industry.

The most important difference: Homes.com is the only major real estate portal that does not sell competing buyer leads to other agents on your listing. The buyer who finds your home sees Raymond's contact directly, not a queue of bidding strangers.

- Premium placement in PropertyID-based search.
- Clean, accurate listing data, no dilution.
- Buyer inquiries route directly to Raymond, never split with competing agents.
- Included in every listing, no upgrade fees.
- Audited listing data with no duplicate or stale records.

PROPERSTAR GLOBAL SYNDICATION



Properstar is the world's largest global property platform, connecting sellers and buyers through an extensive network of international portals. When a buyer anywhere in the world searches the Pacific Northwest, your home appears in their search language, on the portals they already use, the moment it goes live in NWMLS.

Buyers from Singapore, London, Vancouver, Sydney, and the broader Asia-Pacific region routinely arrive in the Pacific Northwest through The Agency network. Properstar surfaces them at the listing level, placing your home in front of the agents who serve international buyers before those buyers have identified a property to visit.

No additional cost. Properstar syndication is included in every listing engagement. Same-day launch with NWMLS, in multiple languages, with native currency conversion for every market.

70+
INTERNATIONAL
PORTALS

40+
COUNTRIES REACHED

WHY THIS COMBINATION WINS

Homes.com captures the domestic buyer who values clean data and direct contact with the listing broker. Properstar captures the international buyer searching from abroad. Together they bracket the two ends of the modern luxury buyer pool, and both run on the same NWMLS feed your listing already powers. No extra fees, no extra steps, and no competing buyer-lead programs siphoning attention off your home.

Title, Escrow & Closing

Washington seller obligations. The fine print, clearly.

THE SELLER DISCLOSURE: FORM 17 (RCW 64.06)

Washington requires you, the seller, to complete the Form 17 Seller Disclosure Statement personally. Your broker cannot fill it out for you. The disclosures must come from your own knowledge, signed under penalty of perjury. Best practice is to deliver Form 17 to the buyer before any offer, so the buyer's three-business-day rescission right (RCW 64.06.013) runs from that early delivery. Raymond delivers the blank form at listing and explains the timing rules. If you do not know an answer, mark "don't know" rather than guess.

REAL ESTATE EXCISE TAX, RCW 82.45

The seller is responsible for REET at closing, calculated on the sale price using Washington's graduated tiers. Counties may add a local component. The escrow officer collects REET on closing day. Raymond includes REET in the written net sheet before the listing goes live.

PAYOFF & RECONVEYANCE

Mortgage payoff statements, HELOC closures, and reconveyance fees are processed through escrow. Per-diem interest accrues until the payoff date. Raymond coordinates the payoff request with escrow before the final walk-through.

CAPITAL GAINS: FEDERAL §121

Federal §121 allows up to \$250,000 (\$500,000 married filing jointly) of gain on the sale of a primary residence to be excluded from federal capital-gains tax, subject to ownership and use tests. State capital-gains rules may apply separately. Raymond will refer you to a qualified CPA for any tax question.

WHO PAYS WHAT AT CLOSING

- Owner's title insurance premium (seller customary).
- Seller's share of escrow fee (customary, negotiable).
- REET at Washington's graduated rate (seller).
- Mortgage payoff, per-diem interest, reconveyance fees.
- HOA transfer fees and resale certificates (varies).
- Listing-side compensation per listing agreement.

WRITTEN NET SHEET

Raymond provides a written net-to-seller estimate before the listing goes live, refreshed at the offer stage, and finalized with escrow before closing day. No surprises on the settlement statement.

Sources: RCW 64.06, RCW 82.45, federal §121. Informational only, not legal or tax advice.



A modern study desk with a lamp, vase of flowers, and books, overlooking a lake at dusk. The desk is made of dark wood and holds a brass desk lamp, a white vase with pink cherry blossoms, a laptop, and a leather folder. A bookshelf with books and a compass is visible under the desk. A leather chair is on the right. The background shows a large window with a view of a lake and a forested shore at sunset.

The Record

Recent sales. What sellers said. The full fine print, clearly.

Selected Recent Sales

Twenty-four recently closed transactions across Bainbridge Island, the Kitsap Peninsula, the Olympic Peninsula, and the greater Seattle and Bellevue area.



RENTON
\$4,200,000



BAINBRIDGE ISLAND
\$3,465,000



KENMORE
\$1,380,000



SEABECK
\$1,330,000



POULSBO
\$1,275,000



RENTON
\$1,200,000



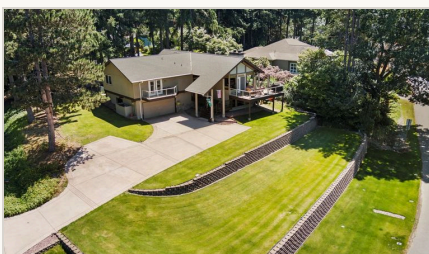
BREMERTON
\$1,160,764



SILVERDALE
\$1,110,000



BAINBRIDGE ISLAND
\$1,100,000



BAINBRIDGE ISLAND
\$1,050,000



PORT ORCHARD
\$1,035,000



POULSBO
\$890,000

Selected Recent Sales

Selected Recent Sales, continued. Buyer and seller representations.



NEWCASTLE
\$1,006,000



BREMERTON
\$950,000



BAINBRIDGE ISLAND
\$937,000



POULSBO
\$850,000



GIG HARBOR
\$835,000



POULSBO
\$780,000



SILVERDALE
\$750,000



BAINBRIDGE ISLAND
\$694,000



PORT LUDLOW
\$577,000



POULSBO
\$553,000



BREMERTON
\$535,000



PORT ANGELES
\$367,500

Glossary of Key Washington Terms

The terminology sellers hear most often, explained plainly.

CMA (Comparative Market Analysis)

A written analysis of recent comparable closed sales, active competition, and pending offers used to recommend a list price. Raymond's CMA process targets a list price within two percent of the eventual sale price.

Form 1A · Listing Agreement

The NWMLS Exclusive Right to Sell Listing Agreement. Defines term, compensation, services, and the listing scope. Reviewed line by line before signing.

Form 35

The NWMLS Inspection Addendum. Sets the inspection period and the buyer's response options after inspection.

Form 35W · Well

The NWMLS Well Addendum. Triggers well-flow and water-quality testing required by most lenders on rural and Olympic Peninsula homes.

DOM (Days on Market)

The number of days from the original list date to the date of mutual acceptance. The most-watched metric in any pricing recalibration conversation.

Escalation Clause

An offer term agreeing to outbid competing offers by a defined increment up to a cap. Familiar to listing-side practice on competitive Bainbridge Island and Eastside homes.

Earnest Money

The buyer's good-faith deposit, typically 1 to 3% in Washington, held in escrow. Released to the seller as liquidated damages or refunded to the buyer based on contingency outcomes.

Form 17, RCW 64.06

Washington's Seller Disclosure Statement. The seller completes it personally, under penalty of perjury, disclosing known material facts. Triggers the buyer's three-business-day rescission window.

Form 22D

The NWMLS Optional Clauses Addendum. Common venue for repair credits, home-of-choice contingencies, lease-back terms, and similar negotiated items.

Form 35F · Septic

The NWMLS On-Site Septic System Addendum. Required disclosure and inspection framework when the property is served by an OSS, common in Kitsap and Jefferson counties.

REET, RCW 82.45

Real Estate Excise Tax, paid by the seller at closing on a graduated rate that increases with sale price. Counties may add a local component. Verify current rates at dor.wa.gov.

List-to-Sale Ratio

The closing price expressed as a percentage of the original list price. Useful for measuring pricing precision and market temperature over time.

NWMLS Rule 23 · Cooperative Compensation

The Northwest MLS rule framework for buyer-broker compensation. Updated to align with post-NAR-settlement disclosure requirements.

Statutory Warranty Deed

Washington's standard conveyance instrument. The seller warrants clear title back through the chain of ownership at closing.

Sources: NWMLS form library; RCW 18.86, 64.06, 82.45; NWMLS Rule 23. Informational only, not legal advice.

Client Testimonials

Ten verified client experiences. The full archive of fifty-plus five-star reviews is on Zillow, Google, and Facebook.

“As new clients and new to Washington, there was a lot to learn. Raymond patiently guided us every step of the way. He made us feel as if we were his sole clients, accommodated our schedules, and communicated early and late.”

HAPPY FIRST-TIME BUYER
WASHINGTON STATE

“I needed someone who could work quickly. I had found the ideal home at short notice. I spoke with Raymond on day one, and within ten days I was able to close. His responsiveness and knowledge made all the difference.”

GRATEFUL BUYER
SINGLE FAMILY, CROSS-MARKET

“From the first call to the final walk-through, Raymond treated our transaction as if it were his own. Calm under pressure, meticulous with paperwork, and quietly relentless on our behalf in negotiation.”

REPEAT & REFERRAL SOURCE
KITSAP COUNTY

“I have used Raymond for both buying and selling. He is knowledgeable, friendly, and professional, and made me feel like I was his top priority in each transaction. I would use him again and recommend him to anyone.”

REPEAT CLIENT · BUYER & SELLER
MULTIPLE TRANSACTIONS

“Raymond is well-educated and very knowledgeable about every aspect of buying and selling. You can trust him to steer you safely through the turbulent waters of preparing, pricing, and closing. A true professional in every sense.”

CONSULTATION CLIENT
CROSS-MARKET TRANSACTION

Verified client reviews. Full archive available on Zillow, Google, and Facebook.

“Raymond ran our listing the way a conductor runs an orchestra. Every vendor showed up on time, the photos were the best on the MLS, and we accepted an offer in nine days at a price we did not believe was possible.”

ECSTATIC SELLER
PORT LUDLOW

“Raymond was referred to us by a friend who had worked with him years earlier. He listened more than he talked, never pushed a strategy that did not fit, and read every contract line back to us in plain English. We felt heard and protected throughout.”

REFERRED CLIENT
BAINBRIDGE ISLAND

“He is the best I have seen. Responds rapidly, patient, cooperative, answers every question honestly, and says ‘I don’t know’ when something is outside his knowledge. Encouraging, and respectful of his clients’ cultures.”

CROSS-CULTURAL BUYER
GREATER PUGET SOUND

“Raymond brought the winning offer in a multiple-offer situation. His obvious care for his client, while handling every detail with uncommon skill, made everything go smoothly from start to finish. A true professional.”

CO-OP BROKER, LISTING SIDE
PUGET SOUND

“Had a difficult property to sell. Raymond stayed with it and finally got it done for more than we could have expected. Always in touch, always with updates, all through the time it took to sell.”

PERSISTENT SELLER
PATIENT SUCCESS

The Fine Print...

The fine print, in plain language. Clarity is part of the service.

BEGIN A CONVERSATION

Whether you are three years out or three weeks out, the right relationship starts with a single conversation. A private, five-step questionnaire of about three minutes gives Raymond the grounding to make the first conversation focused, personal, and useful.

LICENSING & SCOPE OF SERVICE

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Equal Housing Opportunity · RCW 49.60



Equal Housing Opportunity. Raymond Conners fully supports the federal Fair Housing Act and the Washington State Law Against Discrimination (RCW 49.60). We do business in accordance with these laws and do not discriminate against any person because of race, creed, color, religion, national origin, citizenship or immigration status, sex, sexual orientation, gender identity, marital status, familial status, age, honorably discharged veteran or military status, the presence of any sensory, mental, or physical disability, the use of a trained guide dog or service animal, or source of income. *RCW 49.60.030, RCW 49.60.222, and the federal Fair Housing Act.*



"My mission is to provide such an exceptional level of service and unreasonable hospitality that every client, at every price point, feels they are receiving a true luxury experience."

Raymond Connors

MANAGING DIRECTOR & MANAGING BROKER
THE AGENCY BAINBRIDGE ISLAND

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