

Professional Profile

Jamie Rakus is committed to service, knowledge and ethics. Since

1985, Jamie Rakus has consistently been a top real estate producer in the areas of West Seattle and Southwest Seattle. Her association with

Windermere Real Estate/Fauntleroy and previously Cayce &

Gain/Prudential Northwest has helped her develop a reputation in the real estate industry of respect and results. As a recognized real estate expert,

Jamie has been interviewed and offered on the air analysis for KOMO 4

NEWS, KING 5 NEWS and the NORTHWEST CABLE NEWS

NETWORK. Her reputation is founded on offering the utmost in service

and an ongoing pursuit of current real estate trends. With over a decade of

real estate service, she has established a solid referral base, founded on

respect and trust. Born and raised in West Seattle, she has an in-depth

knowledge of neighborhoods, schools and services.

Professional Accomplishments

*** Deans list graduate, one year early, from Western Washington State

College, earning a Bachelor of Arts Degree in Communications

*** Professional Employee Trainer, The Bon

*** Nordstrom top producer in sales and customer service award winner

*** Seattle Chamber of Commerce sales and promotion

*** Accredited Buyers Representative: Real Estate Buyers Agent Council

*** State Certified Real Estate Instructor

Community Involvement

*** 2000, 2001, 2002, 2003 & 2004 Board of Directors, West Seattle Senior Center

*** West Seattle Food Bank – Organizer and volunteer for food delivery to

the elderly and infirm of West Seattle

*** Chicken Soup Brigade – Volunteer to help people living with AIDS

*** Northwest AIDS Foundation – Administrative Volunteer

Jamie Rakus

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REAL ESTATE

SELLING TIME>THINK HIGH-TECH WHEN MAR

Jamée Rakus



AGE: 53

OFFICE/BROKERAGE: Windermere

EDUCATION/BACKGROUND: Bachelor's degree in communications, Western Washington University. Worked as a sales associate at Nordstrom and as a training coordinator at The Bon Marché before going into real estate full time.

INSIDER TIPS FROM SAVVY AGENTS

BY BLYTHE LAWRENCE
Special to The Seattle Times

There's no denying that the housing market is going through a rough patch. Still, nearly 40,000 homes in the Seattle area changed hands last year. We interviewed four real-estate agents who were successful in 2008 about their experiences. Here is an edited version of their secrets for success.

could make the deal work.

Q: How has your background helped you?

A: She said her work at Nordstrom is not unlike selling a house. "You have color, design, emotion. How does it work for you, does it work well and are you emotionally attached? But all the same customer-service skills come into play."

Q: How does this market differ from past markets for agents?

A: This is a cooperating market. In the past it was, this is how much I want and if you don't want to pay it, there will be someone else who will.

Q: How do you spend your week?

A: Now you need to preview every day. You need to know what your inventory is. I always say you can't sell what you haven't seen. In the past, you saw it, and it was gone in a week. Now you see it and it's still there in a month. And it's still there in three months, and you're watching that price go down. So if you've really been doing your job and you've got buyers in that price range, you watch that property and you're going to be able to go to them and say, now is the time to strike.

Q: Best advice you have to give.

A: Be realistic. Listen to your agent. Look at possible issues that come up, and prepare for them

Q: What does it take to sell a house in this market?

A: You've got to keep it going. Patience is a virtue right now.

Q: Any disadvantages out there?

A: Lenders are very tight and very strict, which takes you back again to how you negotiate. If you have a house with issues, you have to look forward, and know what those issues are going to be, are they going to cost you money, and put them into the negotiating plan.

Q: Anything else?

A: I like this market. It works. What a novel idea that someone has to qualify for a loan, and they have to have some equity to put down. Isn't that the way it should be? You hope. It didn't work that way.