

The "Hive"
Website Content Project

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About Me

My name is Wesley T. Rankin. I've been a real estate broker for nearly a decade. I became a real estate broker because I want to make buying a home memorable for as many people as possible. I don't just see myself as a person who helps others buy and sell homes, I see myself as a friend and guide throughout the process.

A home buying experience is one of life's most significant decisions. I'm dedicated to finding the right home, at the right price in the shortest amount of time possible. My long-time experience of working with first time home buyers, investment properties, as a listing specialist, and being extremely tech savvy all help me to maximize how much I save my clients.

My number one priority is to constantly and consistently educate my client throughout the entire buying and selling process. This helps them build confidence as we approach the closing of a deal. I strongly believe excellent communication with other agents and potential buyers is integral to the successful sale of a home. I remain fully involved throughout the entire process to insure that the closing is not only successful, but that it's done in the least stressful and most efficient manner possible.

I may be a real estate broker, but that accounts for only a small aspect of how I see myself. I believe I have a responsibility to do my part in the world by using what I know and what I do every day to help protect and improve the world we all share.

I've started my own real estate brokerage called Hive Realty and two sister companies, Hive Boxx and Fruit Hive, to creatively use the home buying and selling process as a platform to help protect the environment. All three companies contribute in their own unique way to making the home buying and selling process more organic and environmentally friendly. I truly believe we can all make a difference in the world with whatever it is we're passionate about.

With the conclusion of every interaction I have with others, my hope is that it's apparent that I act not with the sole focus of earning money, but rather, with the intent of having a positive impact within the real estate industry and those that it serves. Please don't hesitate to contact me to assist with any of your real estate needs. I look forward to helping you have the best experience possible when you begin looking for your new home.

Please don't hesitate to contact me to assist with any of your home buying needs. I look forward to helping you have the best experience possible when you begin looking for your new home.



"REDEFINING THE WAY WE DO REAL ESTATE"

The mission of Hive Realty is to redefine the way both agents and clients approach real estate. Hive Realty is a new "*Hybrid*" real estate brokerage. We combine services from your traditional real estate brokerage along with the latest online resources and technology available, all at a cost anyone can afford and high quality both agents and clients can appreciate. Our competition may offer similar services and or products, but they lack one key ingredient, *Quality*. Hive Realty won't sacrifice or compromise quality at the expense of the client. We're willing to go the extra mile to change the game in your favor.

Hive is always looking for smart, talented people to join our team, please email for more information on a real estate career with Hive Realty at info@hiverealty.com

Sincerely,

Wesley Rankin
Founder/CEO of Hive Realty



HIVEBOXX

Eco Moving Supplies

MISSION

Our mission is simple: to make the move to your new home cost effective and stress-free while helping to protect our home--mother earth!

OUR STORY

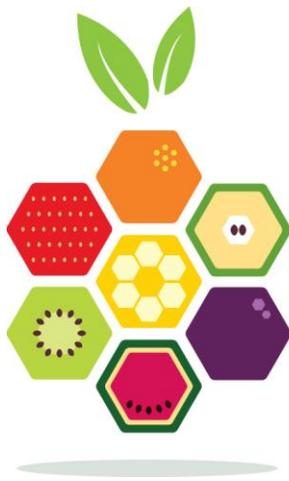
As a real estate agent of almost a decade I've grown to truly appreciate the significance moving from one home to another plays in a person's life. As someone who is going to be in this industry for many years to come I want to do everything I can to make one of life's biggest changes one that yields a positive memory for everyone involved. I knew I had found a great resource for my clients when I learned about the newest green initiative taking place in the real estate industry--the replacement of cardboard boxes with plastic, reusable moving boxes. Through Hive Boxx I can offer my clients a way to reduce the expense of buying moving boxes while helping my industry lower its' impact on the environment.

The name Hive Boxx was selected for our company because it serves as a reminder to me, my staff, our partners and potential customers that we all share a home--planet earth. The name serves as a metaphor because when it comes to describing the entire moving process, it reminds me of the inner workings of a beehive. Just like there are many bees working to create and maintain a beehive as well as produce honey, there's many people involved in making, buying and selling a home: from the architects and engineers who design the home, the construction workers who build the home, the real estate agents who help others find the right place to call their next home and most importantly, the individuals who will transform that little corner of the planet into their own space.

At Hive Boxx we see ourselves playing a small role in the natural process of moving. Ultimately, I hope to provide another resource to help make moving easier on others as well as on the planet.

Sincerely,

Wesley Rankin
Founder/CEO of Hive Boxx



fruit hive

MISSION

We deliver the best fresh, local, organic fruits and vegetables directly to your door step!

OUR STORY

Fruit Hive was created to complete Hive Realty's full circle approach to the home buying and selling process. As a real estate agent of nearly a decade, my ambition to help others find their dream home grew to include helping their move to that home easier and more environmentally friendly. Along with Hive Realty, which inspired Hive Boxx, Fruit Hive will be a company that will help the environment and our local communities remain healthy and livable.

Fruit Hive serves as the perfect complement its' sister company Hive Boxx (a company who dedicates a portion of its' annual revenue to support local bee farms) because it supports farming practices that help protect environment and all that lives in it. By creating awareness for the need to support both local bee farmers and production of locally grown, organic produce through Fruit Hive and Hive Boxx, we're ultimately contributing to the creation of a healthier environment for the communities we live in.

I believe Fruit Hive will contribute to the movement of establishing a healthier environment by reducing the harmful impact of current farming practices. The homes I'm helping clients buy and sell are both directly and indirectly affected by the current, primary farming practices being employed throughout the country. By launching Fruit Hive I'm supporting the visibility and prosperity of local farms and farmers. I recognize the more we support local farms the more we can reduce the damage currently being done to the lands and environments in which our homes exist.

I believe a home is only as healthy as the people living in it. Having access to affordable, local, organic food is essential to making this possible!

Sincerely,

Wesley Rankin
Founder/CEO of Fruit Hive

Testimonials:

1. Roger Tran & Jane Marshall
2. KJ Lee & Michiko Hoshiya
3. Jeff Krall
4. Afia Agyei
5. Susan Holstein
6. Hong & Shirley Phung
7. Ken & Brianna Hanks
8. Bryan Hamilton & Kelly Wakefield
9. Tony & Kim Gannon
10. Bryan Bozeman
11. Jeremy & Amy Mason
12. Megan Rubio
13. Yoshiteru Kinjo & Yoshitaka Kinjo
14. Stacey Phillips
15. Scott & Kerrie Sander
16. Bob & Rena Andrews
17. Stuart Greene
18. Frank Carmona:
19. Diana Chen & Annie Sauvage:
20. Heather Vigliotti:
21. Sara Lee:
22. Cindy & Craig Linton:

23. Rany Kith:

24. Hanny Kamal:

Afia Agyei:

Wes is great at what he does. He helped me buy my first home in Everett/Mill Creek Area. He's responsive and patient. As first time home buyer, I was very lucky to have Wes as my Realtor because he's knowledgeable about his work. He's patient and very helpful.

Roger & Jane Tran:

After work, you're tired, right? The last thing you want to do is drive across town to see a new listing on the MLS and then ward off the hard sell. Not so with Wes. He actually gives off energy like some kind of guru; and each time we had fun and some pretty good laughs along the way. Oh, and he has all the patience that the role requires. As for negotiating, we feel Wes got for us the best that the market would allow given our wish list.

Susan Holstein:

Wesley's caring, knowledgeable and has a good sense of when to be patient and when to be forceful. He listens! I have already referred him to others who had an equally rewarding experience and continue to recommend him. I feel very fortunate to have had Wesley as both my Realtor for my home purchase and continue to be my property manager for my rental.

Bryan & Kelly Hamilton:

We couldn't have asked for a better experience. Wes has a way with explaining everything along the way and we were never left in the dark. He kept awesome contact with us and was on top of his game. If you are looking for an agent I would highly recommend Wes. You won't be sorry.

Ken & Brianna Hanks:

Wes was fantastic through the whole buying process. He helped provide a vision for houses along the way and worked hard with the sellers to get what we needed in the deal. We absolutely trust him and wholeheartedly recommend him.

Tony & Kim Gannon:

We purchased a new single family residential property in September of 2012. Wes guided us through the entire process from start to closing, always providing us with ample information and advice. [His personal touch throughout the entire process] was fantastic since this was our first time purchasing a house. We couldn't be more grateful and happy with our choice to go with Wes!

Hong & Shirley Phung:

We were referred to Wesley by a family member and all they said was Wesley works magic to make dreams come true. After using him, all we can say is the results showed truth to that

statement. We were able to buy a brand new home in our desired area, when other agents we spoke with said it was impossible with our budget. He worked his "magic" and negotiated \$35k off the price, below our budget with tons of builder incentives. He even rented out our condo and manages it.

Jeff Krall:

Wesley made me feel like I was his only client. I received 110% of his attention at all times and he never made me feel rushed. In the end, he focused on my needs and made my dreams of home ownership a reality! Wesley taught me one basic thing: before you start trying to work out which direction the property market is headed, I should be aware that there are markets within markets.

KJ Lee & Michiko Hoshiya:

Wesley is a magician! He worked his magic and saved us over \$40k on a brand new single family home. Without him we wouldn't have been able to afford a house and would have been stuck buying a condo.

Bryan Bozeman:

Hands down, Wesley is the best agent in the business!

Terry & Taka Kinjo:

Wesley has the ability to find anyone the perfect home at the perfect price. He was amazing at his job and we really enjoyed working with him.

Jeremy & Amy Mason:

We gave Wes a challenge to find us a place in a small amount of time and he came through with a great place at the right time. He was more than we had hoped for. We would love to work with him again!

Stacey Phillips:

They always say that one of the most stressful things you can do is sell your home, but thanks to Wesley, we never felt stressed.

Megan Rubio:

Wesley was amazing and relentless at finding me my first home. He stopped at nothing to get me a great price and made me feel comfortable in the process even though I knew nothing about buying a house.

Scott & Kerrie Sander:

Know what your customers want most and what your company does best. Focus on where those two meet. Wesley proved this through the entire process.

Bob & Rena Andrews:

Wesley listed our property in the housing bust and still was able to attract an offer above list price. He truly has crafted his skills and is a listing specialist!

Stuart Greene:

I truly appreciated all the hard work Wesley put into helping me to locate, research and purchase my property. The exceptional personal service provided by Wesley certainly should be commended. Wesley can definitely count on my recommendations for his services to my friends.

Frank Carmona:

Thank you for selling my home. You accomplished in 3 weeks what other real estate brokers could not do for the past four years. Your presentation of my home is the best I have ever seen.

Diana Chen & Annie Sauvage:

Expertise in Seattle area!

Heather Vigliotti:

We knew of Wesley's wonderful reputation, but had no idea what a treasure we had found!

Sara Lee:

I am grateful to have found Wesley!

Cindy & Craig Linton:

Wesley maximizes your investment and minimizes your effort.

Rany Kith:

Wesley truly is a one-in-a-million rarity.

Hanny Kamal:

To say that Wesley consistently exceed even the most unrealistically high expectations would be a gross understatement.

The Home-Buying Process:

Step 1: FINANCING

Get pre-approved not just pre-qualified.

Go shopping for a mortgage. It may seem backwards to shop for a mortgage before you shop for the house, but there are several reasons for doing this. First, you'll find out how much you can borrow, which has a lot to do with how much house you can buy. Shopping for a mortgage will also help if you can get "pre-approved" for the amount you'd like to borrow. This means the lender has looked over your credit, financial statement and agreed to lend you the money. Sellers like pre-approved buyers because there's less risk the deal won't go through and it gives you purchase power over any competing offers in a multiple offer situation (also known as a bidding war).

Step 2: PLANNING

Analyze your needs: Determine desired home and neighborhood.

Your first step toward buying your new home will be to analyze your needs. Wesley will help you determine exactly what you want your new home to look like and how it should function for you and your family. Narrow down what areas/neighborhoods you like. Establish a time frame for buying your home. Finally, you probably have a mental picture of what your dream house looks like. Turn these ideas into two lists: one should describe your dream home and the other should list features that are absolute must haves. In a perfect world, your new home would fulfill both lists 100 percent, but it is more likely the two lists will turn into a list of priorities, as you get clearer about what you want and what is available.

Step 3: HOME SEARCH

Get out and start looking.

With the plan established, and pre-approval out of the way, we have a good idea of what you can afford and the type of area you will want to call home. Taking that information into consideration, you are ready to embark on your home search.

If you don't know much about the city you are moving to, you will want to start by finding areas that meet your criteria and then narrowing your search to particular properties in those areas. There are a few ways to go about this. You can find available homes by reading local real estate publications and looking on the Internet, or driving through neighborhoods that meet your needs. Driving around a particular area looking for a home that is for sale is good because you can actually see the house, but it can be very time consuming and very "hit or miss."

You will need to make another list for the type of area you want to invest in. Consider things like drive time to work and major destinations, amenities such as swimming pools, tennis courts, parking, schools, etc. and the demographics of the surrounding area.

Step 4: SUBMIT AN OFFER

Work closely with your agent to negotiate a winning offer.

Now that you've found your dream home, it's time to make an offer. Wesley will help you determine the offer price by reviewing comps (recent sales of homes that are similar in size, quality, and conveniences and amenities). Wesley will advise you on how to create an offer that will have the best chance of being accepted.

Wesley will create a written contract that details what needs to be done by both parties to execute the transaction. It should protect the interests of both parties and will ensure your financial position as the buyer.

The contract should include, but is not limited to, the following:

- 1 Legal description of the home
- 2 Offer price
- 3 Down payment
- 4 Financial arrangements
- 5 List of fees and who will pay them
- 6 Amount of the earnest money deposit
- 7 Inspection rights and possible repair allowances
- 8 Appliances and furnishings that will stay with the property
- 9 Settlement date
- 10 Contingencies

Once your offer is made you may need to negotiate with the seller to reach an agreement. Keep in mind almost everything is negotiable when you are buying a house. Counter offers happen frequently. Remain in close contact with your real estate agent so you can quickly review any changes from the seller. Remember...bargaining is not a winner-take-all deal. It is a business process that involves compromise and mutual respect.

Some things you may negotiate:

- 1 Price
- 2 Financing
- 3 Closing costs
- 4 Repairs
- 5 Appliances and fixtures
- 6 Landscaping
- 7 Painting
- 8 Occupancy time frame

Step 5: POST CLOSING DUTIES

Coordinate services like home inspection, buying insurance, etc.

After your offer is accepted, Wesley will help you coordinate the activities of service providers and serve as your advocate when working with them. Wesley will make sure these vendors have access to the property to perform their procedures and will oversee the execution of those procedures on your behalf.

An important service you may need is a home inspection. An inspection of the property, the foundation, and the surrounding environmental may be needed to make sure the property meets the standards set forth in your written agreement. If there are issues or inconsistencies brought to light during this time, it may delay or even nullify the contract.

Insurance is another item that will need to be taken care of. Experts recommend you obtain title insurance equal to the full replacement value of the home. This kind of insurance is purchased at closing and protects the buyers in the unlikely event that the title to the property becomes invalid. Homeowners insurance protects against theft, fire and liabilities. It often includes items such as bicycles, furniture and jewelry. Flood insurance is generally only necessary for flood-prone areas. The federal government issues this kind of insurance.

In addition to aforementioned types of insurance, you may want additional assurance for your new home. Home warranties are one way to protect yourself after you buy. Warranties for new homes protect against plumbing, wiring and structural defects. Existing home warranties cover things like major appliances and structural problems.

Having these procedures done in a timely and professional manner is a must.

As the closing date (otherwise known as settlement or escrow) draws near you will need to be in contact with the escrow company or closing attorney and your lender to make sure all necessary documents are being prepared and will be delivered to the correct location on the appropriate date.

Step 6: GETTING THE KEYS

Make final closing payments & sign remaining documents.

Closing is where ownership of the home is legally transferred from the seller to the buyer. It is a formal meeting that most parties involved in the process will attend. Closing procedures are usually held at the title company's or lawyer's office. Your closing officer coordinates the document signing and the collection and disbursement of funds. Upon closing, Wesley will give you the keys, so you can start the moving process and begin enjoying your new home.