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PRIVATE BUYER ADVISORY

The Clark County Luxury Buyer's Guide

A focused guide to purchasing waterfront, view, acreage, custom, and lock-and-leave properties throughout Vancouver, Camas, Ridgefield, and greater Clark County.

LOCAL INSIGHT.
PRIVATE REPRESENTATION.
DISCIPLINED NEGOTIATION.

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THE PURCHASE FRAMEWORK

A better search starts before the first showing.

Luxury buyers do not need more listings. They need a disciplined process that filters the market, protects leverage, and identifies the property that best supports the way they intend to live.

01 • PRIVATE CONSULTATION

Define the real objective

Clarify lifestyle, location, timing, financing, privacy, property type, and non-negotiables before the search expands.

02 • MARKET POSITIONING

Prepare to act with confidence

Organize proof of funds or lending, establish a realistic price range, and understand how the relevant submarkets are behaving.

03 • CURATED SEARCH

See what is worth seeing

Combine MLS inventory with coming-soon awareness, local relationships, builder contacts, and direct outreach where appropriate.

04 • PROPERTY ANALYSIS

Separate presentation from value

Evaluate condition, setting, replacement cost, resale considerations, ownership burden, and comparable value before emotion takes over.

05 • OFFER STRATEGY

Negotiate the entire package

Use price, timing, contingencies, possession, financing strength, and seller priorities to build the strongest sensible offer.

06 • CONTRACT TO KEYS

Manage every moving part

Coordinate inspections, appraisal, title, insurance, repair decisions, deadlines, relocation details, and a smooth closing.

The goal is not simply to secure a home. It is to make a well-informed purchase without unnecessary exposure, pressure, or distraction.

NEIGHBORHOOD PERSPECTIVE

Seven distinct luxury markets. Seven different buying experiences.

Clark County's high-end inventory is not one market. Architecture, lot size, views, commute patterns, new construction, and resale dynamics vary meaningfully by area.

AREA	BEST KNOWN FOR	BUYER PERSPECTIVE
Camas	Views + Newer Homes	Polished neighborhoods, custom construction, hillside and territorial views, and strong demand for well-finished homes.
Ridgefield	Acreage + Growth	Newer estates, larger parcels, modern builds, and an expanding luxury segment with varied rural and suburban settings.
Felida / Lake Shore	Established + Convenient	Mature streets, executive homes, larger lots, and convenient access to west Vancouver amenities and services.
Brush Prairie / Hockinson	Privacy + Land	Custom acreage, shops and outbuildings, equestrian potential, and a more private residential experience.
Salmon Creek	Access + Stability	Established upscale homes, practical access, and a broad mix of property ages, styles, and lot configurations.
Vancouver Waterfront	Urban + Lock-and-Leave	Condominium living, riverfront dining, walkability, amenities, and low-maintenance ownership near the city core.
Columbia River / Evergreen Hwy	Waterfront + Legacy	River views, distinctive architecture, landmark properties, and highly property-specific pricing and due diligence.

A useful rule: compare properties within their true micro-market. A waterfront residence, acreage estate, and downtown condominium should not be evaluated with the same assumptions.

FINDING AND SECURING THE RIGHT PROPERTY

Search broadly. Evaluate narrowly. Negotiate strategically.

The strongest result comes from separating three decisions: whether the property fits, what it is worth, and what terms are required to secure it.

Six offer levers beyond price

- 1 Certainty**
Clear financing, documented funds, and a credible path to closing.

- 2 Timing**
Closing and possession dates aligned with the seller's next move.

- 3 Contingencies**
Thoughtfully structured protections rather than reflexively weak or aggressive terms.

- 4 Communication**
A clean, organized offer that is easy for the listing side to understand and trust.

- 5 Property Knowledge**
Inspection and ownership risks anticipated before the contract is written.

- 6 Restraint**
A defined walk-away point that prevents winning the property but losing the deal.

WHAT I LOOK FOR BEFORE ADVISING AN OFFER

Value is more than a price per square foot.

High-end homes are often too unique for a simple automated valuation. The analysis should account for:

- Lot quality, privacy, orientation, and view protection
- Architecture, construction quality, updates, and deferred maintenance
- Replacement cost and the difficulty of recreating the property
- Comparable sales adjusted for location and property-specific features
- Market time, listing history, seller motivation, and competition
- Resale depth and the likely future buyer pool

The best offer is the strongest offer that still makes sense after the excitement fades.

LUXURY-LEVEL REVIEW

The most expensive surprises are often outside the living room.

Custom, waterfront, acreage, and older estate properties require a broader review than a standard home inspection alone.

Waterfront + View

- Shoreline restrictions, setbacks, and permitted improvements
- Flood exposure, drainage, slope, erosion, and insurance availability
- Dock, bulkhead, access, and maintenance responsibilities
- Current and future view obstruction risk

Acreage + Rural Systems

- Well production, water quality, and shared-well agreements
- Septic condition, capacity, reserve area, and records
- Road maintenance, access rights, easements, and gates
- Land use, zoning, outbuildings, fencing, and utilities

Custom Construction

- Permit history, additions, remodels, and final approvals
- Roof, envelope, windows, drainage, and mechanical systems
- Specialty materials, automation, generators, pools, and lifts
- Availability of qualified trades and replacement components

Ownership Cost

- Property tax, insurance, utilities, landscaping, and security
- HOA or condominium documents, reserves, rules, and assessments
- Near-term capital projects and deferred maintenance
- Ongoing service contracts and seasonal requirements

Title + Use

- Title exceptions, encroachments, surveys, and boundary questions
- Access, shared improvements, covenants, and recorded restrictions
- Intended use: guest quarters, short-term rental, business, or animals
- Personal property and fixtures included in the sale

Resale + Exit

- Future buyer pool and marketability of unusual features
- Functional layout, accessibility, and changing lifestyle needs
- Surrounding development and long-term location quality
- Potential over-improvement relative to the immediate market

The exact review depends on the property. Specialized inspectors, contractors, engineers, surveyors, attorneys, insurance professionals, and tax advisers may be appropriate. This guide is informational and is not legal, tax, engineering, or inspection advice.

FROM ACCEPTED OFFER TO KEYS

Organized follow-through keeps a complex purchase calm.

Once the contract is accepted, the focus shifts from negotiation to risk management, documentation, and decisive deadline control.

- **Opening and title review**
Confirm escrow, deposits, title documents, disclosures, and key dates.
- **Inspections and specialist review**
Coordinate the right experts, assess findings, and prioritize material issues.
- **Appraisal, lending, and insurance**
Keep lender requirements, valuation, insurability, and documentation moving.
- **Repair and contingency decisions**
Translate findings into a practical decision: proceed, renegotiate, or exit.
- **Final verification**
Review closing figures, confirm property condition, and complete the final walk-through.
- **Closing and transition**
Coordinate signing, possession, keys, vendors, and relocation details.

BEFORE WE BEGIN

Helpful items to prepare

- Financing pre-approval or proof of funds
- Preferred timing and current housing commitments
- Essential property features and firm deal-breakers
- Comfort range for updates and ongoing ownership costs
- Any relocation, school, accessibility, or language needs

PRIVATE CLIENT SERVICE

English, Russian, and Ukrainian guidance available.

Clear communication matters in every transaction. The process can be adapted to your preferred language, timing, and level of involvement.

YOUR NEXT MOVE

Let's begin with a private buyer consultation.

We will define your search, review the market, and build a purchase strategy around your priorities - before you spend time touring properties that do not fit.

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