

DC

THE  
JOURNEY  
TO HOME

# *This is* HOW WE DO IT

## 1. COMMUNICATION

I am always on and available. I am constantly on the move. 24/7. Text. Email. Phone. Instagram direct message.

Whatever your preferred method of communication is, I will be in constant contact during this process.



## 2. INTEGRITY

Trust is the foundation to any relationship. I operate with integrity, transparency and expect my clients to do the same. These are my core principles that are non-negotiable standards.

## 3. DATA DRIVEN

I study and analyze market data and numbers obsessively. Data drives decisions. It is critical my clients are armed with relevant statistics and data to assist in the decision making process.



## 4. NEGOTIATION + STRATEGY

I am skilled at negotiating and am relentless in achieving my clients' goals. My strategy is always evolving and tailored to each client. I think creatively and outside the box. My competitive drive and industry connections are my secret weapon.

*real estate* IS MY PASSION

## 5. PASSION

Without passion, life is ordinary. Real estate has always been my purpose and my calling. I am passionate about helping others with their real estate journey.

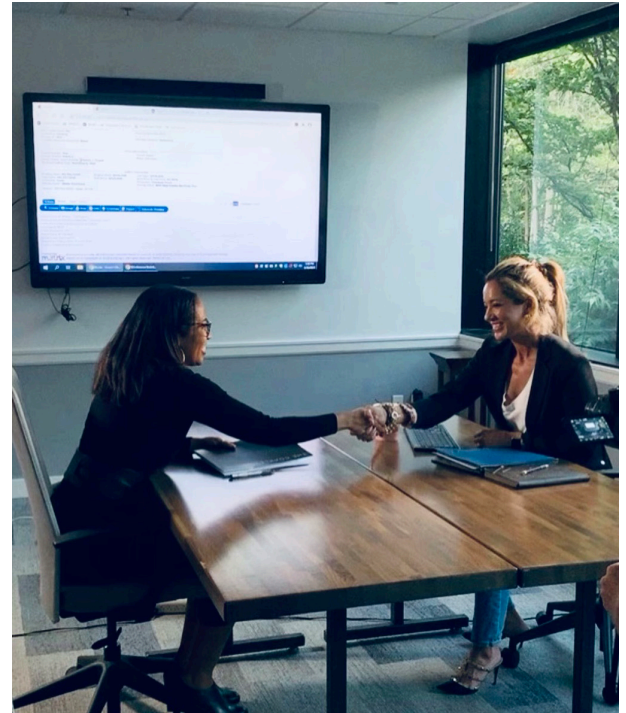
# *the Journey to* **HOME**

## **1. BUYER CONSULT**

During our initial consult, we meet to review your goals, wish list, timing and budget. I explain my buyer process; which is to make your journey as seamless and efficient as possible.

## **2. PRE-APPROVAL**

Post consult, your next step is to select a lender and find out what you can afford. You will review different loan programs and options. I recommend using one of my preferred lenders to ensure a seamless transaction. Once you have a pre-approval letter in hand, we're off to see homes!



## **3. SHOWINGS / VIRTUAL TOURS**

In this competitive market, there is little inventory and massive buyer demand. When a home is listed, it's crucial to schedule a same day showing to ensure the listing is not sold overnight. Expect multiple offers, waiving all contingencies and offering non-refundable earnest money in order to win the offer.

## **4. OFF MARKET ACQUISITIONS**

I am aggressive and relentless in finding your dream home and meeting your deadline. Once you have identified your dream neighborhood, I take your buying search to the **NEXT LEVEL**. I hunt for off market opportunities that may work for you. My success rate is high: In 2020, 4 of my Buyers acquired their homes off market.



## **5. MUTUAL ACCEPTANCE**

Congrats, we found the one!!! When you are under contract things move very fast. I provide a detailed timeline of any contingencies and we work with your lender to ensure the home is appraised on time and closing is seamless.

# HOUSE HUNTING 101

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In order to be most efficient, our home buying process will incorporate two technology platforms:

1. NWMLS
2. Redfin

- Your search criteria is initially set up on the NWMLS via Matrix, based on your wishlist and needs. Matrix allows you to comment, favorite, or reject new listings that automatically populate in your cart.
- Redfin has proven to be a highly interactive app that I utilize with every buyer group as the primary search tool.

**\*\*If a new listing comes on; immediately text the link to me. In this sellers market, we must plan on viewing the home the same day it is listed.**



I limit the amount of properties we tour in a day. Four home tours per day is average, viewing more than four homes per day, is simply too many.



I take detailed photos and extensive notes at any home that is a potential candidate. After a tour, I will share all images via Iphoto in a shared album.



I provide tour packets digitally and in print, with agent only reports. Digital tour packets will be kept in a shared folder on dropbox.



Keep your home search on the down low. The more people you share the process with; the more unwarranted opinions you'll receive. Only decision makers should attend showings.