

# A typical listing presentation from Realty Side by Side



The Subject property!

Let's get started!



Listing & Marketing Services

The overall Map of the Listing process!



Market/Decision Analysis



We Serve YOU!



## Market Conditions Home Inventory Trends





An analysis of market conditions where your house is!

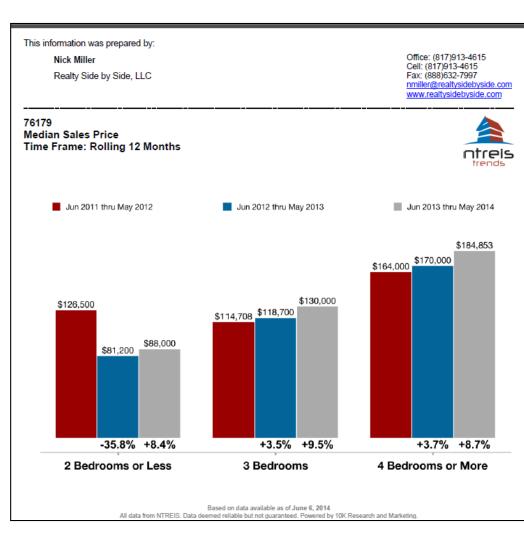


## Market Conditions Avg Price/SF Trends





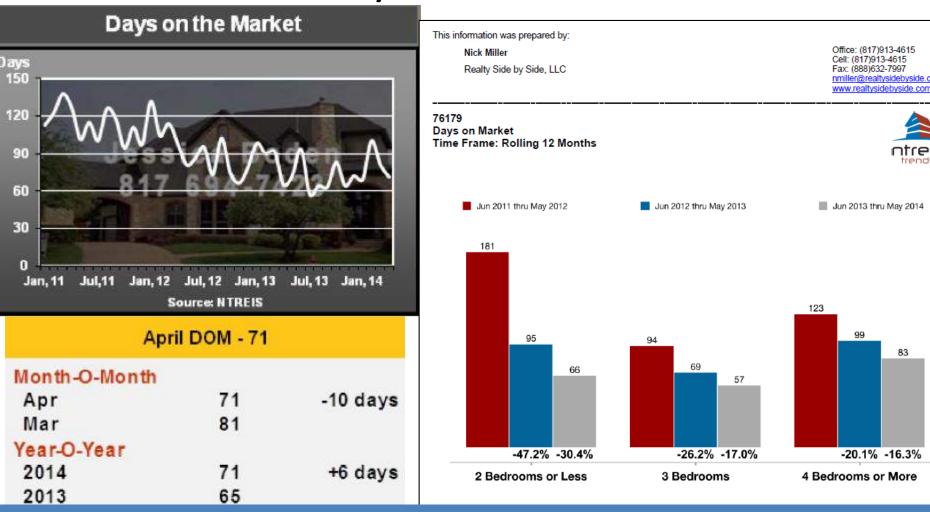
The moving average experienced a steady increase during 2013. It has, however, turned



Lots of analysis of the local market conditions!



## Market Conditions Days on Market Trends



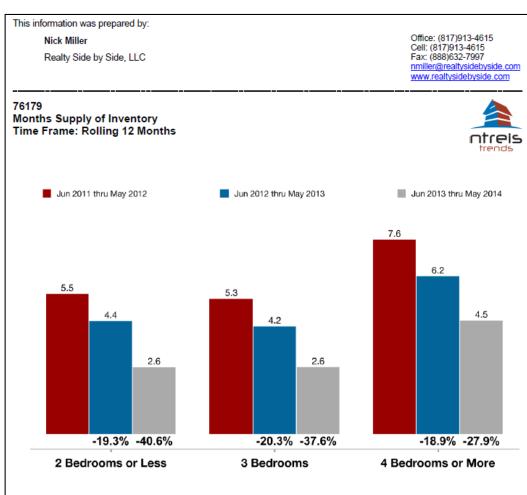
More analysis – what to expect for how long to sell your house!



## Market Conditions Supply







More analysis – understand the supply is key to pricing as well as expected days on market!



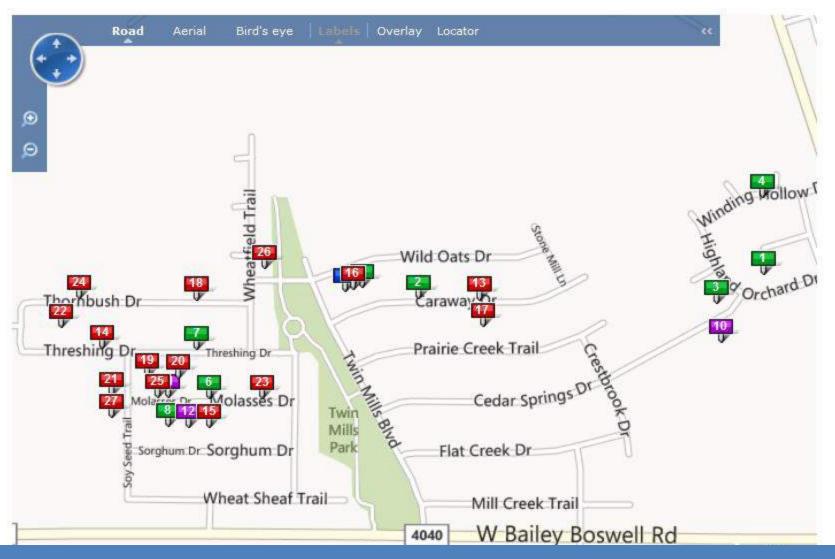
## Market Conditions Financing



Finally – a look at economic conditions and the fundamentals that drive market conditions in your area!



## Market conditions – nearby homes impacting



8 ACTive; 4 under contract; 15 SLD



### The conundrum

Your initial search criteria were: ((LISTSTATUS IN ("SLD") AND STATUSCHANGEDATE>=CONVERT(DATETIME, "12/7/2013")) ) AND PROPSUBTYPE IN ("S") AND (SELLERTYPE LIKE "%9%" OR SELLERTYPE LIKE "%0%" OR SELLERTYPE LIKE "%7") AND (YEARBUILT>=207) AND (STORIES>=2) AND (LONGITUDE>=-97.4088904525757 AND LONGITUDE>=-97.39100933074952) AND (LATITUDE>=32.8880956715852804 AND LATITUDE>=32.88830863641754) AND (CASE WHEN ((-97.4084758758545 < LONGITUDE) AND -97.4084758758545 < LONGITUDE) THEN CASE WHEN (32.88110087702035 + (LONGITUDE) -97.4084758758545 / (-97.4084758758545 < LONGITUDE) THEN TELSE 0 END ELSE 0 END + CASE WHEN ((-97.4086904525757 < LONGITUDE) THEN CASE WHEN (32.88830863641754) > LONGITUDE) AND -97.4086904525757 > LONGITUDE) THEN CASE WHEN (32.88830863641754) > LONGITUDE) THEN TELSE 0 END + CASE WHEN ((-97.39804744720459 - 97.4086904525757) (-97.39804744720459 - 97.4086904525757) (-97.39804744720459 - 97.4086904525757) (-97.39804744720459 - 97.4086904525757) (-97.39804744720459 - 97.39804744720459 - 97.39804744720459 - P7.4086904525757) (-97.39804744720459 - P7.4086904525757) (-97.39804744720459 - P7.39804744720459 - P7.398047447204

						Property Type: Single Family Status: Sold									
Subject Property															
Address	City	BR	Bth	Gar/ Cp/TCP	SqFt	Асг	Blt	PL	CDOM	List Price	SP %LP	Sold Date	\$/ SqFt	Sale Price	
4941 Caraway DR	Fort Worth	4	2.1	2/0/2	2,185		2013	N	138	167,005	100	4/17/2014	76.43	167,005	
5421 Thornbush DR	Fort Worth	4	3.0	2/0/2	2,600		2013	N	53	188,645	100	2/14/2014	72.56	188,645	
5208 Molasses DR	Fort Worth	4	2.1	2/0/2	2,503	0.157	2013	N	65	199,750	98	4/11/2014	78.51	196,500	
5412 Thornbush DR	Fort Worth	4	2.1	2/0/2	3,500		2013	N	54	205,585	100	1/31/2014	58.74	205,585	
5320 Molasses DR	Fort Worth	4	2.1	2/0/2	3,000		2013	N	143	212,740	98	2/14/2014	69.17	207,500	
9004 Wheatfield TRL	Fort Worth	4	2.1	2/0/2	3,084	0.158	2010	N	173	212,975	103	2/14/2014	71.34	220,000	
8837 Soy Seed TRL	Fort Worth	4	2.1	3/0/3	3,178	0.161	2013	N	0	233,274	100	1/15/2014	73.40	233,274	
Min Max Average		4 4 4	2.1 3.0 2.2	2/0/2 3/0/3 2/0/2	2,185 3,500 2,864	0.157 0.161 0.160	2010 2013 2013		53 173 104	167,005 233,274 202,853	98 103 100		58.74 78.51 71.45	167,005 233,274 202,644	
Arolago			Z.Z	216,2	-,		of Propertie			202,000	100		71	202,011	

Your initial search criteria were: ((LISTSTATUS IN ("SLD") AND STATUSCHANGEDATE>=CONVERT(DATETIME, '12/7/2013')) AND PROPSUBTYPE IN ("S") AND (SELLERTYPE LIKE "%B%" OR SELLERTYPE LIKE "%0%" OR SELLERTYPE LIKE "%R%") AND (YEARBUILT>=2007)

### Recognizing anomalies and nuances about YOUR homes market

97.3932409286499)/(-97.39100933074952 - -97.3932409286499)\*(32.880956715852804 - 32.88708335868023) < LATITUDE) THEN 1 ELSE 0 END + CASE WHEN ((-97.39100933074952 < LÖNGITUDE AND -97.4084758758545 >= LONGITUDE) THEN 22.880956715852804 + (LONGITUDE - -97.39100933074952)\*(-97.4084758758545 - -97.39100933074952)\*(32.88110087702035 - 32.880956715852804) < LATITUDE) THEN 1 ELSE 0 END ELSE 0 END \$2.84758758545 - -97.39100933074952)\*(32.88110087702035 - 32.880956715852804) < LATITUDE) THEN 1 ELSE 0 END ELSE 0 END \$2.84758758545 - -97.39100933074952)\*(32.88110087702035 - 32.880956715852804) < LATITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952)\*(32.88110087702035 - 32.880956715852804) < LATITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.39100933074952 >= LONGITUDE) THEN 1 ELSE 0 END \$2.84758758545 - -97.3910

Property Type: Single Family Status: Sold														
Subject Property														
Address	City	BR	Bth	Gar/ Cp/TCP	SqFt	Acr	Blt	PL	CDOM	List Price	SP %LP	Sold Date	\$/ SqFt	Sale Price
4944 Caraway DR	Fort Worth	3	2.0	2/0/2	1,940		2013	N	151	156,800	100	3/31/2014	80.82	156,800
5408 Threshing DR	Fort Worth	3	2.0	2/0/2	1,633	0.160	2012	N	52	157,000	100	5/15/2014	96.14	157,000
5301 Molasses DR	Fort Worth	3	2.0	2/0/2	1,616		2013	N	16	165,836	100	1/30/2014	102.36	165,418
5041 Wild Oats DR	Fort Worth	4	2.0	2/0/2	1,734	0.124	2011	N	103	167,000	99	4/10/2014	95.16	165,000
5316 Thornbush DR	Fort Worth	4	2.0	2/0/2	2,068	0.165	2012	N	130	169,900	100	4/02/2014	82.21	170,000
5337 Threshing DR	Fort Worth	3	2.0	2/0/2	1,870		2013	N	247	175,590	97	3/14/2014	91.16	170,472
5325 Threshing ST	Fort Worth	4	2.0	2/0/2	1,805		2013	N	250	175,590	98	4/11/2014	95.16	171,758
8845 Soy Seed TRL	Fort Worth	4	2.0	2/0/0	2,421	0.160	2008	N	5	180,000	100	3/11/2014	74.35	180,000
Min		3	2.0	2/0/0	1,616	0.124	2008		5	156,800	97		74.35	156,800
Max		4	2.0	2/0/2	2,421	0.165	2013		250	180,000	100		102.36	180,000
Average		4	2.0	2/0/2	1,886	0.150	2012		119	168,465	99		89.67	167,056
					Α.	Number	of Propert		.07					

Avg diff for 1 story vs. 2 story = ~\$18/SF; reason = demographics



## Pricing Analysis/general – past 6 mos.

Need advice to set your selling price? High: ACTive listings -

Average price: \$86.94/SF - \$103.92/SF

Average DOM: 67

Quantity: 8 ACT; 4 under contract



Medium: SOLD listings -

Average price: \$81.17/SF - \$102.36/SF

Average DOM: 100

Quantity: 15

Low: Distressed or less desirable

Average price: \$60.27/SF - \$61.63/SF

Average DOM: 98

Quantity: 3

Recommendations for range of pricing that makes sense! Set List price at: \$205K [\$80.71/SF]to \$211K [\$83.07/SF]



### **Pricing Analysis**

Subject Property:	5341 Thornbush	4 bed/2.1bath/2	gar	SF:	2540		SF		
		1 FP		Adj Price:	\$204,588	\$74.97		Features of	subject property
Comp Address #	Differences	Comp Better (-)	Subj better (+)	Adjustment:	\$194,314	\$77.63	2503	wood floor	in dining
5312 Threshing Drive	SF		\$2,774					granite in k	itchen
	Appliances (stainless steel)		N/A				Same	covered pat	tio
	Granite vs. formica (kitchen)		\$3,500					gutters	
	Wood floors		\$4,000					sprinkler sy	stem
Adjustment:		\$0	\$10,274		\$204,588			2" blinds th	roughout
								Garden tub	in Mbath
Comp Address #	Differences	Comp Better (-)	Subj better (+)	Adjustment:	\$207,500	\$69.17	3000	Gas heat/w	ater
5320 Molasses Drive	SF	\$34,486						13-15 SEER /	A/C
	Appliances (stainless steel)		N/A				Same	Double pan	e/low-e windows
	Granite vs. formica (kitchen)		\$3,500						
	Wood floors		\$4,000						
	Seller paid concessions	(\$5,680)							
Adjustment:		\$28,806	\$7,500		\$186,194				
Comp Address #	Differences	Comp Better (-)	Subj better (+)	Adjustment:	\$234,325	\$78.11	3000		
5225 Molasses	SF	\$34,486							
	Appliances (stainless steel)		N/A				Same	Double pan	e/low-e windows
	Granite vs. formica (kitchen)		\$3,500						
	Wood floors		\$4,000						
	Seller paid concessions	(\$2,343)							
Adjustment:		\$32,143	\$7,500		\$209,682				
				Average:	\$200,155		\$78.80		
				Median:	\$204,588		\$80.55		
Note: this CI	MA was not created using USF	PAP (Uniform Sta	andards of Profe	essional Appr	aisal Practice	)			

### Feature to Feature Comparable Analysis



### Need advice to set your selling price?



### The Bottom Line

High: Sales price \$205K

**Commissions & Closing Costs** 

Net to Seller: \$5056

Medium: Sales price \$200K Commissions & Closing Costs

Net to Seller: \$0

Low: Sales price: \$195K

**Commissions & Closing Costs** 

Net to Seller: (\$4426)



Complete understanding of the bottom line and expected returns! Break Even: \$200K; assumes \$xxx,xxx mortgage payoff



### The Bottom Line - NetSheet

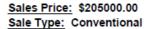
Prepared by: Nick Miller

Date: 6/6/2014

Closing Date: 10/30/2014

Prepared for:
Address:
Telephone #:

The following data is for estimation purposes only and the accuracy of the figures is not guaranteed. The actual costs with respect



 Settlement Costs:

 Listing Broker Fee
 \$ 9225.00
 Seller Paid Buyer Costs
 \$ 0.00

 Discount Points
 \$ 0.00
 Appraiser
 \$ 0.00

 Document Preparation/Attorney Fee
 \$ 250.00
 Escrow Fee
 \$ 250.00

 Recording Fee
 \$ 25.00
 Escrow Fee
 \$ 250.00

to each transaction will vary depending on the circumstances.

Sub Total: \$9750.00

Present 1st Mtg Balance
Interest Due on 1st Mtg
Pre-Payment Penalty 1st Mtg
Payoff C/D, 2nd Mtg, Lien, Home Imp., etc.
Special Assessments Search
Title Policy
Lender Requirements (FHA/VA)
Pro Rated Taxes
Underwriting Fee
Application Fee
Lender's Inspection Fee
Processing Fee
Extra Costs:

Other Costs: 183357.00 Present 2nd Mtg Balance 0.00 Interest Due on 2nd Mtg 0.00 Pre-Payment Penalty 2nd Mtg 0.00 Home Warranty Policy \$ 450.00 0.00 Home Inspection 0.00 1403.70 Inspections \$ 75.00 0.00 HOA Transfer Fee \$ 75.00 4658.73 Messenger Charge 0.00 Tax Service Fee 0.00 Flood Certificate \$ 75.00 40.00 Final Inspection 0.00 50.00 HOA Fee 0.00

<u>Sub Total:</u> \$190184.43 <u>Est. Seller Costs:</u> \$199934.43



Trust a:

A BPOR (Broker Price Opinion Resource) is a member of the National Associatio

Estimated Net Proceeds

s5065.57

Break Even: \$200K



### Working with other realtors...



"I hope that your clients know how hard you work for them - you are truly one of the best agents I have ever seen in terms of working for your clients!!" - Laura with Coldwell Banker [listing of 2311 Christopher Ln]

"I wish all listing agents were as proactive and informative as you have been. Your clients are lucky to have you." - Bryan with Keller Williams [listing of 343 Radecke]

"You're doing an impressive job at marketing the house." - Dirk with RE/Max [listing of 2612 Windsor PI]

"I aspire to be as wonderful to work with as you are some day! You do the profession good!!" Laura with Coldwell Banker [Listing of 2311 Christopher Ln

Why choose Realty Side by Side - Listing excellence!



## Listing with Realty Side by Side, LLC

#### **Market Analysis**

- CMA (Comparative Market Analysis) analyze market conditions & competition; set sales price
  - Deriodic review of market conditions  $\rightarrow$  to determine if pricing or other factors need modification
- Periodic review of market conditions to determine if pricing or other factors need modification

#### **Listing Services**

- Home Analysis
- MLS Services
- All Real Estate paperwork

#### **Marketing services & Showing**

- Home Recommendations
- CSS (Centralized Showing Service)
- Supra Electronic Keybox
- Open House
- Marketing fliers
- Post cards
- Marketing Syndications
- Yard Sign
- realtor.com

#### **Negotiations & Closing**

- Contract Negotiations
- Electronic Signature services
- Break-even & net sheet analysis
- Coordination

- → measuring rooms, photos, obtaining records, etc.
- → submitting all key marketing info & verbiage with 25 photos
- → contracts, disclosures, signature services, etc.



- → provides full-service scheduling capability & limited marketing
- → provides continuous access for showing
- → periodic Open House opportunities as pertinent
- → in-home & in-box
- → market to your neighborhood and "move up" neighbors
- → 60+ including Realtor.com; Craigslist; Front Door, Zillow, Trulia; etc.
- → key information and marketing at the house
- → key internet marketing and exposure (see next slides)
- → advice & opinion; fiduciary responsibility; Buyer's agent
- → provide convenient means to sign documents
- → provides for better decision-making during contract negotiations
- → Title Company; Mortgage Company; Buyer's agent; etc.



### Listing & Marketing Services



#### **Market Analysis**

- CMA (Comparative Market Analysis)  $\rightarrow$  analyze market conditions & competition; set sales price
- Periodic review of market conditions  $\rightarrow$  to determine if pricing or other factors need modification

#### **Listing Services**

- Home Analysis
- MLS Services
- All Real Estate paperwork

#### **Marketing services & Showing**

- Home Recommendations
- CSS (Centralized Showing Service)
- High quality photos
- Supra Electronic Keybox
- Open House
- Marketing fliers
- Post cards
- Marketing Syndications
- Yard Sign
- Sign to Text
- realtor.com

#### **Negotiations & Closing**

- Contract Negotiations
- Electronic Signature services
- Break-even & net sheet analysis
- Coordination

- → measuring rooms, photos, obtaining records, etc.
- → submitting all key marketing info & verbiage with 25 photos
- → contracts, disclosures, signature services, etc.
- → concerning home features & best case sales scenarios
- → provides full-service scheduling capability & limited marketing
- → utilize professional photography with wide-angle shots and virtual tour
- → provides continuous access for showing
- periodic Open House opportunities as pertinent
- → in-home & in-box
- → market to your neighborhood and "move up" neighbors
- → 60+ including Realtor.com; Craigslist; Front Door, Zillow, Trulia; etc.
- → key information and marketing at the house
- → immediate information to the Buyer while providing feedback opportunities
- → key internet marketing and exposure (see next slides)
- → advice & opinion; fiduciary responsibility; Buyer's agent
- → provide convenient means to sign documents
- → provides for better decision-making during contract negotiations
- → Title Company; Mortgage Company; Buyer's agent; etc.





## Marketing with Realty Side by Side, LLC



Selling your house is serious business - You need someone with a strategy & plan. You need someone with experience, diligence, persistence, creativity, and good 'ole hard work. That means you want someone who accepts each home as a personal challenge and won't rest until it is SOLD.

#### 1) IMPROVEMENTS! [It's about getting maximum price]

We will review and investigate competing homes and make recommendations about whether there are any upgrades or improvements that will bring TOP dollar.

#### 2) CLEANUP! [capture Buyer focus]

We don't want Buyers distracted – we want them focused on making <u>your house</u> THEIR new dream.

#### 3) PRICING! [getting the price right is KEY]

There are TWO key factors that sell a house – PRICE and Condition.

#### 4) MARKETING! [maximize our 40-step marketing plan!]

There's only one way to sell a house – it is NOT only listing it (MLS) but marketing, marketing!

#### 5) GET IT SOLD! [dogged determination and planning gets it done]

### A Marketing Plan gets it SOLD!



### Marketing with

SOLD!

More than a goal – without a plan It is just a wish!

Realty Side by Side, LLC

0	-0 /Make Listing ACTive
Place flier box o	on property and load with fliers
Place sign-to-te	xt sign rider on post/sign
Remove 'coming	g soon' rider from post/sign
0	-1 days
Update & Subm	it MLS Listing (preliminary)
- write 'property	y description'
- document & si	ubmit all pertinent & accurate facts
- submit all pert	inent documents (SD; Survey; etc.)
- validate showi	ing instructions
- upload photos	and add captions
Finalize MLS de	scription, verbiage, feature list, showing instructions, etc.
Setup Showing	Service (CSS) - validate all showing instructions
Setup Floorplan	-online:
- create virtual t	tour
- create virtual f	floorplan (if appropriate)
- create & print	FP marketing fliers
Create efliers (F	lyerUs.com), schedule, & print copies
Place post & sig	n on property ('coming soon')
Setup/Configure	e Supra box and place on property
Setup/Configure	e text-to-sign services
0	-2 days
High quality pho	otos
- wide angle	
- HDR as approp	oriate
- 25+ photos	
0	-3 days
Setup the mark	eting notebook (to place in the house)
- home details	
- demographic 8	& city info
- school data &	info
- market data &	info

0	Week 3
Send FlyerU	S efliers [all realtors in the county & surrounding]
Setup faceb	ook campaign and boost (targeted audience; 7 days)
Setup & pos	t on Craig's List
Update MLS	; Trulia - schedule Open House
0	Week 2
Saturday - C	pen House (1 p.m 4 p.m.)
Place Open	House signs 2 days in advance (if allowed by ordinance)
Create & lau	ınch Adwerx marketing campaign
Setup & pos	t on Craig's List
Update MLS	; Trulia - schedule Open House
0	Week 1
Follow-up o	n all showings with realtors
Setup faceb	ook campaign and boost (targeted audience; 7 days)
Send FlyerU	S efliers [all realtors in the county & surrounding]
Setup Point2	2/syndications (48+ sites including Trulia, Zillow, etc.)
Setup realto	r.com/showcase listings (photos & captions)
Submit MLS	listing and Showing Service as 'ACTive'
0	-0 /Make Listing ACTive

Read from bottom up

40-step plan is a template; each property is different!



## Marketing with Realty Side by Side, LLC



The following slides illustrate ways that we use to creatively and consistently market your home until it is SOLD!



#### ONLINE MARKETING ADVANTAGE



#### **Showcase<sup>™</sup> Listing Enhancements**

I will enhance your listings on the top websites, including realtor.com<sup>®</sup>, with the features buyers want most

Will engage Buyers with online presence including these aspects as well as LinkedIN and other syndicated sites and venues



#### **Mobile Reach**

Your property will appear on the realtor.com<sup>®</sup> mobile apps so mobile consumers can find your home



#### **Facebook Application**

I will display your property on my social media sites such as Facebook









Advertising with **Realtor.com** 

– what difference can it make?

I have purchased the following capabilities capture Buyers:

Realtor.com - Showcase Listings



a 5-Star agent on ?trulia

- allows for additional pictures which forces the listing higher in the listings
- Trulia Pro featured listings



Capturing Buyers For Your Home – internet marketing!







2816 Woodpath Ln.

Bedford, TX 76021

I am pleased to announce that I have recently listed this property If you, or perhaps a friend or relative, are in the market for a new home. I'd be happy to provide a real estate consultation and assist with the home search. I take pride in helping my clients locate the property that reflects their needs, price and personal taste. I can help you understand tax benefits (and writeoffs) and mortgage aspects that could help you make this your next home. Call me

#### NICHOLAS MILLER

BROKER/OWNER CELL (817) 913-4615 NMiller@realtysidebyside.com

If your property is currently listed with a real solube booless, please disregard. All information desired which but not guaranteed Equal Messing Opportunity, © 2010 COLOR for SIGH ESCHE Frome of NEW ACRES.

Capturing Buyers For Your Home – traditional marketing!









### Selling with







### Realty Side by Side, LLC







RealtyStore.com



MOVE



















HomeGain.

RealTow



FOR LIFE'S BIGGEST DECISIONS















street 1 seed





HARMONHOMES, OCOM

SecondSpace\*

foreclosure.com<sup>\*</sup>

Capturing Buyers For Your Home – Online Syndication; 60+ websites and online forums



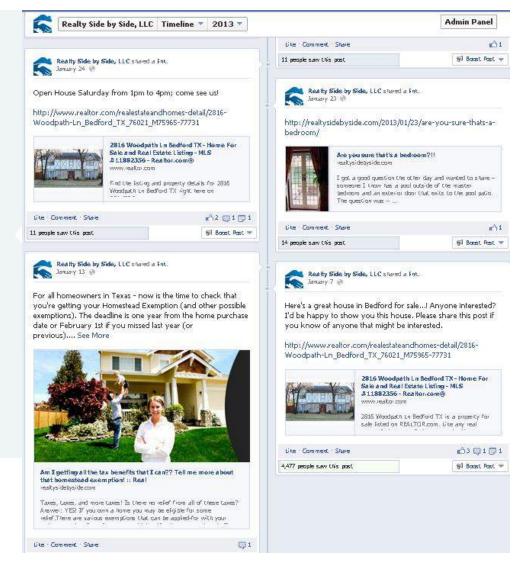


Capturing Buyers For Your Home – email fliers!



#### SOCIAL NETWORKING

I will use social networking as a non-intrusive way to keep my network apprised of your listing.







**■** SECTIONS

HOME PAGE

The New York Times

THE

HUFFINGTON

POST

E HOME Q SEARCH

In Memoir, Hillary Clinton Emphasizes

#### INTERNET ADVERTISING

For Missing Major Crown

Diokovic Must Dethrone a

New Fire Commissioner

Returns to a Challenged

The New Hork Times

Private Jobs Have

fobs Still Lag.

Recovered. Government

ting with China. She hter's closest ed to the killing of Secretary Clinton,



**ODENEWS** 

You Tube

tabbing Case Shows

Mentally III

aguses in Tireatment for

Advertising for the listing in Krum has brought people from Chicago, Seattle, Houston, Maryland, and locally in Denton, Dallas

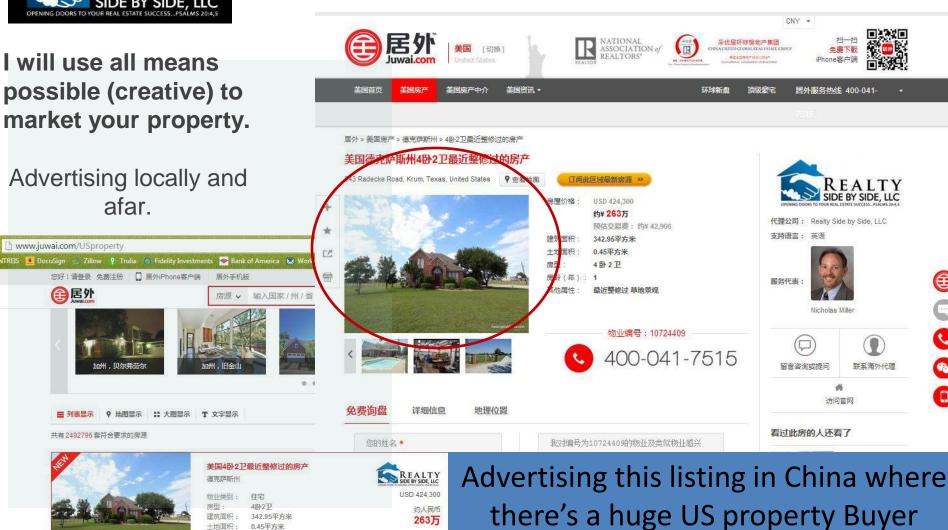




咨询 | 加入对比 | 添加收藏 | 查看详情

Magaepressorts as of publication date. 6,293万0

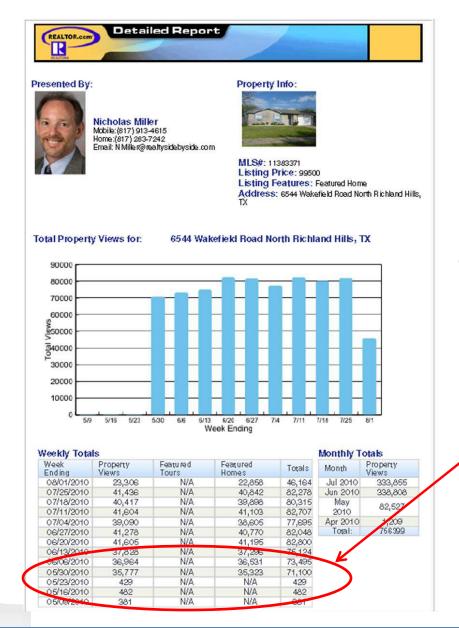
美国3卧3卫新开发的房产



SMART REALTY

there's a huge US property Buyer market; for-which 70% pay in cash and with median price of \$523K.

I will find the buyer for your home!



 Weekly tracking report shows how many buyers are looking at your home

Featured home – property views increased 823% when added to "Featured home"

### Keeping you in the loop-online performance!



Propety: 6544 Wakefield Drive

## Selling with Realty Side by Side, LLC

Date	Action	Result
5/24/10	Put "OPEN HOUSE" sign out at the house	
5/25/10	coail - Flier (FlyerUS.com) (\$\$)	Sent to all Realtors in Tarrant county (~6500 agents) - OPEN House
5/30/10	Put out additional OPEN HOU	2 folks showed up - see email summary of the Open House
6/4/10	Changed price reduce to \$10 Specify Date(s)	
6/4/10	Update MLS, Print & place nev	
6/4/10	CSS - Listing Announcement - change of price	Sent to all Realtors that have previously shown the house - Reduced Price
6/4/10	Email - Flier (FlyerUscom) (\$\$)	Sent to all Realto's in FW & Arlington (~4200 agents) - Reduced Price
6/4/10	Showing-Gloria Harris	Follow-up includes verbal or written communications with each Realtor that shows the house
6/5/10	Updated & put new fliers at the hous Specify Action(s)	
6/5/10	Showing - Ann Swain	Follow-up includes verbal or written communications with each Realtor that shows the house
6/10/10	Work with Joanna Estrada concerning Lease-to-Own; Buyer's Temporary Lease	
6/12/10	Put new fliers at the house	
6/21/10	Showing - Mary Ann Sanderson Property analysis & CMA  Specify Result(s)	Follow-up includes verbal or written communications with each Realtor that shows the house
6/23/10	Property analysis & CMA Specify Result(3)	Determine current market implications
6/26/10	Showing - Liz Scott	Follow-up includes verbal or written communications with each Realtor that shows the house
6/30/10	Showing - Lynne Arnold	Follow-up includes verbal or written communications with each Realtor that shows the house
7/3/10	Property analysis & CMA	Determine current market implications
7/5/10	Showing - Dana Meeks	Follow-up includes verbal or written communications with each Realtor that shows the house
7/6/10	Showing - Dana Meeks	Follow-up includes verbal or written communications with each Realtor that shows the house
7/8/10	Showing - Ann Hinkle	Follow-up includes verbal or written communications with each Realtor that shows the house
7/10/10	Showing - Ann Hinkle	Follow-up includes verbal or written communications with each Realtor that shows the house
	Showing - Vicki Hutchins	Follow-up includes verbal or written communications with each Realtor that shows the house
	Property analysis & CMA	Determine current market implications
	Changed price - reduce to \$99,500	
	Update MLS, Print & place new fliers, re-syndicate (Craig's list, Zillow, Sweetwater Mortgage, etc.)	
	CSS - Listing Announcement - change of price	Sent to all Realtors that have previously shown the house - Reduced Price
	Coordination with Heather Foster at HWA to extend the home warranty	
7/15/10	+ · · · · · · · · · · · · · · · · · · ·	
	Put "Reduced Price" sign at house	
	Email - Flier (FlyerUS.com) (\$\$)	Sent to all Realtors in FW & Arlington (~4200 agents) - Reduced Price
	Showing - Ann Swain	Follow-up includes verbal or written communications with each Realtor that shows the house
7/24/10	Updated & put new fliers at the house (combined with TCHP marketing materials)	

Keeping you in the loop—Property Report!





#### Certificate of Completion

Envelope Number: 4D0DE453ACC64895AF356A8754AC668B

Subject: 6308 Riviera Drive - CDA

Source Envelope:

Document Pages: 1 Certificate Pages: 4 AutoNay: Enabled

Envelopeld Stamping: Enabled

Signatures: 1

Initials: 0

Status: Completed

Envelope Originator:

Nicholas Miller

2816 Woodpath Ln.

Bedford, TX

nmiller.999@ ail.c n

Location: DocuSign

IP Address: 76.

#### **Record Tracking**

Status: Original

4/21/2011 7:57:26 PM PST

Holder: Nicholas Miller

nmiller.999@gmail.com

#### Signer Events

Nicholas Miller - Broker

NMiller@realtysidebyside.com

Realty Side by Side, LLC

Security Level: Email, Account Authentication

(Optional)

Consumer Disclosure:

Accepted: 1/14/2011 8:56:03 PM

ID: 38422ecc-5150-4e1d-bb88-b6fd331aaad7

#### Signature

—DocuSigned by:

Nicholas Miller - Broker

-551D45C47D84443...

Using IP Address: 76.183.228.130

Timestamp

Sent: 4/21/2011 7:59:09 PM PT

Delivered: 4/21/2011 8:00:07

Signed: 4/21/2011 8:00:21 PM

In Person Signer Events

Signature

Timestamp

Editor Delivery Events

Status

**Timestamp** 

Ease & convenience – electronic signature!













When you choose a real estate broker you need to seek someone who has the education and skill to understand how best to represent your interests as well as navigate the complex real estate process. Nick has an MBA degree from UT Dallas, also achieved the coveted GRI (Graduate Realtor® Institute) certification, the MRP certification; and the SFR, ABR, RCC, BPOR, and Green designations, which require experience and education to achieve.

Nick is also a HUD approved Broker.

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**Broker Price Opinion Resource** 



SHORT SALES & FORECLOSURE RESOURCE CERTIFICATION

A Listing Agent You Can Count On – Skill & Training!







#### Providing the highest quality service...



I cannot praise Nick enough for his responsiveness, attention to detail, and good 'ole work ethic. Like a dog with a bone, Nick is tenacious in providing the highest quality service in pursuit of the goal: buying and selling a house. Our house was challenging to sell, due to its location and price compared to the neighborhood, but he got it done! Now we are building a home and Nick has come alongside to negotiate and work the best deal for us. He takes his responsibility as our representative very seriously. I have never (I will say this again), NEVER, had a more responsive realtor

than Nick. He responds by phone, email, text almost instantly. He is very prepared and offers information regarding every question, willingly and without hesitation. Even if he doesn't know the answer, you can bet he will get one right away. Also, unlike other realtors, he provided monthly status updates with all the work/ costs that he incurred on behalf of our sale. I was truly amazed at the service provided and cannot recommend him higher. If you are looking for a great experience, get Nick on your side.

One more thing that I thought was extraordinary - Nick has reviewed all the contracts, all the correspondence, every detail, offering assistance where ever needed. He creates schedules to make sure we don't miss any dates. He coordinates with all the parties. (For example, on our new house purchase he has coordinated with the surveyor, the well drilling company, the builder, etc. etc.) He eliminates your worries by providing information, information, information which ultimately provides a sense of well being and security in a process that is foreign to us.

Rick Miller Elijah Tooling

A Listing Agent You Can Count On – testimonials! See more: http://realtysidebyside.com/testimonies/







Nick, thank you so much for your help in selling our home. With our pending move overseas, it was such a relief to not worry about the "what next" process. You walked us through each phase and you kept us in the loop on each step. There were no guessing games or unknowns and you were always upfront, precise, and a wealth of real estate knowledge. Thank you again for helping us sell our home quickly and for top dollar. You are amazing!

Kim S.



#### My Realtor for years to come...



Nick,

I would like to thank you for all your help during this process. You have been such a blessing throughout. I know I have been anal at times, and sometimes rough around the edges at others. Weirdly enough, I believe I have not only met my realtor for years to come, but also, a friend. You were actually one of the first people I called while I was in the hospital. I knew how much strength you have and how close you are to god...





Thank you for your great service to us, you were patient and shared your knowledge making house shopping fun!

GW



Ginny and I were truly blessed when Nick Miller was recommended to us as a partner for our home search in Texas.

While he tirelessly escorted Ginny to numerous home showings in the area, Nick kept me updated over the phone as I could not leave Omaha during this time. He was always responsive, attentive and listened. I felt as though I was in each home

with them as Nick described the upside and downside of each property as though he was buying it for himself to live in.

Not only was he professional in helping us through some difficult problems during our "close" closing process, he is an excellent negotiator and helped us get the biggest bang for our dollar. Nick knows the real estate business inside and out. He always acted in my best interests and was completely candid and honest in all dealings I would most definitely recommend him to anyone needing to buy or sell a home.

Mike & Ginny

A Listing Agent You Can Count On – testimonials! See more: http://realtysidebyside.com/testimonies/



### Let's Get Started!!

#### **Recommendations:**

- Get an inspection
  - Understand risk
  - Resolve dispute items early
  - Give Buyer's confidence to make an offer
  - Avoid 11<sup>th</sup> hour renegotiations
- Provide a Home Warranty
  - Give Buyer's confidence to move forward
- Make-ready for listing/marketing
- Set price and Sell that House!





### Rentals



#### Comparative Market Analysis

Your initial search criteria were: ((LISTSTATUS IN ('LSE') AND STATUSCHANGEDATE>=CONVERT(DATETIME,'1/6/2014')) OR (LISTSTATUS IN ('ACT','CON','OPT','KO'))) AND PROPSUBTYPE IN ('LH') AND (BEDS>=3) AND (BATHSTOTAL>=2) AND POOLYN='N' AND (( (SUBDIVISION LIKE 'TWIN MILLS%' ) AND (ZIPCODE LIKE '76179%' )))

Property Type: Lease Status: Leased

#### Subject Property

Address	City	BR	Bths	Gar/ Cp/ TC	P So	ηFt	Acres	Yr Blt	Pool	CDOM	List Price I	LsdP %LP	Leased Date P	rice/ SqFt	Leased Price
4748 Cedar Springs DR	Fort Worth	3	2.0	2/أ2	1,3	77	0.096	2006	N	9	1,100	100%	2/01/2014	0.80	1,100
4732 Cedar Springs DR	Fort Worth	3	2.0	//2	1,3	377	0.096	2006	N	63	1,150	100%	4/11/2014	0.84	1,150
4936 Caraway DR	Fort Worth	3	2.0	2/0/2				2013		144	1,295	120%	2/25/2014	1.01	1,550
4833 Cedar Springs DR	Fort Worth	4	3.0	2/0/2	2,0	)39	0.193	1993	Ν	44	1,350	100%	3/18/2014	0.66	1,350
5005 Wild Oats DR	Fort Worth	4	2.1	//2	2,9	27	0.121	2005	Ν	0	1,850	100%	5/05/2014	0.63	1,850
Min		3	2.0	0/0/2	1,3	377	0.096	1993		9	1,100	100%		0.63	1,100
Max		4	3.0	2/0/2	2,9	927	0.193	2013		144	1,850	120%		1.01	1,850
Average		3	2.2	1/0/2	1,8	352	0.130	2005		65	1,349	104%		0.79	1,400

Number of Properties: 5 Average ( Price / SqPt ): \$0.79

Average = \$.79/SF = \$2000/Mo. Market doesn't support greater than \$1550 - \$1850/Mo.



## Listing with Realty Side by Side, LLC











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