



KIMMI HUNT

HOMES BY KIMMI

My Objectives Are The Following:

1. To assist in getting as many qualified buyers as possible into your home until it is sold.
2. To communicate to you weekly the results of our activities.
3. To assist you in negotiating the highest dollar value... between you and the buyer.

The Following Are The Steps I Take to Get A Home Sold...the "Pro-Active Approach":

1. Submit your home with high quality professional photos to our local Multiple Listing Service and over 200+ websites.
(This means our marketing is amplified 10X more and with National and International Listing Syndication to reach any and all local or relocating buyers.)
2. Price your home competitively...to open the market vs. narrowing the market.
3. Promote your home at the company and team sales meetings and MLS Network, and social media. We are an innovative real estate team!
4. Develop a list of features of your home for the Brokers to use with their potential buyers.
5. Send out a feature sheet to the top agents in the marketplace for their potential buyers.
6. Suggest and advise as to any changes you may want to make...to make it more saleable.
7. Constantly update you as to any changes in the marketplace.
8. Prospect 2 hours per day and talk to 40 people per day looking for potential buyers.
9. Contact over the next 7days...my team buyer leads, Center of Influence, and past clients for their referrals and prospective buyers. This includes an organic following and investor team.
10. Add additional exposure through a professional sign and lock-box.
11. Whenever possible pre-qualify the prospective buyers.
12. Keep you aware of the various methods of financing that a buyer may want to use.
13. When possible have the co-op Brokers in the area tour your home.
14. Follow up with sales agents who have shown your home...for feedback and response.
15. Assist you in arranging interim financing...if necessary.
16. Represent you on all offer presentations to assure you in negotiating the best possible price and terms. Kimmi is a designated PSA (Pricing Strategy Advisor) & CNE (Certified Negotiation Expert)
17. Handle all follow up upon a contract being accepted...all mortgage, title, and closing procedures. We have a Transaction Coordinator on our team!
18. Deliver your check at closing!

*"There are 2 ways to get a home sold once listed. They are... 1st wait for a buyer to show up, or wait for another agent to bring a buyer to it. Or... 2nd I can spend my time trying to find a buyer or promote other agents to bring one to us. **I have chosen the 2nd method.** This is the difference as there are 2 kinds of Real Estate Agents- Passive & Active. I am an active agent meaning **I will spend my time actively and aggressively marketing your home...and to the other active agents in town...** Isn't that what you want?" -Kimmi*



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MISSION STATEMENT

It is the mission of Kimmi Hunt to consistently provide the highest quality, most innovative, an exceptional real estate service available anywhere.

ACTION-SERVICE PLAN

To get your home SOLD!

SATISFACTION GUARANTEED!

"If at any time, you are not completely 100% satisfied with the service you are receiving, you may cancel with a 14 day written notice." - *Kimmi Hunt*

PRICING YOUR HOME

Setting the proper asking price for your home is the SINGLE largest factor that will determine the success or failure of your home sale.

PRICING GUIDELINES

The value of your property is determined by what a ready willing and able buyer will pay for it in the open market, which will be based upon the value of other recent closed sales. **BUYERS DETERMINE VALUE!**

BENEFITS OF PROPER PRICING

*Faster Sale Less Convenience Increased Agent Response Exposure to More Prospects
Better Response from Advertising Higher Offers More Money to Sellers*

DRAWBACKS OF OVERPRICING

*Reduces Activity Lower Ad Response Loss of Interested Buyers
Attracts the Wrong Prospects Helps the Competition Eliminates Offers
Causes Appraisal Problems Lower Net Proceeds More Price Reductions*

HOME FINDER SYSTEM

Kimmi Hunt has a unique system to attract buyers and ensure that each buyer will be properly assisted in finding the home that they are searching for. We have buyer specialists that focus specifically on assisting the large inventory of buyers that the innovative marketing strategies produce. **"We may already have a buyer for your home!"**

INTERNET EXPOSURE

175 Countries + 100 MILLION People! In keeping pace with innovation and advancements in computer technology and social media, we give maximum exposure to your home!



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REFERRALS & RELOCATION

A significant portion of our buyers come from outside the local area. These are often job transfers and corporate relocations.

CONTRACT & NEGOTIATION

When an offer is presented on your home, you will have three basic choices in deciding how to respond.

1. ACCEPT THE OFFER
2. REJECT THE OFFER
3. MAKE A COUNTER OFFER

Together we will thoroughly analyze the offer and discuss its strengths and weaknesses. This is where a competent Agent can be worth their weight in gold, because having the right wording or contingency clause in the contract can mean the difference between a smooth transaction and a messy court battle. Being intricately familiar with real estate contracts, I know how to protect your best interests. My wealth of experience in contracts and negotiation will benefit you!

Kimmi's Respect Request/Schedule:

I am a human just like you. I have a work schedule just like you. I have a family just like you. I want to make this a stress free transaction for YOU. Please take note of the following;

1. If you need to contact me... texting is better & faster for a response. If you need to leave a voicemail, please understand it may be 24 hours before I am able to get back with you due to the amount of voicemails received on a daily basis.
2. I do not take business calls after 7PM. Trust me, anything real estate related can wait.
3. I am working diligently 8AM-12N on my real estate business and prospecting.
I am making call backs/follow-ups and processing paperwork between 12N-1PM.
I have lunch at 1PM-2PM. "Sometimes lol"
I have staff meetings, updating websites, producing videos, show property, preview homes, going on listing appointments, email updates, campaigns and workflow from 2PM-6PM.
Recap and follow up calls will be made again from 6PM-7PM. End of Day.

I wish you the best in selling your home! Also, if you decide to list your property with an experienced REALTOR®... I welcome the opportunity to market your property to get it SOLD!