



# Buyer's Guide & Presentation

With Matt Shekari — Your Contractor-Savvy, Investment-Focused Real Estate Agent





# Welcome & Introduction

**Hi! I'm Matt Shekari**, A licensed REALTOR®, general contractor, and asset manager with 20+ years of experience. I don't just help you buy a house — I help you make a smart investment by combining deep construction knowledge with strategic asset management.

# Understanding the True Cost of Homeownership

## Purchase Price

Just the starting point of your investment

## Ongoing Costs

Insurance, property taxes, HOA fees, utilities

## Repairs & Maintenance

I spot these early with a contractor's eye

I help you budget realistically for your home's total cost



# Due Diligence: The Power of Professional Inspections

## Expert Network

- Trusted inspectors and surveyors
- Engineers and attorneys
- Environmental experts

## My Role

- Interpret inspection reports
- Coordinate title review
- Code and compliance checks

# Market & Property Analysis — Beyond the Surface



## Comprehensive Analysis

Market data combined with  
property condition evaluation



## Strategic CMAs

Comparative Market Analyses  
including repair cost  
considerations



## Smart Monitoring

MLS tracking to identify  
properties that fit your criteria  
and budget

# Your Home Search & Selection



## Understanding You

Your motivations and wish list



## Personalized Tours

Scheduling and conducting home tours



## Investment Focus

Long-term potential, not just price



## Location Advice

Neighborhood, schools, and amenities





# Making Offers & Negotiations

1

## Data-Driven Offers

Competitive offers based on market data and property condition

2

## Expert Negotiations

Repair credits and contingencies using construction expertise

3

## Full Protection

Your interests protected in contracts and disclosures

# Closing the Deal

## Coordination

Inspections, appraisals, and mortgage approval

1

2

3

## Closing Support

Present to answer last-minute questions

## Timeline Management

Avoid delays or surprises



# Why Choose Me?

## My Expertise

- General Contractor Experience
- Asset Management Knowledge
- Legal & Compliance Insight
- Personalized & Transparent

## Your Benefits

- Spot hidden defects, save money
- Evaluate investment potential
- Avoid costly legal issues
- Clear communication and tailored strategies



# Ready to Buy?

## Book a Consultation

Call, text, or schedule a free in-person or virtual meeting to discuss your property and selling goals.





## Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

2-10-2025



### TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

### A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent. **An owner's agent fees are not set by law and are fully negotiable.**

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

### TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

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Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date