

# Less Fees, More Value!

 **1.5%**  
**Listing Fee\***  
\*Buyer Broker Compensation May Apply



## Here's what's included with our 1.5% Listing Program

1. Detailed comparative market analysis (CMA) to research past sales and current competition.
2. In-home consultation to make any repair recommendations and determine list price.
3. All listing paperwork and required disclosures get complete plus determine buyer broker compensation for MLS.
4. No upfront fees.
5. Create and launch print and digital media marketing strategy for MAXIMUM exposure:
  - Yard Sign/Post
  - MLS Lockbox
  - Professional wide lens HD Photography
  - Listing in MLS with accurate description
  - Sponsored Social Media Ads
  - Full Color Flyers
  - MASSIVE online exposure on all major real estate marketplace sites such as Trulia, Zillow, Homes.com, Realtor.com (Hundreds More!)
  - Featured in monthly market update newsletter over 900 People.
6. MEGA open house! (at homeowners discretion)
7. Schedule showings and manage feedback.
8. Screen potential buyers to ensure they meet optimal loan qualifications.
9. Full representation - Negotiate top offer.
10. Weekly updates on Buyers loan progress and closing schedule
11. Full -Time dedicated transaction coordinator to assist with title, escrow and final settlement review.
12. Manage and oversee all contract – to – close deadlines / contingencies such as inspection period, appraisal contingency and CLOSE!

[www.MyHomeSellersTeam.com](http://www.MyHomeSellersTeam.com)

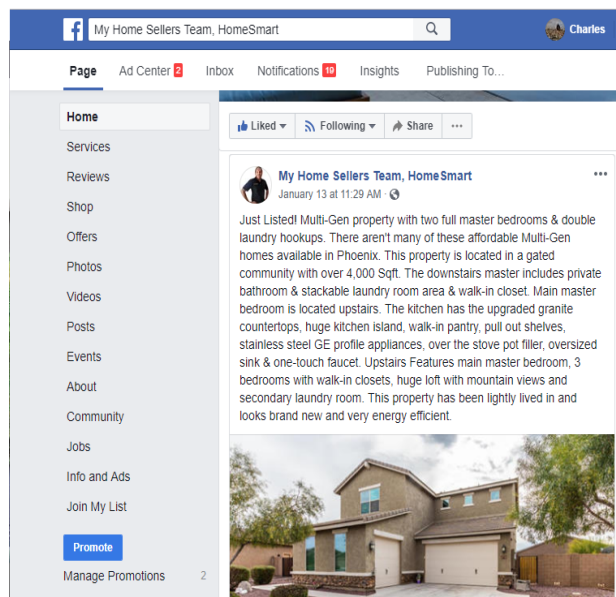
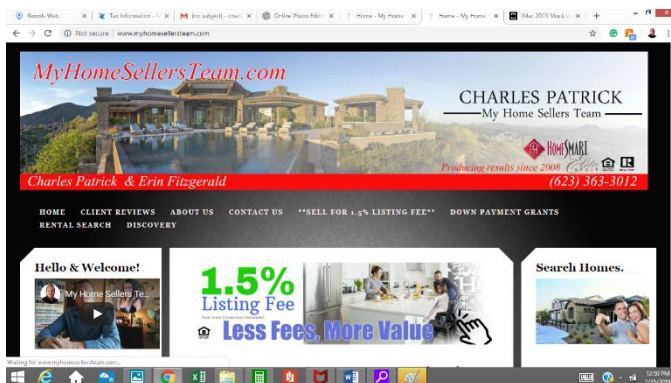
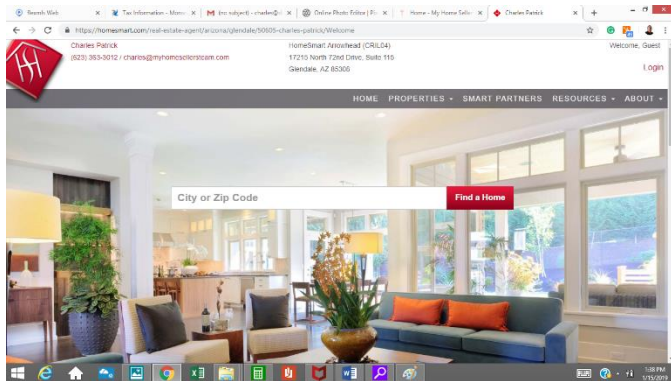
Charles Patrick, REALTOR LIC# SA537439000 AZ (623) 363-3012





# Marketing Where Buyers Are.

Over 92% of home buyers start their search online. When selling your home we know the digital presentation is critical. We market your home strategically to where buyers are looking both online & offline.



## Where Buyers Found the Home They Purchased

- 51% Internet
- 30% Real estate agent
- 7% Yard sign/open house sign
- 6% Friend, relative or neighbor
- 5% Home builder or their agent
- 2% Directly from seller or knew seller
- <1% Print newspaper advertisement

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Source: 2017 Profile of Home Buyers and Sellers



Real Estate related searches on Google.com have grown 253% over the past 4 years!



## Huge Savings & Service!

### \$400,000 Home Sale Example

| Typical Listing Agent @ 3%      | My Home Sellers Team @ 1.5%       |
|---------------------------------|-----------------------------------|
| Sales Price \$400,000           | Sales Price \$400,000             |
| x 3% Listing Agent Compensation | x 1.5% Listing Agent Compensation |
| = \$12,000 Dollars              | = \$6,000 Dollars                 |

\*Buyer's Agent Co-Broke May Apply

### Why 1.5% Listing Fee?

Our goal is to bring down the high cost of selling a home and pass those savings back to you. We do that by charging a listing fee of 1.5% to sell your home. This includes all the services of a typical agent, starting with an in-home consultation, professional photography, yard signs, lock boxes, scheduling showings, marketing and advertising. On top of that, your home is listed on the MLS, which pushes your home onto thousands of websites including Zillow, Trulia and Realtor.com. With over 92% of homebuyers searching for homes on the internet, online exposure is critical to attracting buyers. But our services don't stop there. We stay with you along the whole way, helping you understand inspections, contracts, negotiating offers and ensuring a smooth closing with your dedicated transaction coordinator. A traditional listing agent would typically charge you a 3% commission for all those services. On a \$400,000 home sale, that adds up to \$12,000! We offer the same service for only 1.5%. That's \$6,000 in savings, keeping your equity where it belongs; IN YOUR POCKET! We feel good offering a service that gives value and savings to our clients. We work hard to give you more value, marketing and service than most traditional agents and at a better cost to you.



# Less Fees, More Control!



*You Have More Control When You Sell with Us.*

## Cancel Anytime!

It's that simple! You can call, text or email us and just say "cancel the listing". We don't hold you to long contracts like typical agents. Once you notify us, we'll order the sign down with in 48 hrs and have your property removed from the MLS (Multiple Listing Service) within 24 hrs.

## The Right To Sell It Yourself!

Sell the property yourself, while it's listed and pay no commission. If you need help with the transaction, we'll help with the paperwork and escrow for only 1.5% of sales price. This does not apply to a buyer exposed to the property by my office or another agent.

## No Advanced Fees of Any Kind.

You only pay, If we procure an offer that is acceptable to you. No other hidden fees or upfront retainers.



# We Love Client Reviews!



## Client satisfaction is a top priority

### ★★★★★ Highly likely to recommend

07/03/2018 - pastormph  
Bought and sold a home in 2018 in Maryvale, Phoenix, AZ 85037.

Local knowledge: ★★★★★  
Process expertise: ★★★★★  
Responsiveness: ★★★★★  
Negotiation skills: ★★★★★

Charles was an incredible help for me when I was in the process of selling my property. He was very knowledgeable, offered good advice, and was always super-responsive to all my emails and phone calls. I would use his expertise again and again, and I can't recommend him highly enough!

### ★★★★★ Highly likely to recommend

08/16/2018 - Heather hr01  
Bought a Single Family home in 2018 in Waddell, AZ.

Local knowledge: ★★★★★  
Process expertise: ★★★★★  
Responsiveness: ★★★★★  
Negotiation skills: ★★★★★

Charles exceeds all expectations. Not only is he knowledgeable, he and his team never leave you wanting or needing for anything. He answers calls and email immediately and is lightning fast at getting you into see a home your interested in. He isn't only friendly, he takes the time to really care. He knew my daughter loved dinosaurs and rocks, he found a big round one, gave it to her and told her it was a dinosaur egg! It's still one of her favorite things! Thank you for everything!  
Don't want to forget about the team! Erin is tenacious and gets the job done! When I had a question on my loan estimate (and I couldn't get a hold of the loan officer) She called that loan officer on my behalf, until the loan officer called me back! She's professional and hard working!

### ★★★★★ Highly likely to recommend

07/02/2018 - tswal77  
Sold a Single Family home in 2018 in Surprise, AZ.

Working with Charles and Erin to sell our home and purchase a new build was a flawless and stress free experience. Our home was listed Friday afternoon with the price being on the high end of it's range. Charles did an open house Saturday morning, and we had a full price offer.

### ★★★★★ Highly likely to recommend

09/30/2017 - kameronengland9  
Bought a Single Family home in 2017 in Deer Valley, Phoenix, AZ.

Local knowledge: ★★★★★  
Process expertise: ★★★★★  
Responsiveness: ★★★★★  
Negotiation skills: ★★★★★

Truly the best of the best. Made what could have been a very stressful process completely stress free. Very protective of his clients and ALWAYS has their best interest at the forefront. Amazing follow up/follow through and was there every step of the way. Highly, highly recommend!!

### ★★★★★ Highly likely to recommend

09/25/2018 - ZuzannaWdowiak  
Bought a Single Family home in 2018 in Peoria, AZ.

Local knowledge: ★★★★★  
Process expertise: ★★★★★  
Responsiveness: ★★★★★  
Negotiation skills: ★★★★★

This was our first time working with Charles as our realtor. We were building a new home and Charles was very helpful from the start. He checked up on the property often and sent us pictures. He came to all inspections and meetings with the builder. He is very personable, professional and thorough. He helped us make this purchase stress-free. Highly recommend!

### ★★★★★ Highly likely to recommend

09/21/2016 - seeker0  
Sold a Single Family home in 2016 in Glendale, AZ.

Local knowledge: ★★★★★  
Process expertise: ★★★★★  
Responsiveness: ★★★★★  
Negotiation skills: ★★★★★

Over the past 3 1/2 years we have been on the buyers end, sellers end and property managers of our AZ home, all with Charles by our side. Let me just say I have NEVER in my life seen a realtor go above and beyond like Charles has! He is impeccable! His team is spot on and always one step ahead of you and your questions! I highly recommend him and his team for your future needs whatever they may be because without a doubt he is the ONE that can get the job done and right!

Thank you, Charles! Less ^



Response from Charles Patrick on 09/23/2016

Thank you so much for the great review and more so for the opportunity and trust, you placed in us. I'm truly going to miss you guys and wish you all the very best.



Read My Reviews  
★★★★★

[www.MyHomeSellersTeam.com/Testimonials](http://www.MyHomeSellersTeam.com/Testimonials)



# Your Home Sellers Team

*We're Here When You Need Us!*



**CHARLES PATRICK, REALTOR**

*16 Year's Experience /Listing Specialist*

[Charles@MyHomeSellersTeam.com](mailto:Charles@MyHomeSellersTeam.com)

**(623) 363-3012**



**ERIN FITZGERALD, REALTOR**

*12 Year's Experience*

*Your Dedicated Transaction Coordinator*

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**(480) 703-9681**



**ANGELA ACOSTA, REALTOR**

*11 Year's Experience*

*Bi-Lingual Agent*

[Angela@MyHomeSellersTeam.com](mailto:Angela@MyHomeSellersTeam.com)

**(602) 430-4313**

## Trusted Team Partners



[www.MyHomeSellersTeam.com](http://www.MyHomeSellersTeam.com)

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