

Get Your Home Sold for the Highest price.

Gil A. Medina



<https://homeasap.com/gilmedinaflhomes>

RESUME

SELLS

95%

OF HOMES LISTED

AVERAGE

22

DAYS TO SELL HOMES LISTED

AVERAGE

98%

OF ASKING PRICE

OVER

98%

OF ASKING PRICE

OVER

50%

OF CLOSED SALES COME FROM
REFERRALS FROM SATISFIED CLIENTS

TOP 25% OF REALTORS
Homesnap/Google

Top Producer
2020 My Realty group

Top Producer 2021

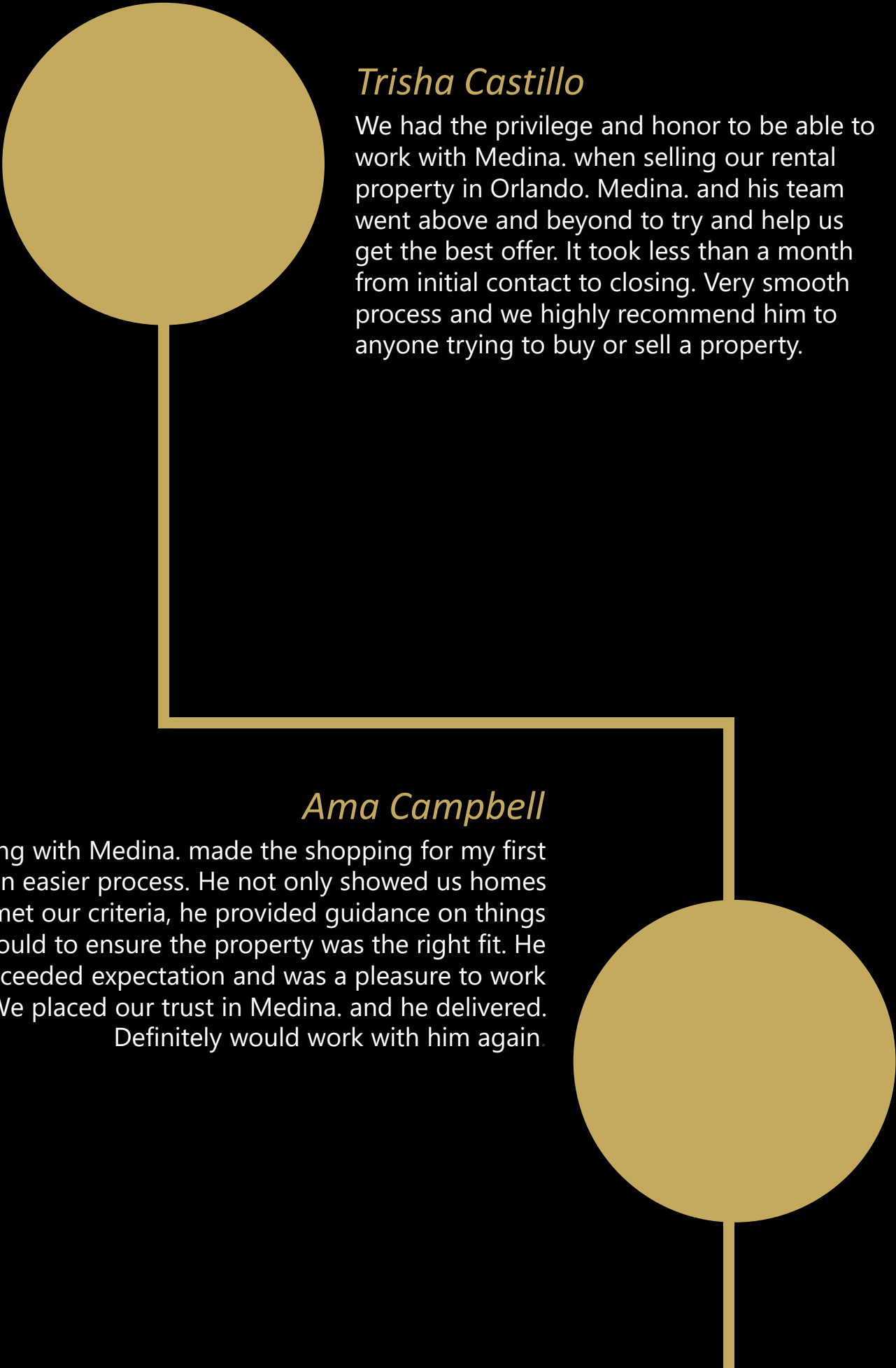
In charge of the mentorship program
My Realty Group

Real Estate Coach and Mentor

TOP LISTING AGENT
Diamond Realty

New Construction Co-Broker certified

TOP SALES AGENT FOR UNITS SOLD (32)
My Realty



Trisha Castillo

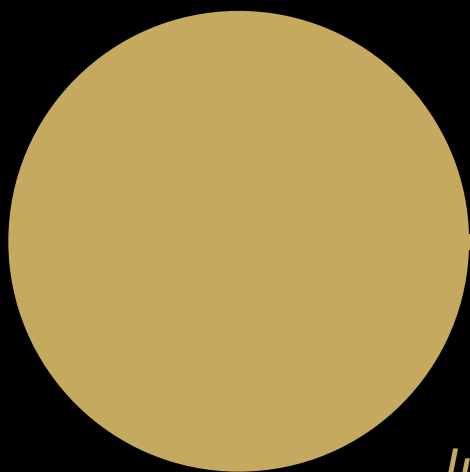
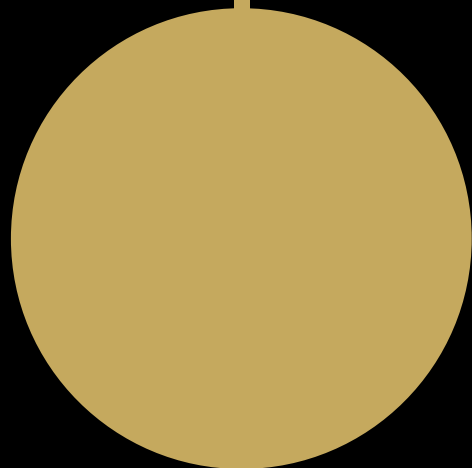
We had the privilege and honor to be able to work with Medina. when selling our rental property in Orlando. Medina. and his team went above and beyond to try and help us get the best offer. It took less than a month from initial contact to closing. Very smooth process and we highly recommend him to anyone trying to buy or sell a property.

Ama Campbell

Working with Medina. made the shopping for my first home an easier process. He not only showed us homes that met our criteria, he provided guidance on things we could to ensure the property was the right fit. He exceeded expectation and was a pleasure to work with. We placed our trust in Medina. and he delivered. Definitely would work with him again.

I will like to first say thank you to M the person that got me into trusting my self and work closely with me to get my house and be a homeowner. His knowledge and also all negotiation done in all the deal were great. Thank you Medina. for all the help thrust this process.

Jose Izquierdo



Julie Prokolyshen

Medina. and his Associate Bryan did a fantastic job marketing, negotiating and selling our home! The drone video and pictures were fantastic and extremely professional. Call them!

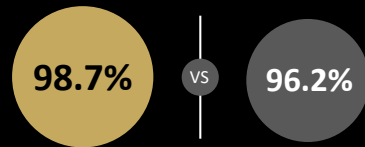
MISSION STATEMENT

It is our mission to provide an experience that is so positive that you'll feel the trust, comfort, and confidence in securing a real estate agent for life. We believe that working hard at something you love to do, with people you trust, is one of the greatest experiences in life. As a result, we provide some of the most professional, loyal, and dedicated service in the industry. The best interest of our clients will always come first as we are dedicated to the development of long-term relationships, and earning the referrals of the people our clients care most about.

Realty ONE Group Royal Oaks

VS. INDUSTRY AVERAGE

AVERAGE LIST PRICE TO
SOLD PRICE RATIO



AVERAGE NUMBER OF DAYS
TO SELL YOUR HOME



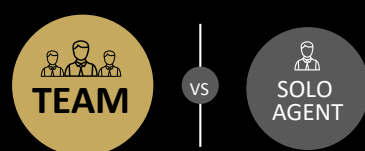
AVERAGE NUMBER OF
HOMES SOLD PER YEAR



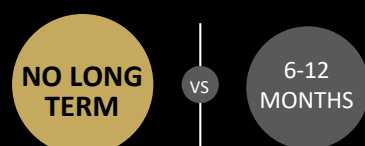
TOTAL YEARS
EXPERIENCE AVG.



PEOPLE WORKING TO
SELL YOUR HOME



LISTING CONTRACTS



LISTING CONTRACTS



VS

Expensive, rigid, commissions and fees

PHOTOGRAPHY



VS

Taken using Agent's phone

COMMUNICATION



VS

Being kept in the dark

MARKETING PLAN



VS

No marketing plan

COMMITMENT



VS

Part-Time Agent (Hobbyist)

EDUCATION AND
EXPERT AUTHORITY



VS

Real Estate Agent

OUR COMMITMENTS TO YOU

1.

I will always provide you with expert advice and consulting so that you're able to make the best decision for yourself and your family.

6.

I will always use the most effective strategies to market your home.

2.

I will always be 100% forthcoming about the price of your home, it's condition and what it will take to get it sold.

7.

I will always communicate with you pro-actively.

3.

I will always give you the truth regardless of the situation.

8.

I will always return your phone calls, e-mails, and text messages with urgency.

4.

I will always do what is right for your best interest.

9.

I will pro-actively spend every day aggressively searching for qualified buyers for your home.

5.

I will fight to ensure you get the most for your home in the right amount of time.

10.

I will never lock you down to a long-term contract.

MARKETING PLAN OF ACTION

COMPLETE THE PRE-LISTING HOME FEATURE SHEET TOGETHER ALONG WITH THE LISTING PAPERWORK AND SELLER DISCLOSURES



INSTALL LOCK BOX WITH EXTRA KEYS



ORDER FOR SALE YARD SIGN



CREATE A FULL MLS LISTING AND GIVE YOU FULL ACCESS TO REVIEW BEFORE LISTING IS LIVE ON THE MARKET



CREATE & DEVELOP YOUR OWN PROPERTY WEBSITE



CREATE PROPERTY FLYERS



COORDINATE PROFESSIONAL PHOTO SHOOT

PREMIUM LISTING ADVERTISING ON ZILLOW, TRULIA, AND REALTOR.COM



SYNDICATE YOUR LISTING TO ALL MAJOR REAL ESTATE WEBSITES INCLUDING ZILLOW, TRULIA, REALTOR.COM AND HUNDREDS MORE



CONDUCT A FULL ANALYSIS OF THE AGENTS WHO MAY BE WORKING WITH BUYERS THAT ARE INTERESTED IN HOMES LIKE YOURS



IDENTIFY AND CONTACT TOP LOCAL AGENTS IN THE AREA TO PROMOTE YOUR PROPERTY



MAKE CALLS EVERY MORNING FROM 8AM-12PM AROUND THE LOCAL AREA TO FIND QUALIFIED BUYERS



SEND OUT 'JUST LISTED' POSTCARDS TO THE NEIGHBORHOOD



TARGET FACEBOOK BUYER DATABASE & FULL SOCIAL MEDIA & INTERNET MARKETING CAMPAIGN



SEND OUT 'JUST LISTED' CAMPAIGN TO MY ENTIRE SOCIAL MEDIA AND DATABASE

SET UP SHOWING TIME TO PROVIDE SELLER WITH REAL TIME BUYER AND AGENT FEEDBACK



PRE-QUALIFY ALL BUYERS BEFORE PRIVATE SHOWINGS



CREATE PROPERTY 'THANK YOU' CARDS FOR EVERY BUYER AND AGENT WHO SHOWS YOUR HOME



WEEKLY UPDATES TO TALK ABOUT ALL THAT IS GOING ON WITH YOUR LISTING AND THE SCALE OF YOUR HOME



PHOTOGRAPHY

In today's market, the first showing takes place online.

The better photos you have online, the more buyer interest you'll have. If an agent takes their own photos with their phone or their camera and doesn't have a professional photographer, that should throw up a red flag immediately.



POOR EXAMPLES

OUR EXAMPLES



STUDIES SHOW HOMES WITH
PROFESSIONAL PHOTOGRAPHS
SELL 32% FASTER AND
FOR MORE MONEY.

THE LISTING PROCESS



ORDER
YARD SIGN
(3-5 DAYS)

3.

4.

SCHEDULE AND
COORDINATE
PHOTOGRAPHER

SIGN THE LISTING
AGREEMENT AND
COMPLETE SELLER
HOMEWORK

2.

5.

CREATE THE
MLS LISTING
AND REVIEW IT
WITH YOU
BEFORE WE HIT
THE MARKET



INSTALL
LOCKBOX WITH
SPARE KEY

1

6.

GO LIVE!



REVIEW THE FINAL
NUMBERS BEFORE
CLOSING

13

14

BUYERS
FINAL WALK
THROUGH

7.

COORDINATE AND
PRE-QUALIFY ALL
SHOWINGS

12

COORDINATE AND
SCHEDULE
CLOSING

15

YOU GET
PAID!!

8.

UPDATE YOU EVERY
FRIDAY WITH
FEEDBACK FROM
BUYERS AGENTS



11

COORDINATE
WITH THE TITLE
COMPANY, LENDER,
INSPECTOR AND
APPRIASER

10

OFFER CONSULTATION
PRESENT AND NEGOTIATE
ALL OFFERS

9.

PRE-QUALIFY ALL
BUYER OFFERS
BEFORE
PRESENTING AN
OFFER TO YOU



NO RISK LISTING PROGRAM



EASY EXIT AGREEMENT

Unlike most other agents, we don't lock you down to any long-term listing contracts. We believe that we need to earn your business every day that we are working for you. If there's ever a time where you're not happy with the service in which we provide, just let us know and we can shake hands as friends and go our separate ways.



SMART SELLER PROGRAM

For a lot of people, they would still like the option of selling their own home and saving money or realtor commissions if they can. I believe they should be able to do that very thing even while listed with me. My Smart Seller Program allows you to market your own home to your friends, family and co-workers. If you find the buyer, you'll pay 1% to have me process the entire transaction for both you and the buyer. I believe this is a win-win scenario for you.

FLEXIBLE COMMISSION PROGRAM

2%

YOU FIND THE
BUYER & I
HANDLE
THE ENTIRE
TRANSACTION

5%

IF I FIND THE
BUYER

6%

IF ANOTHER
AGENT BRINGS
THE BUYER