

# JAMAL NOORZOY RESIDENTIAL TEAM

Decades of Experience, *Dedicated to Results*



The Jamal Noorzoy Residential team is led by top-producing Realtor Jamal Noorzoy, a third generation Pebble Beach resident with 30 years of measurable success. Jamal has produced over \$1 billion in Carmel and Pebble Beach sales.

Jamal's team of licensed Realtors supporting him in offering concierge-style services includes Aviana Bushnell and Renee Catania of Monterey Coast Realty, and Brett Wilbur of Carmel Realty Company.

- *Maximum return for your home sale*
- *Expert negotiation*
- *Unparalleled knowledge of local inventory*

Jamal Noorzoy

831.277.5544

Jamal@CarmelRealtyCompany.com

JamalNoorzoyResidential.com



CARMEL REALTY COMPANY  
ESTABLISHED 1913

Jamal Noorzoy Residential is in the top 5 performing small teams in Carmel by sales volume according to *Real Trends* and as advertised in *The Wall Street Journal*.

REALTOR® ▪ DRE#01119622 ▪ 831.277.5544 ▪ Jamal@CarmelRealtyCompany.com ▪ JamalNoorzoyResidential.com

If your property is currently listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers.



## *Our Philosophy*

*We are hands-on Realtors to represent you and your property in the manner you require. We are on site for showings, inspections, repairs and any other home-related needs to best represent and safeguard your property.*

### **1. PROPERTY EVALUATION**

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We have decades of experience with enhancing and staging homes to maximize your home selling value. We work with all the trades, per your approval, to make recommendations to get your home best ready for market. We can assist with complete or soft staging to emphasize the special features of your home.

### **2. VALUATION**

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We take all factors into consideration when valuing your home. We use a combination of historical, current and trending sales data, and interpret the data in a sophisticated manner beyond a computer analysis.

We go out into the marketplace to visit homes on a weekly basis and spend the time to assess the home sale trends. Jamal has an almost encyclopedic knowledge of the sales history in the area, which allows him to give excellent, informed advice.

### **3. PREPARATION**

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We start with properly preparing for your home sale by offering complementary reports such as home inspections, pest reports, and roof reports to benefit your sale. Today's buyers expect and appreciate such preparation more than ever.

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#### 4. MARKETING

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Our services include:

- Reaching out to our global network of Realtors
- Social media posting
- Direct Mail advertisements
- Magazine and newspaper advertisements
- High quality property video
- Aerial photography
- 3-D video
- Window display in our Carmel offices

Jamal has spent 30 years establishing relationships in the local community with other agents, buyers and sellers. This is a very human business, and you often need to rely on your relationships to achieve your goal, whether you are a buyer or a seller.

#### 5. NEGOTIATING THE OFFER

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Jamal is a firm yet refined negotiator. We handle your transactions with finesse and are nimble

while moving through a process that requires a trustworthy advocate to quickly pivot and provide sophisticated, intelligent advice and strategies and counterstrategies.

We are thoughtful and careful and have a proven track record of maximizing your home sale value.

#### 6. MANAGING THE ESCROW

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Escrow is a delicate process, and we utilize expert transaction management services. We are keenly aware of all the time frames and schedules. We are on site for inspections and potential repairs and understand the nuances of required reports.

#### 7. AFTER THE SALE

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We provide concierge-style services to help you with moving or anything else you may need.

We handle the transferring of utilities, assist with renting out your property if desired or finding a new one to rent or purchase, and any other task you may need assistance with, so you can relax.

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I MET JAMAL OVER 20 YEARS AGO, WHEN HE FIRST ADVISED ME ON THE VALUE OF MY home. I was surprised that he suggested a price over what other Realtors had told me my home was worth.

Jamal patiently explained every aspect of the home selling process and listened to my concerns and responded with various options as far as staging, repairs and marketing. He knew off the top of his head what every comparable home had sold for in my neighborhood and helped me achieve a sales price that I did not expect.

I can't recommend Jamal enough for his integrity, expertise and patience. He never pushed me to make decisions but presented to me the reasons why each choice I had to make during the home sale process could be beneficial for me or not.

I truly felt listened to and was extremely relieved when Jamal advised me during a multiple offer situation. He was fair, transparent and always had my best interests in mind.

*-Carmel Sellers*



JAMAL REPRESENTED A LUXURY OCEAN VIEW PROPERTY THAT I WAS HESITANT about listing. He and his team took impeccable care of my home and were present for every showing and inspection and were meticulous and respectful with my home. Jamal also handled the negotiating in a manner that reflected my precise wishes and we achieved a very successful sale.

*-Pebble Beach Seller*