



VOGELTEAM

**KW KANSAS CITY** METRO  
KELLERWILLIAMS

Jim Vogel  
Broker Associate  
13960 Meadow Cir  
Leawood, KS 66224  
[www.vogelteam.com](http://www.vogelteam.com)  
(913) 766-2812 Office  
(913) 579-9500 Cell

### Appointment of Successor Trustee Alert!

We've identified that an Appointment of a Successor Trustee has been filed on your home. We maintain a list of the Successor Trustees that are commissioned by Foreclosure Attorneys in Missouri. This is the beginning of a process that ends with a Trustee Sale.

A Trustee Appointment in laymen's terms is a shift from mortgage servicing to mortgage collection for full balance in almost all cases. This can happen for a variety of reasons; delinquency, a lien that's placed the mortgage in jeopardy, a reverse mortgage that has reached limits, tax delinquency, and even simply the bank has classified your mortgage as no longer secure.

We can help. Every situation is a little different, and all have different solutions. We offer a full spectrum of options for navigating this situation, but as time ticks away, those options become more and more limited.

Please call me today. I am certain we can help.



This is not intended to solicit property currently listed for sale.

*THE VOGEL TEAM*

## CLOSING COSTS COUPON

This certificate entitles \_\_\_\_\_

*to \$100.00 in Paid Closing Costs. Contributed By The Vogel Team at Closing!*

**\$100.00**



The Vogel Team  
4700 Belleview #210  
Kansas City, MO 64112  
(913) 766-2812  
[www.vogelteam.com](http://www.vogelteam.com)

Authorized by \_\_\_\_\_

Expires: NEVER

Number: 233569

Not redeemable for cash. Redemption value not to exceed \$100.00. This coupon is redeemable as a reduction in commission, referenced in paragraph 3 of Exclusive Right to Sell Contract, between above referenced seller and The Vogel Team of Reece and Nichols Company.

WINNER  
FIVE STAR REAL ESTATE AGENT  
BEST IN CLIENT SATISFACTION

THE VOGEL TEAM



A Mission to Make Every Client a Client for Life

- Ranked in Top 25 Real Estate Professionals in Kansas City
- Established marketing plan
- Unsurpassed negotiating skills
- Unmatched results
- \$28 Million in sales last year

In a changing market, Jim Vogel and The Vogel Team have concluded that customer service is measured by results. As a third-generation realtor, Jim has witnessed various types of business models, plans and strategies. He has refined what works and eliminated what doesn't. "Customers return to service that is effective, predictable and profitable."

Jim's cohesive team approach began with his first recruit, his wife Suzette. "She's my partner, not just in business, but in life." The team only grew from there. Jim's experience, knowledge of the market and effective training has

attracted six additional agents and two full-time office managers. Jim has effectively grown his team without compromising the quality.

In the eight years Jim has been tackling the Kansas City real estate market, he has found the true importance of providing excellent customer service, while maintaining a structured and enjoyable business. "We have a lot of fun doing this. I have the best job in the world! I see my wife every day and I meet people that, in most cases, end up being very good friends."





## The Marketing Plan... Unlocking the Door to SOLD!



# The Resume:

Putting The Vogel Team to Work

- **EXPERIENCE LEVEL:** Jim attributes much of the instant success of The Vogel Team to experience. As a 3rd generation realtor, Jim has a unique perspective on experience, "It's required in today's fast market to do things right the first time."  
 • The Vogel Team has over 45-Years of combined real estate experience.
- **CAREER VOLUME:** "In real estate, experience is measured in transactions. Your education is in the transaction that you do."  
 • The Vogel Team has a career volume of over \$200 million.
- **AVERAGE LIST TO SELL:** "In order to build a business in real estate, results are required."  
 • The Vogel Team maintains an average list to sell time of 22-Days.
- **PRICE SENSITIVITY:** "When 65% of the sales generated come from listings sold, we have the opportunity to refine our skills in marketing and selling homes. Most importantly assisting families in protecting their most precious investment."  
 • The Vogel Team maintains an averages a 99.1% price sensitivity.



**The Marketing Plan...  
Unlocking the Door to SOLD!**



# The Resume:

The Vogel Team Projections

. **VOLUME:** **64,000,000**

As a seller in today's market, it's important to understand that **95% of all real estate is listed and sold by 5% of the agents.** At the Vogel Team we are proud to say we are a member of that 5%.

. **TRANSACTIONS:** **177**

It's just as important to understand that the average agent you meet in real estate, completes only 6-transactions per year. We are currently projecting to sell over **20 times than the competition.**

. **LIST TO SELL:** **22-DAYS**

The Vogel Team has spent countless hours, and literally 1,000's of dollars researching the most effective marketing strategies, to net you the maximum return on your investment. **Price is time, and time on the market can needlessly cost you \$1,000's, in what your home should sell for.**

. **PRICING:** **99.1%**

**Negotiating is an art.** From the day your home is listed to the day it sells, The Vogel Team is guarding your equity, and insuring your seamless transaction..



# What Says it Better Than a SOLD Sign?!?!

## Marketing Plan that produces results!!!



**5017 W 147**  
**HIGHEST PRICED RESALE IN**  
**HIGHLANDS CREEK**  
**12 Days**



**16316 Stearns**  
**Listed/SOLD by The Vogel Team:**  
**Expired after 180Days**  
**15 Days!!**



**3704 W 153**  
**Hills of Ironhouse**  
**FSBO for Over 90-Days**  
**SOLD IN 8 Days!!**



**5022 W 147th Street**  
**2nd HIGHEST PRICED RESALE**  
**Highlands Creek**  
**Listed/SOLD 30 Days**



**Lionsgate Waters Edge**  
**Cancelled After: 245 Days**  
**SOLD by The Vogel Team:**  
**28 Days!!**



**2751 W 139th Terrace**  
**LISTED AND SOLD**  
**By The Vogel Team!!**  
**1 Day!!**



**OVER \$3M!**  
**3117 West 68th Street**  
**Listed/SOLD by The Vogel Team:**  
**8 Days**



**OVER \$1M!**  
**17900 Berryhill Drive**  
**Listed/SOLD by The Vogel Team:**  
**12 Days**



**2501 Arno Road**  
**Cancelled After: 151 Days**  
**Listed/SOLD by The Vogel Team:**  
**1 Day!!**

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# What Says it Better Than a **SOLD** Sign?!?! Marketing Plan that produces results!!!



**14111 PAWNEE LANE**  
**Cancelled After 329 Days**  
**Listed/SOLD by The Vogel Team:**  
**30 Days**



**14943 Outlook Ln**  
**Cancelled After 166 Days**  
**Listed/SOLD by The Vogel Team:**  
**28 Days**



**3322 W 145TH ST**  
**STEEPLECHASE**  
**SOLD IN 27 Days!!**



**23818 W. 69th Terrace**  
**Expired After 240 Days**  
**Listed/SOLD by The Vogel Team:**  
**16 Days**



**12805 W 124th St**  
**Expired After 220 Days**  
**Listed/SOLD by The Vogel Team:**  
**9 Days**



**3310 W 145th Street**  
**Listed/SOLD by The Vogel Team:**  
**14 Days**



**Estates of Ironhorse**  
**15411 IRONHORSE CIR**  
**Listed/SOLD by The Vogel Team:**  
**25 Days**



**5209 W 163RD ST**  
**Cancelled After: 180 Days**  
**SOLD by The Vogel Team:**  
**26 Days!!**



**11123 W 121st Ter**  
**Expired After: 192 Days**  
**Listed/SOLD by The Vogel Team:**  
**25 Days**

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# What Says it Better Than a SOLD Sign?!?!

## Marketing Plan that produces results!!!



**8119 Long St**  
**Highest Price Resale**  
**SOLD by The Vogel Team:**  
**21 Days!!!**



**5903 W 131**  
**SOLD by The Vogel Team:**  
**30Days**  
***2yrs on Market Prior***



**Lionsgate by the Green**  
**14516 Reeds**  
**Expired After 145 Days**  
**SOLD 21 Days**



**5502 W 147TH PLACE**  
**Expired After 681 Days**  
**BACKS TO NALL**  
**5 Days FOR FULL PRICE!!!!**



**4216 W 104th Ter**  
**Expired After 2 Years**  
**Listed/SOLD by The Vogel Team:**  
**21 Days**



**15016 MELROSE**  
**Expired After 394 Days**  
**Listed/SOLD by The Vogel Team:**  
**29 Days!!**



**Quail Crest**  
**Expired after 365 DAYS**  
**Listed/SOLD by The Vogel Team:**  
**45 Days**



**Nottingham Forest**  
**Expired After 180 Days**  
**SOLD by The Vogel Team:**  
**14 Days**



**8437 Pflumm Rd**  
**Expired 176 Days**  
**Listed/SOLD by The Vogel Team:**  
**30 Days**

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# What Says it Better Than a SOLD Sign?!?!

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**8010 Lee Blvd**  
**Listed/SOLD by The Vogel Team:**  
**1 Days; 5-Offers!!!**



**5324 Mission Rd**  
**Expired After 160 Days**  
**Listed/SOLD by The Vogel Team:**  
**17 Days!!**



**12701 Carter**  
**Expired After 175 Days**  
**BACKS TO 127**  
**5 Days FOR FULL PRICE!!!!**



**5020 Sunset Dr**  
**Listed/SOLD by The Vogel Team:**  
**14 days!!**



**3812 W 52nd St**  
**Expired After: 185 Days**  
***The Vogel Team SOLD it!!***  
***9 Days!!***



**15924 W 124th Cir**  
**Cancelled After 60 Days**  
**Listed/SOLD by The Vogel Team:**  
**11 Days!!**



**3100 W 143RD ST**  
**Listed/SOLD by The Vogel Team:**  
**9 Days!!**



**8017 W 122nd St**  
**SOLD by The Vogel Team:**  
**4 Days**  
***Full Price!!!***



**9309 W 149th Ter**  
**FSBO After 60 Days**  
**Listed/SOLD by The Vogel Team:**  
**21 Days**

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\$449,950	11197 W 175th Street	Olathe	Gladacres
\$449,950	15017 Ash Street	Leawood	Villas of White Horse
\$449,950	<b>10517 W 142nd Street</b>	Overland Park	Eagle Pointe
\$449,950	12544 Farley Street	Overland Park	Wheatley
\$469,950	10513 W 169th Street	Overland Park	Coffee Creek Crossing
\$474,950	12331 Granada Road	Leawood	Berkshire
\$479,000	4216 W 104th Terrace	Overland Park	Mission Forest
\$479,950	14565 S Cody Street	Olathe	Highlands of Kensington
\$479,950	9534 Falcon Ridge Drive	Lenexa	Falcon Ridge
\$479,950	<b>14509 Wedd Street</b>	Overland Park	Brookhighland
\$499,950	11825 S Pine Street	Olathe	Mill Creek Grande
\$499,950	14516 Reeds Street	Overland Park	Lionsgate- By the Green
\$499,950	5502 W 147th Place	Overland Park	Lionsgate- By the Lake
\$499,950	15411 Iron Horse Circle	Leawood	Estates Of Iron Horse
\$499,950	15016 Melrose Street	Overland Park	Switzer Lake Estates
\$499,950	23818 W 69 Terrace	Shawnee	Greens of Chapel Creek
\$524,950	10712 W 169th Street	Overland Park	Coffee Creek Crossing
\$525,000	<b>12503 Delmar Street</b>	Leawood	Patrician Woods
\$539,950	5903 W 131st Street	Overland Park	Harwycke
\$549,950	9509 W 161st Street	Overland Park	Wyngate
\$549,950	16805 Bluejacket Street	Overland Park	Coffee Creek Crossing
\$550,000	8119 Longview Road	Lenexa	Bristol Ridge
\$599,950	3917 W 142nd Drive	Leawood	Merry Lea Farms
\$624,950	16004 Overbrook Lane	Stilwell	River Ridge Farms
\$639,950	4805 W 90th Street	Prairie Village	West Riding
\$639,950	11410 Granada Court	Leawood	The Woods Villas
\$639,950	6900 W 180 Street	Stilwell	Berryhill Farm
\$644,950	14730 Outlook Street	Overland Park	Lionsgate- By the Lake
\$649,950	5304 W 148th Street	Leawood	Whitehorse
\$649,950	16808 Bluejacket Street	Overland Park	Coffee Creek Crossing
\$649,950	9711 Lee Boulevard	Leawood	Leawood Estates
\$649,950	14625 Dearborn Street	Overland Park	Lionsgate- Waters Edge
\$664,950	11123 W 121st Terrace	Overland Park	Nottingham Estates
\$699,950	9308 Meadow Lane	Leawood	Leawood
\$699,950	<b>2751 W 139th Terrace</b>	Leawood	Highlands Ranch
\$749,950	3704 W 153rd Street	Leawood	The Hills Of Iron Horse
\$774,950	8738 Cherokee Court	Leawood	Leawood Heritage
\$799,950	9202 Cottonwood Canyon Drive	Lenexa	Cottonwood Canyon
\$799,950	14111 Pawnee Lane	Leawood	Mission Prairie
\$799,950	2501 Arno Road	Mission Hills	Mission Hills
\$849,950	16316 Stearns Street	Overland Park	Lakeshore Estates
\$849,950	14943 Outlook Lane	County/Other	Lionsgate
\$850,000	14704 Delmar Street	Leawood	Pavilions
\$850,000	8016 High Drive	Leawood	Leawood
\$1,250,000	<b>17900 Berryhill Drive</b>	Stilwell	Berryhill Farm
\$1,399,950	5022 W 147th Street	Leawood	Highlands Creek
\$1,499,950	5019 W 147th Street	Leawood	Highlands Creek
\$2,299,950	3216 W 139th Street	Leawood	Tuscany Reserve
\$3,500,000	<b>3117 W 68th Street</b>	Mission Hills	Indian Hills



# What Says it Better Than a SOLD Sign?!?!?

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\$329,950	21011 Bittersweet Drive	Lenexa	Whispering Hills
\$339,950	8917 W 142nd Court	Overland Park	Willowbrook
\$339,950	<b>12701 Carter Street</b>	Overland Park	Wilshire Woods
\$339,950	5209 W 163rd Street	Overland Park	The Wilderness
\$339,950	14856 S Prestwick Street	Olathe	Reserve at Prairie Highlands
\$339,950	14212 Westgate Street	Overland Park	Amesbury Lake Grayson Mills
\$339,950	11328 W 142nd Street	Overland Park	Kensington At St. Andrews
\$344,900	9309 W 149th Terrace	Overland Park	Wellington Park Carriage Hills
\$349,000	14409 Kessler Street	Overland Park	Somerset Brooke
\$349,950	8605 Deer Run Street	Lenexa	Whispering Hills
\$349,950	15808 Linden Street	Overland Park	Hampton Place
\$349,950	10719 W 132nd Place	Overland Park	St. Andrews Highlands
\$349,950	5324 Mission Road	Fairway	Fieldston
\$349,950	12805 W 124 Street	Overland Park	Fairfield Manor
\$349,950	4835 Oakview Street	Shawnee	Saddlebrooke
\$349,950	14305 Beverly Street	Overland Park	Lionsgate
\$354,950	14412 Barton Street	Overland Park	Wilshire South
\$355,288	7720 Alden Road	Lenexa	Brighton Park
\$359,950	12111 Goddard Street	Overland Park	Nottingham Forest
\$369,950	13821 Haskins Street	Overland Park	Forest Glen by the Lake
\$369,950	7711 W 144th Terrace	Overland Park	The Park at Forest Green
\$374,950	<b>24921 W 86th Terrace</b>	Lenexa	The Timbers at Clear Creek
\$374,950	8010 Lee Boulevard	Leawood	Leawood
\$374,950	23708 W 69th Terrace	Shawnee	Greens of Chapel Creek
\$379,950	<b>3716 W 84 Terrace</b>	Prairie Village	Corinth Meadows
\$379,950	8844 Cedar Drive	Prairie Village	West Riding
\$379,950	<b>32545 W 135th Street</b>	Olathe	Other
\$387,000	4409 W 150th Street	Leawood	Pavilions
\$389,888	13944 Hauser Street	Overland Park	Forest Glen by the Lake
\$389,950	12820 Goddard Avenue	Overland Park	Windham Hill
\$389,950	8437 Pflumm Circle	Lenexa	Heritage Forest
\$389,950	3310 W 145th Street	Leawood	Steeplechase
\$389,950	<b>5268 Somerset Drive</b>	Prairie Village	West Riding
\$389,950	12324 Sagamore Road	Leawood	Hunters Ridge
\$389,950	12801 Pembroke Circle	Leawood	Leawood South
\$399,950	13757 Parkhill Street	Overland Park	Forest Glen by the Lake
\$399,950	13907 Parkhill Street	Overland Park	Amesbury Lake Brookhaven
\$399,950	<b>8141 Deer Run Street</b>	Lenexa	Bristol Ridge
\$399,950	12608 Flint Street	Overland Park	Nottingham Forest
\$399,950	<b>20260 W 114th Terrace</b>	Olathe	Terra Pine
\$414,950	4908 W 138th Street	Leawood	Quail Crest
\$419,950	14721 Reeds Street	Overland Park	Lionsgate- By the Lake
\$419,950	8409 Pflumm Circle	Lenexa	Heritage Forest
\$419,950	12316 Mohawk Lane	Leawood	Leawood South
\$419,950	12002 W 132nd Terrace	Overland Park	Nottingham By The Green
\$429,950	<b>18988 Happy Hollow Road</b>	Spring Hill	Other
\$439,950	<b>2018 W 70th Terrace</b>	Mission Hills	Sagamore Hills
\$449,950	14008 W 58th Place	Shawnee	Lakeview Est
\$449,950	15022 Linden Street	Leawood	Whitehorse





# THE VOGEL TEAM

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## TESTIMONIALS:



I would highly recommend Jim Vogel as a real estate agent. He was not our original agent in the beginning of our selling process. We hired Jim and we saw a significant difference in the quality of the work. Jim used more professional pictures to advertise our home. He also advertised on many different real estate sites. He worked very diligently. He was always extremely professional and very knowledgeable. I would recommend to anyone wanting to selling their home.

**~Nicole in Hampton Place**



I have bought and sold 5 houses in 3 different states. Jim is by far the best agent that I have ever worked with. He is passionate about his job. The energy level is palpable. He has a tremendous network that simply works. I had a house in Westwood that I could not even find anyone to bid on (after 3 agents attempted). When Jim came into the picture, I had two bids within a week. It sold within a month.

**~Mazin Westwood**



If you want someone who knows the housing market, is professional, honest, and has your best interest at heart, then Jim is the realtor for you. He has sold two of our homes and helped us with the purchase of our last home. We were out of town when Jim sold our home last summer. Within hours of the initial offer, Jim had the sale negotiated and final contract in our hand via email. Within three days of that sale, inspections had been ordered and completed. Closing was a breeze! Jim is a great listener and excellent negotiator which is why we would recommend him to anyone looking to buy or sell a home. He is truly one of the best realtors in the business.

**~Anna Maria Whitehorse**



Acting as a buyers agent, I have purchased several houses through Jim Vogel. I continue to, exclusively, use him because he makes me money through the application of his keen mental acuity, absolute reliability, and, second to none, negotiation skills. He is proactive and tireless in his around the clock attitude. He is fit as a Ranger, has the patience of Job, and maintains a keen eye on the target. He pays with his time, to be that agent that others wanted to become, when they were new in the business, and are sorry they did not make it when they are old. You can like anyone, but you can only make money with a very few. Jim is the one with whom you will win every time.

**~A. Shirley Water-**



Jim was very informed about the houses/values in our neighborhood and had a keen sense of what was needed to effectively put a house on today's market. For example, other realtors we interviewed suggested some changes to our home that would be expensive and, as it turns out, would not have helped sell the house. With Jim's guidance we had three offers on the first official day the house was on the market and sold the house that day for more than the asking price - without spending the money to make the superfluous changes suggested by others.

**~P Heacock Woodland Creek**



Have had the opportunity to work with Jim on the purchase and sale of several properties. He has a strong knowledge of his industry covering the market and trends, builders, neighborhoods, and the details of credit finance. This is reflected in his professionalism and pride of career. An anguish of all home buyers is the mountain of paperwork we experience in the process. Jim is a master of the paperwork, and really makes this part as easy as it can be done. Whether you are selling or buying, it would be difficult to find a better agent to represent you.

**~Phil W Notting-**

We have had Jim list all our houses. We couldn't be more happy with his services. He had our house sold before even going on the market. He gets the job done honorable. Jim's a all 5 stars and then some... GOOD JOB JIM!!!

**~K Elson LEAWOOD**

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