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Top Skills

Real Estate
Foreclosure Prevention
Short Sales

Honors-Awards

Sales Platinum Award 2016
Circle of Achievement 2016
Sales Platinum Award 2015
Circle of Achievement 2015
Highest USAA Survey Return Rate
2015

Publications

Why I Love Working for ERA Wilder
Realty, Inc.
I Love Referrals!
You Need a Realtor When Dealing
With a Builder
How To Trade Real Estate Tax
Free!!!
What You Should Look For in a
Marketing/Listing Agent

HOPE DORN

Realtor
Lexington, South Carolina

Summary

Our story began in 2010; the year the market hit the climactic bottom of the Great Recession. While most real estate agents were jumping out of the market, Hope Dorn decided to jump in. Leveraging her experience as a real estate paralegal, she began her career as a REALTOR® and rose in the ranks quickly, becoming a top producing agent almost immediately. She has maintained that position since. Known for outstanding client service, high tech marketing techniques, and as a skilled negotiator for her clients (while placing a strong emphasis on ethical and fiduciary duties), she strongly believes that it is a real estate agent's job to represent their clients to the very best of their abilities. Understanding it's a unique job that requires strong work ethics and a true heart for her clients, her team consists of only the VERY best REALTORS® and she continues to personally oversee every deal. Buying or Selling real estate is an expensive endeavor and the task of overseeing this endeavor should only be placed in the most skilled hands. Our "Boutique" Style focuses on the Person, the Lifestyle and the Experience! For the very best real estate agents there is a level of service they provide that goes beyond their purpose and value proposition. It is the commitment they make to the buyer and seller to act as a true fiduciary – to place their client's interests ahead of the interests of all others. Even their own. We strive to provide a professional "one-of-a-kind" experience for buyers & sellers. Are you ready to have a highly skilled professional in your corner? Of course you are! Call today! (803)-944-9544.

Experience

ERA Wilder Realty
yummyhomes.com
September 2010 - Present
5078 Sunset Boulevard Lexington, SC 29072

Present purchase offers to sellers for consideration. Confer with escrow companies, lenders, home inspectors, and pest control operators to ensure that terms and conditions of purchase agreements are met before closing dates. Interview clients to determine what kinds of properties they are seeking. Review documents such as closing statements, deeds and leases. Coordinate property closings. Oversee the signing of documents and disbursement of funds. Act as an intermediary in negotiations between buyers and sellers. Promote sales of properties through advertisements, open houses, and participation in multiple listing services. Compare a property with similar properties that have recently sold in order to determine its competitive market price. Coordinate appointments to show homes to prospective buyers. Generate lists of properties that are compatible with buyers' needs and financial resources. Display commercial, industrial, agricultural, and residential properties to clients and explain their features. Arrange for title searches to determine whether clients have clear property titles. Inspect condition of premises, and arrange for necessary maintenance or notify owners of maintenance needs. Accompany buyers during visits to and inspections of property, advising them on the suitability and value of the homes they are visiting, Advise sellers on how to make homes more appealing to potential buyers. Advise clients on market conditions, prices, mortgages, legal requirements and related matters. Evaluate mortgage options to help clients obtain financing at the best prevailing rates and terms. Preview property listings, trade journals, and relevant literature, and attend conventions, seminars, and staff and association meetings in order to remain knowledgeable about real estate markets. Investigate clients' financial and credit status in order to determine eligibility for financing.

Education

Real Estate School of South Carolina

Real Estate · (2009 - 2009)

Midlands Technical College

Associates, Paralegal, Public Service · (2005 - 2006)

Piedmont Technical College

Associates, Radiology, Health Science · (1996 - 1998)