

# MARKETING PLAN

## For Selling Your Home

#### PROPERTY MARKETING AND BUYER LEAD GENERATION FOR YOUR HOME

Every Tool Shows Your Home Beautifully, is Mobile Responsive and Generate Buyer Leads!

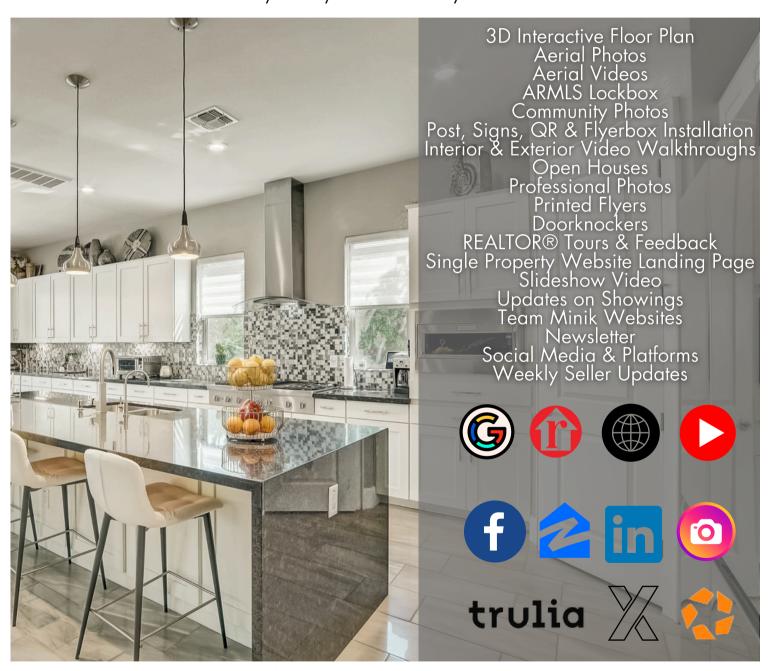






## OUR MARKETING PLAN

Team Minik leads the industry in cutting edge marketing techniques, utilizing extensive digital, print and open house marketing as well as, creating a buyer lead generation platform around your listing to literally drive thousands of interested buyers for your home directly to us.



Disclaimer: Please be advised that certain services are exclusively available for luxury listings.



## Win More Listings, Sell More Homes

Why Membership works



#### The Listings are Everything

There are many reasons to become a Member of Homes.com — one of the biggest is listings. Member agent listings sort to the top of search results of other listings, which means they will be viewed by hundreds of thousands of more buyers than basic listings. This gives you a huge competitive advantage — more eyes, more offers. As a Member, you'll win 60% more listings on average."

#### **Even More Placement**

Buyers aren't just looking for homes, they're also trying to find the perfect neighborhood. Homes.com makes sure your listings are featured on the relevant neighborhood and school pages. As a Member you're featured as an expert in the area, so buyers will feel confident working with you. All told, membership can help you win more listings and sell more homes faster and for more money.



# Appendix folia | Appen

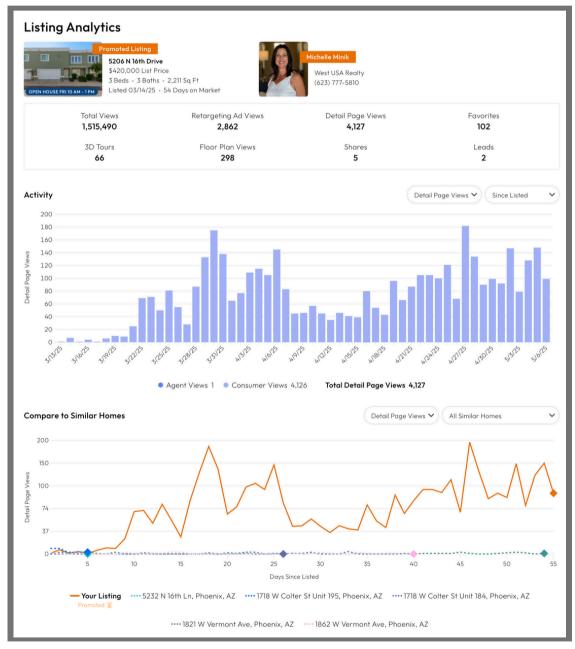
#### Matterport Matters!

Member agents also take advantage of the cutting edge Matterport 3D tour and Floorplans on all of their listings in qualifying areas, including any guest or pool houses and garages. That way buyers can walk the property before they even see it. Think of it as a 24/7 open house with razor sharp images and detailed floor plans.

\*Based on Internal analyses comparing Members to non-Members on Homes.com

## **Homes.com Analytics**

This allows sellers to make data-driven adjustments to pricing or marketing, keep their listing competitive, and stay updated on performance. Ultimately, it helps attract more buyers and potentially leads to a quicker sale at the best price.



## **Listing Inventory**

Comprehensive inventory of real estate marketing materials, including posts, signs, flyer boxes, QR code, and lockbox. Enhance your property listings with these essential tools for effective and engaging property showcasing.

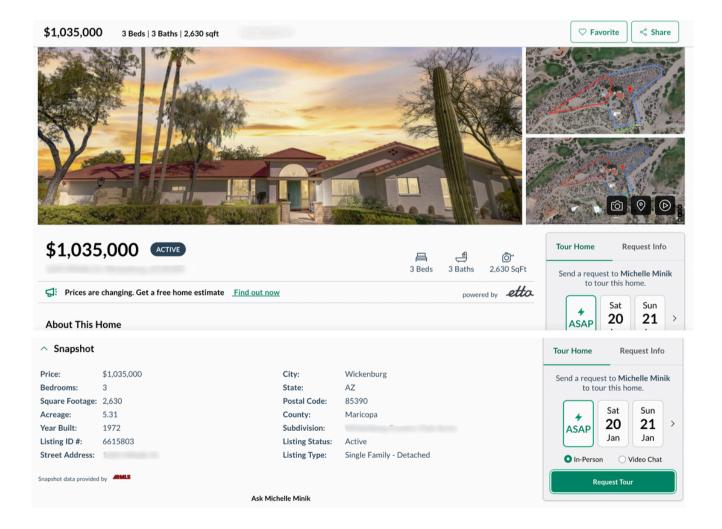


QR codes act as swift links to property listings on our website. Scan to instantly access detailed information, photos, and features of your home. Example of our single property website is shown in the next page. Once info is captured, a Team Minik Sales Agent will reach out immediately to set up a showing.

## **Single Property Websites**

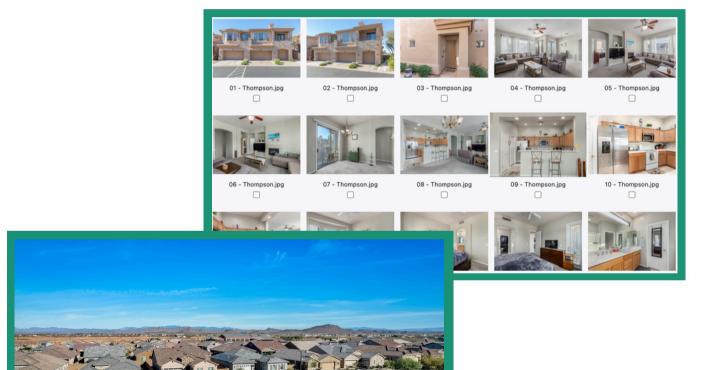
Showing all the photos of your home with everything a buyer could want: WalkScore, Google Maps, Yelp, Schools, Virtual Tour. With proven calls-to-action to attract buyers!

Feel free to browse here: https://www.findallphoenixareahomes.com/featured



## **Photos**

We ensure top-notch quality by partnering with skilled professional photographers to provide high-quality interior shots, stunning listing photos, captivating drone imagery, and engaging videos, providing potential buyers with a comprehensive and immersive view of your home.



# **Listing Flyers / eFlyers**

Team Minik Flyer and eFlyer beautifully displaying your home with multiple ways to contact us, schedule showings and proven call-to-actions that generate more buyers. We also prepare a brief summary of the recent changes or improvements made to the home as the back page.

#### **FRONT PAGE**



#### **BACK PAGE** 10745 W TAFT ST, PHOENIX, AZ, 85037 Additional Information and Upgrades/Amenities Exterior: Goodman A/C unit (2018) Exterior double-coated paint (2019) Heavy-duty backyard storage shed · Blank canvas garden beds Luxury vinyl wood plank flooring (2024) Vaulted ceilings 5 bedrooms + loft (convertible to 6th bedroom) · All new interior doors Ceiling fans in every bedroom Mirrored sliding closet doors in secondary bedrooms · Plantation shutters throughout Surround sound in living room and loft "Harry Potter" under-stair closet with shelving · Stair railing installed in 2023 Kitchen & Pantry: New pantry door Walk-in pantry · Soft-close cabinets · Downstairs bathroom fully remodeled with granite and · Upstairs bathroom partially remodeled All bathrooms feature soft-close cabinetry Fire and carbon monoxide detectors installed in 2022 Crown molding (partial upgrade in 2022) · Granite countertops · Washer, dryer, and refrigerator convey

## **Luxury Brochures**

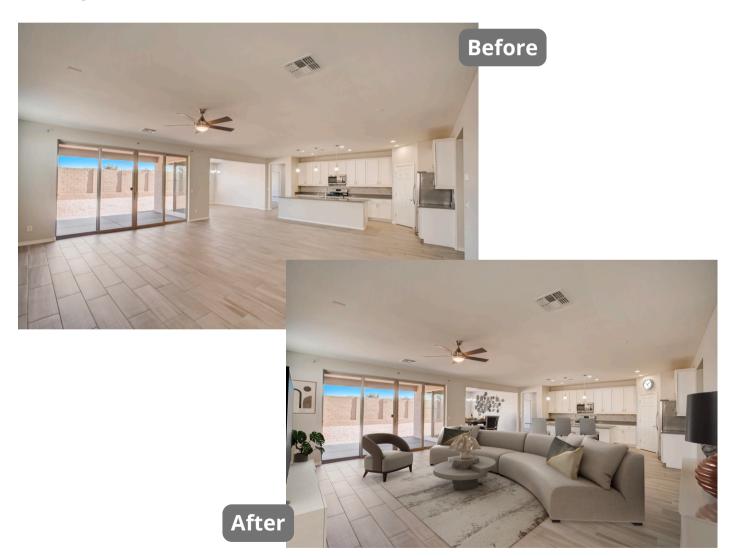
Meticulously crafted to reflect the unique charm of your home, these high-quality materials showcase exquisite details, captivating imagery, and essential information to leave a lasting impression on discerning buyers.



Note: Luxury brochures are exclusively offered for our luxury listings.

## **Virtual Staging**

Transform your space into a vision of luxury with our virtual staging services. Our expert team utilizes cutting-edge technology to enhance your property's appeal, providing potential buyers with a visually stunning representation of its full potential



## **Open House**

We guarantee two Mega Open Houses to maximize your home's exposure. Each event features 12-ft flags, directional signs, and a professional display with brochures and sign-in sheets—creating a seamless, impressive experience that attracts serious buyers.



## **Open House Feedback**

An Open House Recap is a comprehensive email sent to the seller summarizing the key details and outcomes of a recently held open house event for a specific property.

Subject: Open House - [Property Address] - Recap On behalf of Michelle Minik and Team Minik, we would like to thank you for allowing us to host an Open House event showcasing your home. Please find below, a recap by guest, of all those that toured your home during the event. Guest #1 - [Number of Guests] (Note if they were with a Real Estate Agent) How they found your home -Interested or Not Interested -Feedback on the Home -Guest #2 - [Number of Guests] (Note if they were with a Real Estate Agent) How they found your home -Interested or Not Interested -Feedback on the Home -Guest #3 - [Number of Guests] (Note if they were with a Real Estate Agent) How they found your home -Interested or Not Interested -Feedback on the Home -Guest #4 - [Number of Guests] (Note if they were with a Real Estate Agent) How they found your home -Interested or Not Interested -Feedback on the Home -Guest #5 - [Number of Guests] (Note if they were with a Real Estate Agent) How they found your home -Interested or Not Interested -Feedback on the Home -Your satisfaction and peace of mind are our top priorities. Should you have any questions or concerns about the property or the open house experience, please don't hesitate to reach out to your REALTOR® or myself. We're here to address any inquiries you may have. Once again, thank you for entrusting us with the opportunity to represent you. We look forward to assisting you further in your real estate journey. Please include any suggested changes or preparations for future showings here. Best Regards, **[Your Name] Team Minik** 

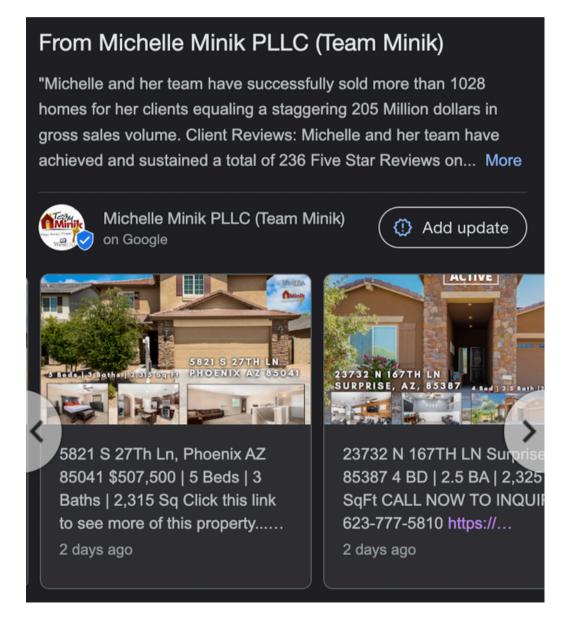
## **Social Media Marketing**

We strategically showcase all our real estate listings across various platforms, leveraging targeted campaigns and engaging content to reach a wider audience and maximize visibility.



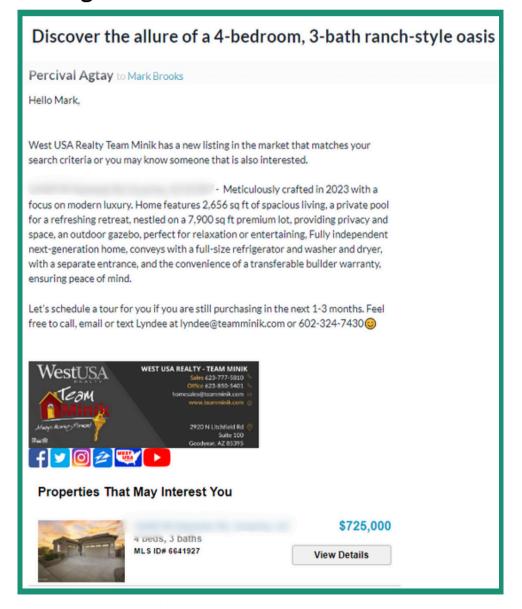
## **Google Pay-Per-Click**

Team Minik invests thousands of dollars each month to rank on Google, ensuring your property gets top visibility. Through our partnership with Google, we run targeted ads with compelling call-to-actions that attract more qualified buyers to your listing.



## **Reverse Prospecting**

With a database of over 20,000 people, we do proactive marketing through our reverse prospecting approach. By leveraging cutting-edge techniques, we actively identify and engage buyers looking for homes like yours—ensuring your listing gets personalized attention and reaches the right audience.



## **Weekly Reports**

Our weekly listing reports provide a detailed overview of marketing efforts, encompassing materials, content marketing, online promotions, social media initiatives, and a comprehensive activity report. Stay informed about the diverse facets of our dynamic marketing strategy.

WEEKLY MA	ARKET REPORT	WestUSA	
PROPERTY	COMPANY	July Anagolimate	
PROJECT MANAGER	Jennifer Watson LISTING DATE	12/19/2023	
CAMPAIGN TYPE	ADDITIONAL INFO	STATUS	
Marketing Materials			
Lockbox, Flyer Box, Sign and Post	https://app.box.com/s/jxf26zbvy34orwsk7orr0xydzr7c54b0	INSTALLED	
Content Marketing			
Photo Shoot	https://media.showingtimeplus.com/sites/yblngql/unbranded	COMPLETED	
For Sale flyer	https://app.box.com/s/u8kpdt0u0gjoqjnn7hvwv0yhe4u97wg7	COMPLETED	
Open House Flyer	https://app.box.com/s/f4wrs8ipc8u2ievzh9aj8gzizoyqnx6n	COMPLETED	
Updates/Amenities	https://app.box.com/s/zwd7mn19zgwoh1ydicr4ak53y0slgewo	COMPLETED	
Drone Photos	https://media.showingtimeplus.com/sites/yblngql/unbranded	COMPLETED	
Matterport	https://media.showingtimeplus.com/sites/yblngql/unbranded	COMPLETED	
Social Media Video	https://media.showingtimeplus.com/sites/yblnggl/unbranded	COMPLETE	
Luxury Brochure	https://app.box.com/s/2jesvpdy64dcbalmqidykvxtstj48sa5	COMPLETE	
Online			
Vebsite	https://www.findallphoenixareahomes.com/homedetails/az/surprise/azregionalresa	ACTIVE	
Homes.com	https://www.homes.com/property/16409-w-alameda-rd-surprise-az/s7pl6txwejtjw/?	ACTIVE	
Google	https://g.co/kgs/am97Wd	ACTIVE	
Sales Campaigns			
Smart Plan	https://app.box.com/s/cp25imw0hj2in9zgzc5fxlgprgvpjdbw	SENT	

Account	Account Link	Weekly Activity
acebook / April Osorio	https://www.facebook.com/RealEstateWithApril	POSTED
acebook / Auri Payne	https://www.facebook.com/auripaynerealtor/	POSTED
acebook / Caroline McAdam	https://www.facebook.com/realestatesimpleaspie/	POSTED
acebook / Daisy Alvarado	https://www.facebook.com/profile.php?id=61554755982029	POSTED
Facebook / Deborah Houser	https://www.facebook.com/deborahhouserrealtor/	POSTED
acebook / Desiree Bailon	https://www.facebook.com/desireebailonAZREALTOR	POSTED
acebook / Jennetta Biberston	https://www.facebook.com/profile.php?id=100065086988847	POSTED
acebook / Jennifer Watson	https://www.facebook.com/JenniferWatsonAZRealtor	POSTED
acebook / Kim Amick	https://www.facebook.com/kimamickrealtor/	POSTED
acebook / Megan Thomas	https://www.facebook.com/AgentMegAZ/	POSTED
acebook / Nick Garcia	https://www.facebook.com/profile.php?id=100090888834166	POSTED
Facebook / Severo De Los Reyes	https://www.facebook.com/profile.php?id=61560206661915	POSTED
acebook / Zander Minik	https://www.facebook.com/zanderminikrealtor/	POSTED

### **Below is the ARMLS Report:**



Where people are viewing this listing	Count
flexmls	718
flexmls Email	624
flexmls IDX	124
flexmls Portal	120

Recommended by Agents	1
Saved	6
Hidden	8
Hidden by Agents	2

Actions people took on this listing	Count
Shared (90 days)	30
Showing request	0
Contact Agent	0
Showing feedback	0
Open house feedback	0
General message	0

People who saved this listing also saved	List Number	Status	# Bedrooms	# Bathrooms	Price
15664 W WHITTON AVE, Goodyear	6143242	Active	2	2	\$399,900
15003 W ROBSON CIR N, Goodyear	6145567	Active	2	2.5	\$449,800
3847 N 150TH LN, Goodyear	6158413	Active	2	2.5	\$427,900
17765 W Cassia WAY, Goodyear	6148613	Pending	4	3	\$373,482
16946 W ALMERIA RD, Goodyear	6143249	Active	2	2.5	\$500,000
3696 N HOGAN DR, Goodyear	6082301	Active	2	2.5	\$499,900
28573 N 128TH DR, Peoria	6153053	Active	2	2	\$499,900
38027 S Desert Highland Drive, Tucson	22023277	Active	3	2	\$495,000
26954 W TONTO LN, Buckeye	6162129	Active	2	2	\$484,700
21388 N 264TH LN, Buckeye	6158891	Active	2	2	\$479,950

People who viewed this listing also viewed	List Number	Status	# Bedrooms	# Bathrooms	Price
3268 N PALMER DR, Goodyear	6153459	Active	2	2	\$415,000
15523 W ROANOKE AVE, Goodyear	6163902	Active	2	2	\$398,000
15664 W WHITTON AVE, Goodyear	6143242	Active	2	2	\$399,900
3847 N 150TH LN, Goodyear	6158413	Active	2	2.5	\$427,900
15751 W MERRELL ST, Goodyear	6157268	Active	3	3	\$470,000
15000 W Verde LN, Goodyear	6153346	Active	2	2	\$374,000
16939 W GRANADA RD, Goodyear	6147525	Active	2	2.5	\$415,000
15415 W MERRELL ST, Goodyear	6148452	Active	2	2	\$289,900
3223 N COUPLES DR, Goodyear	6121446	Active	2	2	\$355,000
15752 W ROANOKE AVE, Goodyear	6159433	Active	2	2	\$448,995

# **Aligned Showing Report**

Provides real-time feedback from showings, tracking buyer interest, and identifying trends to gauge demand. This report supports a quicker sale at the best possible price by keeping sellers aligned with buyer needs.

