

**WHY** YOU SHOULD HIRE

# **THE OPENSHAW REALTY GROUP?**

**WHEN BUYING OR  
SELLING A HOUSE?**

**OPENSHAW**  
**REALTY GROUP**



BROKERED BY  
**exp**  
REALTY

# Why Hire a Great Marketing Team...

WHEN **SELLING** A HOUSE?

(BUYING IS ON THE NEXT PAGE...)

Differing Opinion coming up...You don't need a licensed Agent. You can find a licensed Agent pretty much anywhere in our area, we have over 25,000 of them & we all took the same exam! I think you'd agree, most are not created equal, just like handymen & used car salesmen. Most of them will even throw your house onto the MLS for \$500!

You need a Target Marketing Expert.

You need a specialist who understands how to find you the most opportune Buyer...not just throw it out there in front as of many free viewers as possible, in the hopes that someone else sells it! We don't believe your best Buyer opportunity is searching for their Perfect Home in the shopping carts at the Grocery store.

★★★★★ Highly likely to recommend

09/12/2018 - user37511519

Showed home in 2017 in Weatherford, TX.

Local knowledge: ★★★★★

Process expertise: ★★★★★

Responsiveness: ★★★★★

Negotiation skills: ★★★★★

Kirstine was super helpful and attentive to our needs and wants. She went above and beyond for us. She was really knowledgeable in the areas we were looking. We would definitely recommend her to everyone!



The most opportune Buyer will pay top dollar for your house, because to them, its the Perfect Home for them.

# Why Hire a Great Agent...

WHEN **SELLING** A HOUSE?

(BUYING IS ON THE NEXT PAGE...)

Buyers are using Agents to **protect them & negotiate against you** when you're selling your house. Buyer's agents are paid out of the Sales Price - they don't want to work for a discount pay check. Buyers don't want to pay the difference of a discounted fee, so they'll find a different house & ultimately pay less \$ if you try to hire a discount agent to sell your home....it could cost you a lot more in the long run.

You need protection from these STRONG Buyer's Agents & also the less scrupulous Buyers Agents that are out there.

★★★★★ Highly likely to recommend

09/12/2018 - user37511519

Showed home in 2017 in Weatherford, TX.

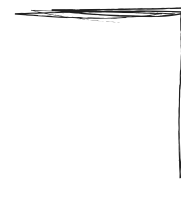
Local knowledge: ★★★★★

Process expertise: ★★★★★

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Negotiation skills: ★★★★★

Kirstine was super helpful and attentive to our needs and wants. She went above and beyond for us. She was really knowledgeable in the areas we were looking. We would definitely recommend her to everyone!



Good, productive Buyer's Agents are STRONG Negotiators. **You MUST have a STRONG enough Listing Agent to protect you & fight for your MONEY.**

# Why Hire a Great Agent...

WHEN **BUYING** A HOUSE?

Did you know . . . buying a house is most peoples' BIGGEST INVESTMENT?!

You're entitled to **THE BEST**.

**You're paying for an agent when buying a home** . . . it's wrapped into the price & the Sellers have already agreed to the Buyers Agent Fee when signing their Listing Agreement, so hire an agent that has a PROVEN track record, such as testimonials, reviews & can educate & protect you during this exciting, stressful & sometimes overwhelming journey!

Highly likely to recommend | 5.0★

09/14/2020 - mom3335

Bought a Mobile / Manufactured home in 2020 in Graford, TX.

- ★★★★★ Local knowledge
- ★★★★★ Process expertise
- ★★★★★ Responsiveness
- ★★★★★ Negotiation skills

We had a great experience when we bought our home on PK, and Kirstine was our agent. She did an excellent job of listening to us and finding just what we were looking for. The sale went seamlessly and rapidly.

**We don't believe all Agents are the same quality, even though we all took the same exam, we believe thinking outside the box is KEY to win for our Clients**

# Hire an Agent that WILL FIND YOU

## THE PERFECT HOUSE!

Did you know . . . the best homes SELL before they ever hit the Public Market (aka the MLS), that the homes on Zillow, Realtor & Homes.com are the leftover inventory?

**You need to find the perfect home** . . . before everyone else sees it & they become your competition . . . also known as the dreaded 'Multiple Offers Situation'.

We use our Targeted Marketing Approach to help our Buyers find their Perfect Home (it's called our Perfect Home Finder Program **that we invest our own money into to ensure you do not settle into the wrong house!**) before they hit the Market. Due to the nature of this program, we only take on a few selected Clients within this program to ensure we only Market for the most discerning Buyers

## The Perfect Home Finder Program

**Your Buyers Agent choice will  
be one of the biggest choices  
you make in this journey  
alongside the Home itself!**

**2021 top  
realtors**  
FORT WORTH MAGAZINE



**The Average REALTOR sells  
12 homes a year**

**We have sold 483%  
above average**

*Which Agent would you prefer  
in your corner?*



# **My Friend / Family Member / Co-Worker is an agent....**

Great! Which relationship do you value the most? A real estate transaction, as mentioned above is most peoples' largest investment, meaning it can often be the most stressful & invasive process they will ever go through. Getting a mortgage can almost be as intimate as a marriage!

Do you want your friend, family member, co-worker to know all your intimate financing details? Your income? Your credit information?

Will it make family get together awkward if you have a horrible transaction buying a home with your family member; the home you bought has termites/a slab plumbing leak/foundation issues that were missed . . . or you sold your treasured home & the buyers slipped in \$10,000 in closing costs paid out of your pocket that was missed on the contract?

We've heard these horror stories from clients who bought/sold homes previously!



# They're newly licensed, and I want to support them....

Congratulations to them! It's an exciting time full of learning, practicing & making mistakes - it's how we learn! And, **Side Note**, we are always looking to help newer Agents Learn & Grow with proper Guidance - send them our way so we can talk!

Do you want them to practice with your hard earned money or equity in such a large investment? Why don't we discuss helping them develop their career long term within our Team? We're always searching for quality Agents to Mentor in our Team!

**Let's discuss supporting their business without them lifting a finger to do any work**, all while you have an experienced, PROVEN top producing team working to protect your best interests and investment.

**Highly likely to recommend** | **5.0** ★ [Report a problem](#)

09/09/2020 - jhr135  
Bought and sold a Single Family home in 2020 in North Richland Hills, TX.

- ★★★★★ Local knowledge
- ★★★★★ Process expertise
- ★★★★★ Responsiveness
- ★★★★★ Negotiation skills

Kirstine was extremely helpful in helping us buy a house in Texas on our long distance move from Ohio. It's been 39 years since we bought a house so Kirstine's knowledge and advice was very helpful. We had no problem keeping in contact with her and she was very prompt in returning calls when it was necessary to leave a message.



## Here's an example for you to consider:

You visit a restaurant a family member / friend works at . . . the restaurant is busy!

You go because you're HUNGRY and you want to support their new job!

Your friend knows you'll excuse them for taking another table's order first. Because you can see that they're busy, you'll forgive them, then your food takes a lot longer than the table next to yours. Your friend knows you'll forgive them because they're busy, the restaurant is busy with more higher priority guests, & you're not going to complain about shoddy service because it's your friend.

Highly likely to recommend | 5.0 ★

09/09/2020 - ElizabethMoore68

Bought a Single Family home in 2020 in Graham, TX.

★★★★★ Local knowledge

★★★★★ Process expertise

★★★★★ Responsiveness

★★★★★ Negotiation skills

Very knowledgeable! Also funny! But she is not afraid to get down to business and get things done! The right way! Highly recommend her!! She's incredibly good at what she does and working with people!

Your PRIORITY gets put on the back burner. It's one thing to do that with a \$100 meal, but is it ok to risk it with

**several HUNDRED thousand dollars???**

# Why Use The Openshaw Realty Group

## WHEN SELLING / BUYING A HOUSE?

*Kirstine Openshaw*

Kirstine's extensive Marketing background helps her always think outside of the 'traditional ways' of achieving results, the constant thrive for new improved methods keeps our Clients at the forefront of the Market and its changes.

Want to look outside your kitchen window & overlook your own garden, yard, acreage & horses? She can make it happen using our Perfect Home Finder Program!

Kirstine is a repeated Top Producer in the area & she prides herself on being an expert in her field & outworking her competition for her clients to have a successful sale/purchase with every transaction by always striving for new strategies that help her Clients win. Our business thrives on repeat clients & referrals. This is only made possible by every single sale being a success for all involved.



## Designations & what do they mean?

### Accredited Luxury Home Specialist

The Accredited Luxury Home Specialist (ALHS) Designation is testimony to the agent's commitment to knowledge of the up-scale marketplace and today's affluent clients. The Designation also signifies the agent has a proven track record in the field of luxury properties as demonstrated by verified closed escrows. To display the prestigious Accredited Luxury Home Specialist (ALHS) Designation, the real estate agent must also meet strict sales standards, be a current member of the Luxury Home Council, hold an active real estate license and be in good standing with their real estate regulatory agency. Education, Experience and Ethics signify an ALHS Agent.



### Military Relocation Professional

With 20% of Buyers being Veterans & Active Duty Service Members our team is honored to be a Military Relocation Professional. Offering a greater understanding of the VA loan programs, approval process & requirements, results in a smoother transaction for our Service Members.



### New Home Construction Certified

With historically low inventory across North Texas, Home Builders are more popular than ever! 15% of Buyers purchased a New Construction Home in 2020. Only 6% purchased directly from the Builder or Builder's Agent. It is of the utmost importance to have a qualified agent representing you & your best interests during such an important process.



### Certified Home Marketing Specialist

With historically low inventory across North Texas, Marketing is KEY! With 97% of Buyers finding their new homes online, Marketing is more important now than ever before. Buyers generally spend 1-9 seconds viewing a listing before either considering it as an Option or moving onto the next home. This is vital information to consider when selling your home for top dollar. Our Team excels in negotiations on your behalf, following up with all inquiries, scheduling showings/inspections/appraisals with you to work with your schedule.



# Why Use The Openshaw Realty Group

WHEN SELLING / BUYING A HOUSE?

*Clive Openshaw*

Clive's drive for always achieving the best results translates into working hard for our Clients to help them achieve their best results in their Selling/Buying journeys.

Clive can help you see the potential in that fixer upper to help you get the property of your dreams without compromising on your budget!

Clive has an extensive background in custom home building & construction. This experience transfers over to a great understanding of quality in new build homes, fully comprehending inspection reports & ensuring you feel completely comfortable during the buying process at every step.

Thank you for checking in on us! Believe me when I say, you are our go to realtor!! We just love how you do business!! Wishing you the best always!!

Love,  
Mellisa





NATIONAL  
ASSOCIATION of  
REALTORS®  
*Official Certification*



PRICING STRATEGY ADVISOR

## Pricing Strategy Advisor

Determining property values depends more than ever on professional expertise and competence, the best use of technology, and approaching the pricing assignment from various perspectives. Earning this Designation proves we have honed our skills in pricing properties, creating CMAs, working with appraisers, and guiding our clients through the anxieties and misperceptions they often have about home values with the PSA certification

## Real Estate Negotiation Expert

The Real Estate Negotiation Expert (RENE) certification is for real estate professionals who want to sharpen their negotiation skills. The RENE certification program gives REALTORS® the tips and tools they need to be skillful advocates for their clients. From discerning different Personalities, situations & competing objectives involved in real estate transactions in todays market.



NATIONAL  
ASSOCIATION of  
REALTORS®  
*Official Designation*



RENE  
Real Estate  
NEGOTIATION EXPERT

SRES

Seniors Real Estate Specialist



The Seniors Real Estate Specialist® (SRES®) designation gives our team the knowledge and expertise to guide homebuyers and sellers over the age of 50 through major financial and lifestyle transitions. Take advantage of the resources we have available that will help us better serve you as seniors in our community.

## Seniors Real Estate Specialist

## Accredited Buyer Representative

The Accredited Buyer's Representative (ABR®) designation is for real estate buyer agents who focus on working directly with buyer-clients at a high level at every stage of the home-buying process. Research has shown that 95 percent of homebuyers say that they highly value agent knowledge



This is likely the largest investment of your Life, would you rather hand that over to someone who has done the bare minimum educational requirements or a REALTOR who constantly strives to be the best in their field with a successful team of support?

Nobody will ever know everything, we believe it is of the utmost importance to **ALWAYS** be learning & as prepared as possible



# You get what you pay for...

WHEN BUYING & SELLING A HOUSE!

When you buy a \$1,000 car...

VS

When you buy a \$100,000 car...

Do you expect the same quality, technology, assistance/customer service, warranties/protection/skilled & educated staff from the \$1,000 selling company as you do from the \$100,000 selling company? *(This is an analogy of the commodity of licensed Agents VS Target Marketers like our Team)*

Companies selling at a Discount MUST save that fee/cost elsewhere. In real estate that saving often comes from marketing of the listing & education of the agent themselves, often resulting in lack of production/results & costing clients money & liability/lack of protection. This goes for both Buyers & Sellers protection!



# HOW DO WE OUTPERFORM THE REST OF THE CROWD?

The Openshaw Realty Group's team, work together to ensure our clients understand & know what to expect with every step of their buying or selling journey. We are HUGE on education so you do not ever feel blindsided or under prepared or overwhelmed.

Can't find the right property on the market?  
Our team will literally put their money where  
their mouth is & PAY to Market in order to  
find your Perfect Home!



By: Doug Becker of Goosehead Insurance

*"Kirstine is amazing and a valuable asset to have on your side when buying or selling your home!"*

There is always a team member available to answer questions you have on any properties for sale in our area & regarding buying/selling a property.

We have a full time transaction management team that work alongside us to ensure you always are kept in the loop, are aware of upcoming deadlines & always have a live person at the end of the phone.





# HOW DO WE STAND OUT?

We placed in the Top 500 Agents for Tarrant County .... out of 20,000 Agents! That translates to the top 2.5% of Tarrant County Agents.





# TOP PRODUCERS

GREATER PARKER COUNTY

VOLUME

TRANSACTIONS

2

KIRSTINE  
OPENSHAW

2

KIRSTINE  
OPENSHAW

AUGUST 2020

## TOP PRODUCERS

GREATER PARKER COUNTY



FATHOM  
REALTY

VOLUME

TRANSACTIONS

1

KIRSTINE  
OPENSHAW

1

KIRSTINE  
OPENSHAW

# VENDOR RELATIONSHIPS

With a proven team, you get access to our proven vendors who we have tried & tested to ensure their services are good enough to offer to our clients!

This is almost impossible to put a value on! A reliable, capable vendor can save you from losing the home of your dreams in a multiple offer situation, difficult opposing agent situation or any other hiccup that may occur in the transaction.

## THE ORG TEAM MORTGAGE TEAM

TRUSTED MORTGAGE TEAM



TANNER GRAHAM 304-646-2323 CALL/TEXT

Why is it important to have an amazing Mortgage Team to help with a Real Estate Transaction?

MORTGAGE

- Having this Team on your side will WIN you a Contract in Multiple Offer Situations as the Sellers & their Agent are looking for a smooth, organized transaction with less chance of failure!
- It is CRUCIAL to have a Mortgage Lender who has experience in this ever changing Market
- They are here for every step of the Transaction
- You will receive regular updates from them & their Team throughout the time you are under contract
- They help us meet vital deadlines, without risking your deposit funds
- They help us avoid confusion & are available to answer questions
- They help orchestrate the paperwork required for a smooth Closing
- You CANNOT afford to have an inexperienced Mortgage Lender who could drop the ball & cost you your future home!



THE OPENSHAW REALTY GROUP

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# VENDOR RELATIONSHIPS

Hiring our team to assist you in buying. Selling or investing brings you a wealth of strong vendor relationships.

Our transaction management team are on hand 24/7 to give our clients updates, help them stay aware of deadlines & are available to answer questions whenever an agent may be unavailable or in an appointment.

This is a HUGE attraction for our buyer clients when in a multiple offer situation & has been the winning factor many times for ease of communications with the sellers agents!

## THE ORG TEAM TRANSACTION MANAGEMENT

FULL TIME TRANSACTION MANAGEMENT TEAM



Why is it important to have an amazing Transaction Management Team behind the scenes to help with a Real Estate Transaction?

- Having this Team on your side will WIN you a Contract in Multiple Offer Situations as the Sellers & their Agent are looking for a smooth, organized transaction with less chance of failure!
- They are here for every step of the Transaction
- You will receive regular updates from them throughout the time you are under contract
- They help us meet vital deadlines
- They help us avoid confusion & are available to answer questions
- They help orchestrate the paperwork required for a smooth Closing
  - This includes any required Amendments, Negotiations & Corrections
  - This helps avoid any delays should the Team Agents be in meetings

ORG TEAM



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# OVER THE LAST 365 DAYS

Our Sellers have achieved an Average of **106.58%** of their List Price - The interprets to we interpret Market Value Closely & often get our Sellers more money than they had planned on!

Our Sellers saw an Average of 28 Days on Market!

(This includes our Unique Ranch/Equestrian Properties which Statistically take a lot longer to sell)

Our Buyers have achieved a **100% Contract to Close Ratio** when using our preferred lender vendor, meaning when they have gotten a home under contract, they have closed on & bought that home!

# WHAT OUR CLIENTS HAVE SAID ABOUT US...

 **Courtney Geer Gilbert** added 8 photos and a video to the album: **Springtown 7/6/2021** — with **JW Jones** and **3 others**.  
Tue at 6:07 PM • 🧑


We have been keeping this hush hush till we got the official news! WE CLOSED ON OUR HOUSE TODAY! We will be moving to Springtown, TX 🤗  
We are so blessed we were able to do this during the pandemic, but also with everyone moving to Texas causing the housing market to sky rocket!

I do want to say Thank you **Clive Openshaw** for always meeting us to show houses even if it's at the last min. Also, when I say yell I mean yell THANK YOU SOOOOOO MUCH **Kirstine Openshaw** for being our pit bull! This has been a crazy ride the last couple of weeks and I truly want to say thank you!

If anyone is looking to buy or sell a house in the DFW or surrounding area, don't hesitate to call or message them! They will fight for you till the end!




**Patricia Lokey**  
**Patricia Lokey** sent the following text message to your Sierra Dialer number:  
Oh thank you so much! You go above and beyond for your people! I will surely give out your name to anyone that's looking to buy or sell!

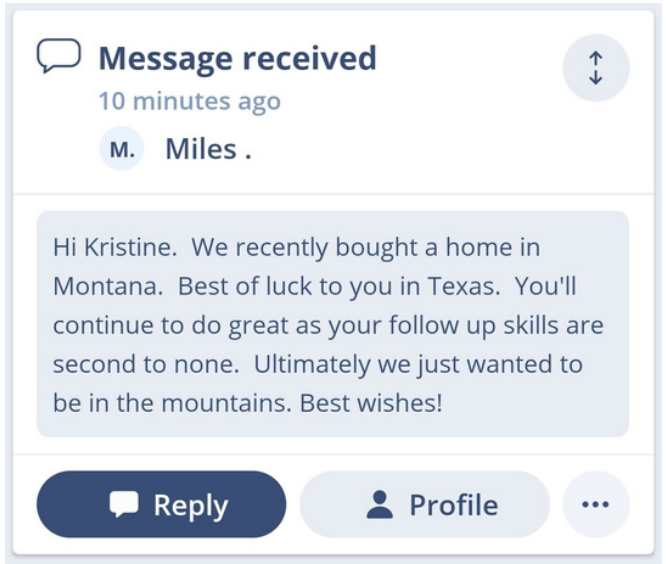
 **Amber Hudson** We are sooo excited to call this place our home!!! Thank you **Kirstine Openshaw** with **Openshaw realty** and **Devon Reyes** for making our dream come true!!!



**Kirstine Openshaw** **Amber Hudson** I can't wait to come over once all this calms down and see you make it your own!!  
Like · 2w

**Amber Hudson** **Kirstine Openshaw** I think all the fun stuff we are gonna do, the vision of this being our home is really taking hold!!! We are excited to have y'all over!!!

 **Alyson McDonald**  
★★★★★ 1 week ago  
Kirstine is very professional, knowledgeable, responsive, and thinks outside the box as a problem solver.



★★★★★ 5.0 09/11/2018  
<http://www.zillow.com/profile/KirstineO/>  
Kirstine was super helpful and attentive to our needs and wants. She went above and beyond for us. She was really knowledgeable in the areas we were looking. We would definitely recommend her to ...



# WHAT OUR CLIENTS HAVE SAID ABOUT US...

★★★★★ Highly likely to recommend

09/27/2020 - preskoolsu

Sold a home in 2018 in East Little York - Homestead, Houston, TX 77016.

Local knowledge: ★★★★★  
Process expertise: ★★★★★  
Responsiveness: ★★★★★  
Negotiation skills: ★★★★★

Kirstine helped us sell a house on a very short notice and in coordination with buying another house in another city. She encouraged us through multiple offers and used skillful negotiations to get us the best deal, to work out the contingencies and to have a good closing date that matched the closing date on the house in the other city. [Less](#) ^

★★★★★ Highly likely to recommend

09/12/2018 - user37511519

Showed home in 2017 in Weatherford, TX.

Local knowledge: ★★★★★  
Process expertise: ★★★★★  
Responsiveness: ★★★★★  
Negotiation skills: ★★★★★

Kirstine was super helpful and attentive to our needs and wants. She went above and beyond for us. She was really knowledgeable in the areas we were looking. We would definitely recommend her to everyone!


Highly likely to recommend | 5.0 ★

12/14/2020 - tannergraham304


Consulted me on buying or selling a home in Harmony, Weatherford, TX 76087.

★★★★★ Local knowledge  
★★★★★ Process expertise  
★★★★★ Responsiveness  
★★★★★ Negotiation skills


Kirstine is hands down one of the best agents in the state of Texas! She works relentlessly for her clients and goes over and above to make sure you're engaged and comfortable throughout the home buying process. Highly recommend Kirstine (and Clive) for any home buying needs or listing needs. If I could give her more than 5 stars I would in a heartbeat!

 Sandy Capehart  
November 6, 2020 · 🌐

Anyone looking to buy a house Kirstine Openshaw and Tanner Graham are who you need to use!! They are amazing and go above and beyond to get you into your home!

  You, Tanner Graham, Pamela Renae and 8 others 2 Comments

 Love  Comment  Share

 Pamela Renae  
I agree. These two are a powerhouse team. So grateful for them and all their hard work.   
Love · Reply · 34w 

Check out our "Guide to Buyer Representation" in Texas for answers to FAQ similar to these below...



**What happens if I DON'T have agency representation**

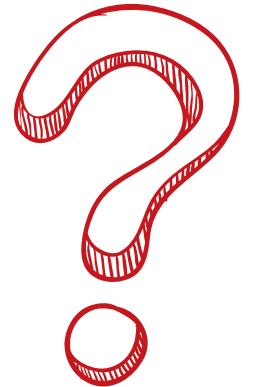


**What is the difference of a customer vs a client?**

**What is buyer representation?**

You're entitled to THE BEST.

You're paying for an agent when Buying a Home...it's wrapped into the Price...



**Without an agreement where does the fiduciary duty fall?**

**What is an agent's fiduciary duty?**



# Contact Us



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