



**COLDWELL BANKER
REALTY**

Background Tidbits – Dave Ledwig, Associate Broker

Cell/text: 781-985-8750 Dave.Ledwig@CBRealty.com

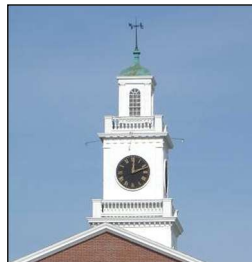
When Massachusetts first licensed real estate brokers, Dave's grt-grandfather Herbert was given license Number 1.



(Photo by Carleton Patriquin)

FIRST REALTY LICENSE—Herbert G. Perry, third from left, president, A. W. Perry, Inc., accepts first real estate broker's license from Atty. Joseph J. Mulhern, chairman of the Board of Registration of Real Estate Brokers and Salesmen. Twenty-three thousand licenses to sell real estate were mailed this week.

In 1983, Dave's grandmother married George Lowder of Arlington. He passed away in 2000 at the age of 90. George, his brothers Bill ("Lefty") and Charlie grew up in Arlington and were career teachers in the Arlington schools!



Dave earned a B.S. degree in Mechanical Engineering.

Married to Kavitha & they have 2 daughters Anna & Ella. They are Arlington homeowners.

For 7 years, Dave was an elected Arlington Town Meeting member.



Dave wins numerous national sales & quality service awards!



Dave enjoys Working with Internationals

Has had past Clients originally from these countries ...

Canada	Paraguay	India	China
USA	Ireland	Nepal	Japan
Dominican Republic	Scotland	Albania	Korea
Costa Rica	England	Iran	Taiwan
Peru	Denmark	Egypt	Thailand
Brazil	The Netherlands	Zimbabwe	Singapore
	Russia	Vietnam	Marshall Islands

Dave's mother grew up around here, but his father Don grew up in Lubbock, TX and from k-12 was a classmate of Buddy Holly.



Dave's father was in the Navy for 25 years then later was President & CEO of the Corporation for Public Broadcasting

Dave's grandfather Arthur was the President of the National Association of Realtors in 1962. Only 3 other Massachusetts Realtors have held this post.

Dave's great-uncle leaves a wonderful legacy fighting racism:

PRIEST, VIGOROUS FOE OF KKK, DIES

SAN ANTONIO, July 22.—(NC) —Archbishop Robert E. Lucey of San Antonio presided at a Solemn Mass of Requiem in the Cathedral of San Fernando here for the Rev. Francis J. Ledwig, Chaplain at the St. Francis home in this city. Father Ledwig, who died at the age of 58, was noted for his vigorous campaign to stamp out Ku Klux Klan activities in Texas in the early 1920's.

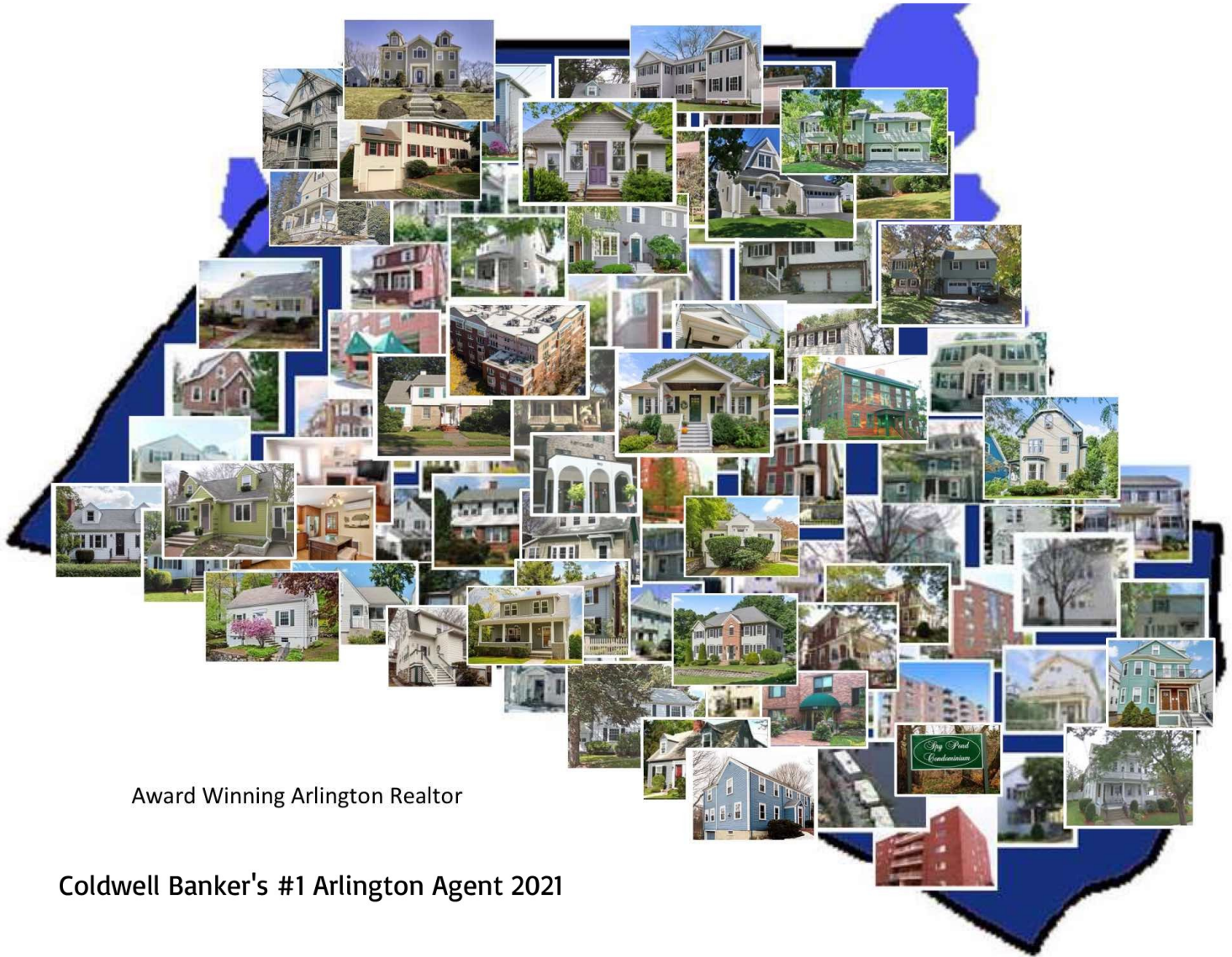
DAVE LEDWIG

Integrity - Personal Attention - Experience



COLDWELL BANKER
REALTY

Dave Ledwig's Past Arlington Sales



Award Winning Arlington Realtor

Coldwell Banker's #1 Arlington Agent 2021

Call, text or email Dave today!

DAVE LEDWIG Associate Broker

Cell/text: 781-985-8750 Email: Dave.Ledwig@CBRealty.com

Coldwell Banker Realty

Dave _____

1

Dave provides home selling advice & implementation. Including minor home enhancement, home organizing /staging if needed, brightening with additional floor lamps, etc. to better present & sell your home.

"This place must be expensive to heat, it is so cold in here. Is it insulated at all?" What does Dave do to avoid this?

2

Dave provides Professional Photography



3

Dave provides Professional Brochures



4

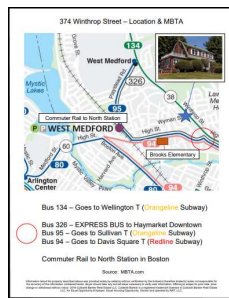
Dave provides Floorplans



**Dave provides
Area Information to Buyers**

5

**Map with transportation,
school and other local
information**



MTBA bus service not far away.
Does a buyer from out of town realize this?

**Coldwell Banker Residential Brokerage has the strongest
possible internet advertising of any real estate company in
Massachusetts**



Everyone will see your home when it is for sale with us!
We are local with a Global Reach!

**Coldwell Banker Residential Brokerage Ranks
Number One in New England Real Estate**

7

**Coldwell Banker Local, Regional, and Global
Marketing**

Coldwell Banker Residential Brokerage is New England's most
comprehensive real estate services organization!

8

**Buyers directed on
internet / sign to
Dave so expert
attention given to
inquiries.
Website:**



DAVE LEDWIG, Realtor / Associate Broker – (781) 985-8750 – Dave.Ledwig@CBRealty.com

**Dave will be the one doing Open Houses,
Broker Open House, communications, negotiations
with you/agents/buyers**
(not lower level or inexperienced agents.)**

- 9
- "I'm not sure, we will have to get back to you". Does this build confidence for buyers or doubt & frustration?

"They are selling because they bought a house in Wellesley?" Hmmm. So in a few weeks they will be extra motivated to accept a lower offer!

Dave will attend the home inspection

(Common practice for listing agents not to attend, very important to have your interests protected during inspections)


- 10
- Dave's background in engineering helps when you are
"actually" represented during the inspection process**

"The voltage is only 98 in all these outlets. You may have loose wires here, this could be a significant fire hazard."

What did Dave say in one sentence to remove any concern?

Dave will scrutinize the offers & mortgage pre-approvals advising you on which buyer to select


- 11
- Did the buyers state their income/assets or were actual W-2's/tax returns checked? Does it make a difference?

-
- 12
- 

Dave enables use of Electronic Signatures
Instead of a late evening meeting to sign an offer this can be done easily & electronically with Dave. If out of town this can be done by smartphone.

Experienced Negotiator with Integrity

- 13
- One offer was submitted slightly below asking price. Second agent asks Dave, "What does my buyer need to do to get the property?" What response by Dave lead to \$30,000 extra to the seller?

-
- 14
- 

Dave is a Notary Public
Can notarize a Power of Attorney & Deed so you don't need to attend the closing! Also, 6D's for condos.

**Dave will work hard to go above & beyond
in directing & educating the appraiser so your
home stays at the agreed upon price!**

15

"We want the price lowered \$25,000 to the appraised value or we are using
our mortgage contingency and backing out!" How did Dave save the seller
more than \$20,000 in this situation?

Award winning Realtor
Full-time for 20+ years

16



2022 - #1 Coldwell Banker Realty Agent in Arlington

TOTAL

16

** Unless unforeseen circumstances then an experienced agent would cover

Dave enjoys Working with Internationals

Has had past Clients originally from these countries ...

Canada	Ireland	Russia	China
USA	Scotland	Albania	Japan
Dominican Republic	England	Egypt	Korea
Costa Rica	Denmark	Zimbabwe	Taiwan
Peru	The Netherlands	Nepal	Thailand
Brazil		India	Vietnam
Paraguay		(Dave is an OCI thru wife)	Singapore
			Marshall Islands



Dave Ledwig
Associate Broker & Realtor®
781-985-8750



Kavitha Ledwig
Marketing Specialist

Call, text or email Dave today!

DAVE LEDWIG Associate Broker

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Coldwell Banker Realty

Seller Recommendations

"We are very glad that we decided to list with you [after our listing expired with another realtor]; the difference is very noticeable. We'd be happy to recommend you to anyone!"

- Fay C. **SOLD**

"Some people talk about people doing 110% but given my experiences Dave did 300%. I believe you will not find a more sincere, honorable, trustworthy, vigilant, and resourceful realtor anywhere!"

- Ted S. **SOLD**

"Thank you again for selling our house. You are a credit to the real estate profession. We will recommend you to one and all."

- Ellen S. **SOLD**

"Dave's infectious enthusiasm and sincerity affected others as well, including our ultimate buyers who had responded to one of his [other] listings, and made the sale an extremely positive experience for all involved."

- Kyu L. **SOLD**

"Both Joe and I are eternally grateful to you for your help in selling, fixing up, buying, moving, etc. We couldn't have done it without you, and, honestly, you have given me new respect for the work of the real estate agent."

- John D. **SOLD**

"We really benefited from your professional experience, attentiveness, and positive attitude and actions. Honestly, I can't imagine what we would have done without you!"

- Tom G. **SOLD**



Dave Ledwig
Associate Broker & Realtor®
781-985-8750
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Kavitha Ledwig
Team Member



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DAVE LEDWIG

Integrity - Personal Attention - Experience



Dave Ledwig – More Recommendations . . .

Highly likely to recommend ★★★★★

11/06/2020 - Chian J. - Sold a Single Family home in 2020 in Arlington, MA.

Dave was our listing agent, he helped us sell our house very quickly with a strong price. We were very fortunate to have Dave. Dave is very professional and kind. He works really hard, very hands on with attention to details. He has a deep understanding of the market, does thorough preparation of the property, and prices it properly. often went above and beyond to help us in all aspects of moving process as well. Dave's outstanding successes are the fruits of his hard work, we witnessed him sell our neighbor's house very successfully, he then outperformed our high expectations. We have no doubt he'll make his future clients happy again and again. Highly recommend Dave to all!

Highly likely to recommend ★★★★★

04/15/2020 - Miquel H. - Sold a Single Family home in 2020 in Arlington, MA.

Recommend him 200%! We bought our house with him 12 years ago and sold it with him and both times were thrilled with the results. He not only knows Arlington and its dynamics extremely well but he is a master at the subtleties and nuances required to make a good deal great. He also goes the extra mile every time with all the details of staging, pictures, repairs, presentation etc and helps coordinate all of this himself with his vast network of contacts. He has seen it all before and is very creative in finding solutions to unexpected issues.

Highly likely to recommend ★★★★★

10/03/2019 - Shailesh Gupta - Sold a Single Family home in 2019 in Lexington, MA.

I would like to thank you Dave for all your help during the selling process. You were very patient in explaining whole process as we were the first- time home seller. You were also very helpful in making sure that house is ready and prepped for the photos and Open house. All the photographs were very bright and came out great. You also helped us in several house related small items which came in sellers home inspection - which would have cost me a few thousand dollars (paint on several walls and doors, touch ups for nails, removing leaves from roof gutters, redirecting gutter water so it does not leak in basement and garage, fixing cracks in the wall, pressure wash and help clean mold on the roof and many more things to list hear). For the bigger task like replacing the whole electric panel - you had the best and economical certified contractor. And finally, you helped us sell house in less than 2 weeks. Our closing cannot be smoother than what we had and there was no stress during this whole process. Once again, thank you for all your help during the selling of my house. I highly recommend you to all my friends.

Highly likely to recommend ★★★★★

07/20/2019 - Howell Yee - Sold a Single Family home in 2019 in Bedford, MA.

David provided unbelievable level of service. David could have easily offered comments or barked critiques but he did not. David rolled up his sleeves to help us get our home on the market. He painted a wall for us, sealed cracks in our concrete, packed boxes, planted flowers, etc. etc. the list goes on. Some items came up during the inspection, David took the punch-list and took care of things. Throughout the process David was professional, exceptionally helpful, served with a smile and

offered good jokes to help lighten the mood. If our plans take us back to the Boston or Greater Boston Area we will definitely enlist David's services again.

Highly likely to recommend ★★★★★

06/04/2018 - Nancy Kelly - Sold a Single Family home in 2018 in Arlington, MA.

I highly recommend Dave when buying or selling a house, especially in Arlington MA. Dave has years of experience in the ever-changing housing market and is familiar with the uniqueness of Arlington's many neighborhoods. He knows the history and culture of the town and is personally involved in the community. I followed his suggestions to prepare the home for selling and he personally spent many hours painting, helping with clean up and floors. The listing price was right on and we got multiple offers the same week. Dave took care of every detail from start to finish and made this a stress-free process. In the end, the perfect sale is when the buyer and seller are both satisfied and I thank Dave for making that happen.

Highly likely to recommend ★★★★★

05/30/2018 - Yufang R. - Sold a Single Family home in 2018 in Arlington, MA.

Dave is such a great realtor! He not only has the best knowledge about the market and trend, but also is super helpful and responsive. He helped us fix many things in the house. He prepared the most professional brochure. He staged our house to make it very attractive. He made the whole selling process very smooth. We were truly lucky to have Dave as our agent!

Highly likely to recommend ★★★★★

06/12/2017 - Dick Pooley - Sold a Single Family home in 2017 in Arlington, MA.

The sale of our home could not have gone any better. Open house weekend was mobbed. The marketing handout and website info. was 1st class. Dave's knowledge of the local market was right on in terms of pricing and length of time from listing to passing papers.

Highly likely to recommend ★★★★★

08/14/2016 - Carla Fontaine - Sold a Single Family home in 2016 in Arlington, MA.

Dave was an incredibly hard working, knowledgeable, and thoughtful partner with us as we sold our home in Arlington. We met Dave when he was selling a home on our street and when we visited that open house it was clear Dave was a serious Real Estate Professional - the print materials were high quality and appealing, the home was staged perfectly, he had a deep knowledge of the home and the area, and he was friendly and professional with all who visited. When we invited Dave to look at our home as we considered selling, he brought a thorough study of comparable homes, trends over time, the real results of his sales over the past five years, and lots of background information on making our home appealing to buyers. We decided to go with Dave to represent us to sell our house - and are we glad we did! Dave was honest about the cosmetic changes that were needed to make our house attractive to buyers, nothing major, just clear out the clutter, spackle and paint, clean and shine. He not only told us what needed to be done, he actually rolled up his sleeves and helped us on several evenings with some of these tasks. Never, ever have I heard of a Real Estate Professional who was so invested in supporting and helping a client. As the house went to market his communication was very clear, his assessment of the offers was sound and thorough, and he handled large and small tasks that needed to get done to keep things moving forward. All our hard work paid off, as the house sold in days and for above asking. I don't believe this would have moved as fast or sold for what it sold for without Dave's guidance and assistance. He was, in a simple phrase, a dream realtor - the one you hope you'll work with when you're selling your home. He exists, and his name is Dave Ledwig

Highly likely to recommend ★★★★★

04/10/2020 - Kun Z. - Bought a Townhouse home in 2020 in Watertown, MA.

Dave is the best and only realtor you need for your house purchase. He is dedicated, responsible and

professional and we are so glad we have been working together to find our dream house.

Highly likely to recommend ★★★★★

06/21/2018 - Kris W. - Sold a home in 2018 in Arlington Heights, Arlington, MA 02476.

Dave has a thorough knowledge of the local real-estate landscape and was very helpful to is in setting a price, preparing for the sale, and working through the logistics of offers and a sale. He was recommended to us by neighbors and also by some close friends in the area, and we'd second the recommendation.

Highly likely to recommend ★★★★★

06/17/2018 - Iain Clark - Bought a home in 2018 in Belmont, MA 02478.

We really enjoyed working with Dave. He had our best interest at heart, was knowledgeable about old homes, and was very responsive. We never felt pressure to buy, but when we were ready he helped us put in a strong offer.

Highly likely to recommend ★★★★★

10/02/2017 - Lori W. - Sold a Condo home in 2017 in Lexington, MA.

Dave was outstanding. I run the risk of sounding like this is a made-up review (commercial) by expressing my experience and reactions. Dave is very knowledgeable, researches everything, chases all the nits to be sure I was fully informed and the process would go smoothy. However he is 100% honest, priced my property very reasonably and fairly and continually informed me of any negatives. Beyond that, he invested himself totally in insuring my property was the most desirable and in good repair as possible; throughout the process, he extended himself as though it was his personal property that was on the market rather than mine. He is a gem as a professional and a wonderful person.

Highly likely to recommend ★★★★★

06/12/2017 - Priscilla Hong - Bought a Condo home in 2017 in Somerville, MA.

Dave Ledwig was highly recommended by one of our good friends when we decided to buy a condo in Boston. Dave is a very knowledgeable realtor. He is hardworking, organized and very patient. Throughout our home search, Dave showed and taught us what to look for such as building structure, neighborhood, and the bureaucracy involved with the property. We couldn't be happier with our new place. Thank you so much Dave. You have our deepest gratitude.

Highly likely to recommend ★★★★★

11/17/2011 - Devin A. - Bought a home in 2007 in Arlington Heights, Arlington, MA 02476.

Totally honest, candid, great to assess properties because he comes from an engineering background. Dave is a pleasure to work with and we will definitely work with him again!

Highly likely to recommend ★★★★★

10/28/2011 - Katya Heldwein - Bought a home in 2011 in Belmont, MA 02478.

Hearing that we started looking for a house last fall, a coworker told me: I have a real estate agent for you. That real estate agent was Dave Ledwig. Words cannot convey just how fortunate we are to have worked with Dave. Simply put, he is everything you would want in a real estate agent, and absolutely more than you would expect. Dave is very knowledgeable about the local markets, knowing the level of traffic, if people use the street as a cut-through (this was important to us in our search), potential for flooding or water in the basement, etc. Dave is also extremely patient with clients...and their kids. We know this because we were going to open houses with a very active 3-year-old boy. Dave was part agent and part baby sitter on some occasions, but went through it all with a professional attitude, a genuine smile, and unwavering honesty. Dave is incredibly knowledgeable about all

aspects of the real estate business and earned our total trust. We never felt like he was pushing us in one direction or another or holding anything back. Working with him was a genuine pleasure. We miss going to the open houses with him. He is also incredibly efficient and totally committed to his clients. With Dave's help, we bought a single-family house earlier this summer, and just love it. It's a perfect house for our family, on a quiet street, with a nice backyard, and in a great neighborhood. We would not be living in this house now if it weren't for Dave. He has our undying gratitude. If we ever decide to sell this house (which we hope won't happen for another 25 years), we will only go with him. Katya and Kurt Heldwein

Highly likely to recommend ★★★★★

10/23/2011 - Jeff Roth - Sold a Single Single Family home in 2009 in Arlington and bought in Belmont, MA. *Excellent agent, and extremely hard working. Dave will go the extra miles to serve you. Dave worked with us in both selling and buying homes Great tips, and wonderful marketing and photography skills. Dave knows the region, and he is continually working on your behalf. Once you work with Dave, you will have a significantly higher standard for what a real-estate agent can do for you!!!*

Highly likely to recommend ★★★★★

10/21/2011 - Kathryn E. - Bought and sold a home in 2009 in Arlington Heights, Arlington, MA *Dave is by far the best real estate agent I have ever worked with - even better than my highest expectations. He is professional, always available when you need him, extremely knowledgeable, honest, an expert negotiator, and a very nice person. Dave helped my husband and I sell our home in 2009. It sold on the very first day it was listed - for over the asking price! Credit goes to Dave for walking us through the house and helping us arrange it so it show well. He even lent us 3 of his own lamps. Dave also helped us buy our new home. I don't know how he did it, but we ended up buying the house for the exact amount we told him we could afford -- which was \$85,000 less than the original asking price. In our book, Dave almost walks on water!*

Highly likely to recommend ★★★★★

10/20/2011 - Kurt M. - Bought a Single Family home in 2011 in Arlington, MA. *Dave was excellent. We researched houses for a long time (8 months) and Dave never pushed us into anything, and never got impatient. He had a very mature approach to the house-buying process and was always accessible, day and night. His knowledge about the Boston area was very impressive. He also knows a lot of people and has a lot of connections. He always seemed to be a step ahead. He found us our dream house and our closing went very smoothly. Will definitely contact Dave for our next purchase.*

Highly likely to recommend ★★★★★

10/20/2011 - Nirmal Nepal - Bought a Single Family home in 2010 in Arlington, MA. *Dave worked with me and my wife for over a year to find the perfect home in Arlington Heights. He has a lot of patients and he is not pushy at all He knows the neighborhood and he is very knowledgeable. He can identify problems with the house based on when it was constructed. We looked over 10 houses and found the right one. Very happy!!*

Call, text or email Dave today!

DAVE LEDWIG Associate Broker

20+ Years Award Winning Arlington Realtor Cell/Text: 781-985-8750 Dave.Ledwig@CBRealty.com