

SELLER SERVICES PROPOSAL



COLDWELL BANKER
LEGACY



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Why should you hire us?

- We will show you ways to enhance your property in order to get top dollar for it.
- We have a pricing strategy that will net you the most money.
- We will give you maximum exposure in today's highly competitive marketplace.
- We will help you negotiate the best contract to meet your needs.
- We will successfully manage your transaction from "Just Listed" to "Sold and Closed."



About the Q&A Real Estate Team...

Stefani and Randy have been in the real estate business in the Albuquerque Area for over 25 years. They have worked on many aspects of the business, from Sales Manager, Marketing Specialist, Agent Trainer/Recruiter, Qualifying Broker (Stefani), Buyer Agent, Relocation Team, and so much more. Together they have formed the Q&A Real Estate team and have become one of the Top Producing teams in their office. Together they are a perfect team with all the skills necessary to help make every real estate transaction successful, stress-free, and most of all pleasant. They know that buying and selling a home is a big decision. They put their client's best interest first always. They closed over 40 transactions in 2016 with a volume of over 6 million in production. They rank in the top 15 percent of Realtors in the greater Albuquerque area. They are full-time Realtors who specialize in all types of real estate transactions. From investments to retirement homes, short sales to foreclosures, they have you covered. But mostly they are family helping families find the perfect place to call home. Let them guide you today.

About Randy & Stefani...

Randy is truly a native New Mexican as he has spent most of his adult life in the Albuquerque area however was born and raised in southern New Mexico, Las Cruces to be exact. Having lived in many places up and down our beautiful Rio Grande Valley, he has a unique feel for the area with friends, family, clients both past and present and many professional contacts among those he keeps in frequent contact with. Before his successful career in Real Estate, he was a Locomotive Engineer for the Burlington Northern Santa Fe Railroad for thirteen years, spending most of that time in and around Albuquerque. Randy has three daughters. He enjoys High School football games, music, traveling and spending time with his family.

Stefani was the 2013 President of the local chapter of the Women's Council of Realtors here in Albuquerque. She has been in the real estate business for over 25 years and has spent most of her career in Management, Recruiting and Training other agents in the field. She is a lifelong resident of Albuquerque, graduating from Sandia High School in 1991. She is the marketing, social media and technology expert for the team. Stefani has two children, a son and a daughter. We are very involved in basketball.



The Q & A Real Estate Team

505.550.6380 (Stefani)

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Each Office Independently Owned and Operated.

We will work hard to get your home sold!

Once we list your home for sale:

1. Placement in a state-of-the-art real estate listing database, making your home available to every Realtor in New Mexico as well as neighboring cities.
2. Put a Coldwell Banker Legacy sign in your yard and lock box on your home. We will take professional pictures and upload them accordingly.
3. Prospecting for buyers for your home, lead follow up and networking with other agents.
4. A sign rider with "text for more info" rider in an effort to capture all interested buyers in today's high tech world. They can text a number and have access to all listing information as well as property photos/flyers of your home. We can then capture their number and follow up with them to see if they have any interest in viewing the property in person.
5. A full color flyer placed in the home with photos and information for potential buyer.
6. Full color "Just Listed" Postcards that introduces your home to the neighborhood.
7. Provide a high quality virtual tour for people to view your home from all over the world.
8. Strategic online marketing on multiple websites including ColdwellBankerLegacy.com, Realtor.com, and dozens of other sites such as YouTube, Homes.com, Zillow.com, Trulia.com, Google.com, facebook, twitter, and of course our local MLS site SWMLS.com. See list on next page of where your listing can be found.
9. Realtor tour/Open House, if necessary. If we need to gather more feedback from agents if there have been no showings over a period of time. Open houses do not "Sell" a home. However, we would be willing to hold an open house depending on the location and price of the home.

What You Can Expect:

1. Monday phone call or email to keep the lines of communication open
2. Results-oriented real estate selling system
3. A full time dedicated husband/wife team making your experience the best it can be
4. Successful, hard working agents with over 25 years combined experience and a proven track record. We will always listen to you and your needs and will cater our services what you expect and what your current needs are.
5. Always know that we are working hard to get your home sold.

Market Updates:

- Updates sent to you periodically informing you of the present status of market activity—in particular, what is selling and for how much, as well as any new listings which may be competition for you.
- Feedback reports given to you weekly from your home's showings, letting you know exactly what the agents and buyers are saying. This allows us to make educated decisions on any changes necessary to make your home more saleable such a price reduction etc.
- Personal contact made by Randy or Stefani to inform you of anything pertinent to selling your home, to check your supply of marketing materials, and set appointments for showings.

Bill and Cyndy Hardesty say...

“We highly recommend the Albuquerque NM Q&A Real Estate team of Randy Arnn and Stefani Quintana. Based on the recommendation of our Los Alamos realtor, we contacted them when we listed our Los Alamos houses with plans to relocate to Albuquerque. When our Los Alamos properties sold quickly (one in 3 days and the other in 3 weeks) we needed to purchase our Albuquerque home right away (with 2 large dogs renting wasn't a good transition option for us). Randy and Stefani showed us properties right away all over the city. This was no easy task because Cyndy was looking for a rural setting like Corrales; while, I wanted to be in an urban area like the Knob Hill/University area. Randy and Stefani were very helpful with us as we narrowed down our criteria and neighborhood. As natives to Albuquerque, they really knew the neighborhoods! They found us a perfect beautiful home that met both our needs.

Randi and Stefani could not have been more patient with my obsessive personality. They always promptly answered all my calls (day and evenings) addressing even the smallest of my concerns (no easy task as anyone who knows me can attest). When our lender required 45 days for closing, they arranged a lease with the seller so we could move in before closing. It was great not to have to take on a short term lease or live in a hotel with dogs! They scheduled all the inspections and repairs, provided all the required documents to our lender, and handled all the logistics with the seller's agents and the title company. I never appreciated how much realtors do for their clients until my very happy experience with Remax both in Los Alamos and Albuquerque.

Thank you very much Randy and Stefani!!!!”

Let us guide you and your family through the process during one of life's most important transitions: moving from home to an independent living, assisted living or a retirement community.

Testimonials



"During a very stressful time when both of our parents were in assisted living facilities unable to care for themselves, and when all the children were out of state, we hired Stefani Quintana to help our parents sell their house, get it ready for showing and assist in organizing an auction for the sale of their household goods. And she did a fantastic job with respect to all of these matters. Her communication was excellent and her efforts were always exceptionally timely and professional. But her assistance went well beyond her contractual duties. She was continuously and voluntarily taking on numerous other duties to assist us because there were so many things that were almost impossible for us to do from a thousand miles away. My parents considered her a Godsend and I could not recommend her more highly. We could not have been happier with her service, her diligence, her results and maybe most importantly her exceptional caring and kindness. If you find yourself in a similar situation, I could not imagine a better choice" - Richard G.



"...I was referred to Stefani Quintana with Coldwell Banker Legacy and owner of Loving Transitions. In review of her website, I knew that she was exactly what I needed and I made a quick call. She visited me at my mom's house within a few days of my phone call. This visit was not about selling my mom's house. Stefani made sure that my needs were met during a very stressful, heart wrenching time where I needed to find a way to pay for my mom's new home which is costly. I remember vividly she told me "I've got this, I'm bringing in the Cavalry." She wasn't kidding. Through their network base we were able to host an estate sale, sell her home in a reliable, safe, and timely manner. All of this was conducted within a three-month period just in time so that I would not have to pay her next month's rent out of my personal savings. The home repairs and inspections were performed within a timely, professional manner without breaking the bank." - Cathy Ballard



"When Hanna and I first contemplated selling our house we were overcome with dread at the thought of the size and complexity of the task. Downsizing, estate sale, repairs, house sale and attendant paperwork were daunting. Good fortune led us to Loving Transitions and to you. What a change in our circumstances. You took over the responsibilities and together with your professional contacts the entire operation became a pleasant experience. Everything, and I mean "everything" was excellently taken care of. The whole sale and move was actually a calm and pleasant experience. We cannot thank you enough for your expert help and careful considerate treatment of us. Stefani you were a pleasure to deal with and I would recommend you to anyone selling their home enthusiastically. Thank you warmly again." - Lawrence L.