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## **BUYING ESTATE PROPERTIES**

When choosing agents to sell a high-end property, it's crucial to select agents who are familiar, comfortable and experienced in dealing with this sophisticated market and with sophisticated clients.

### **KNOWLEDGE**

Since 1988 we have been consulting the highest echelons in the Orange County real estate market. We've had numerous high-end sales in every area of South County. Working with estate buyers and sellers, sharing our extensive knowledge and experience we always have a vast mental inventory of homes currently on the market. We are able to share our knowledge of comparable and not comparable properties in terms of style, value and pricing. We also know whether the homes need work, so the buyers and sellers clearly understand the value of the property compared to what else is currently available or has sold. We know the past and present inventory history of homes sold to share with the seller so they understand area trends and value.

### **SKILL**

We have years of experience and have seasoned negotiating skills that we use to protect you, position you, and compromise without compromising you. We have extensive experience in handling objections and difficult situations. Additionally we have a solid reputation in the brokerage community of integrity, trust and fairness at all times.

### **SPECIALIZATION**

The number of real estate agents and brokers who deal in this highly specialized market on a regular basis is very small; additionally, many listings and sales take place outside of the established "system" and are not advertised or listed in the regional MLS. Whenever an agent has one of these "pocket listings," they share the information with only a handful of agents who they think may have potential buyers. We are invariably the people they call and we constantly share listing information. Being a member of this inner circle is invaluable; it not only provides numerous strong sales leads, but also provides real knowledge about this highly specialized market that's simply not available from any other source. As a result of having relationships with every top-producing agent from Santa Barbara to San Diego, and having access to the most up-to-date information on unpublicized

sales, we have absolutely unparalleled knowledge of all the major markets in the Orange County.

**SERVICE**

We are discrete, detail oriented, skilled, courteous and competent. On our clients' behalf we have consulted with attorneys, tax advisors, private bankers and other advisors. Buying Estate Properties When choosing agents to sell a high-end property, it's crucial to select agents who are familiar, comfortable and experienced in dealing with this sophisticated market and with sophisticated clients.