

Social Proof / Client Reviews

★★★★★ Highly likely to recommend

Process expertise: ★★★★★

Responsiveness: ★★★★★

Negotiation skills: ★★★★★



Our listing was out of the norm. We wanted our privacy and did not want to have an open house or a sign posted on the property. She agreed with the terms and we are grateful that she took the listing.

It was an architect build home and the buyers needed to understand that. Natalie did her research and did a great bio page. The pictures taken by the team made justice to our home. The marketing was outstanding as the appointments were being booked back to back. Our home sold within 10 days of listing and to date it is the highest priced home sold in the neighborhood.

Her job did not end after the sale. She took the time answer all questions and made sure that we were satisfied with the transaction.



Natalie was super helpful and knowledgeable when I was looking for a place. She was always responsive and quick to return texts, emails, and phone calls. She was able to negotiate a great purchase for me and even found me a wonderful tenant for my investment. She went out of her way to show me properties I was interested in and was in tune with what I was looking for which is hard to find in an agent. I would highly recommend Natalie and I look forward to working with her again!!!



Natalie has just been wonderful! Her years of experience and knowledge of the market is amazing! I met Natalie through Zillow and she built a lasting relationship going above beyond to help me get into the home I really wanted. The level of professionalism Natalie displayed made my buying experience so much more easier. She showed me a few different properties but my girlfriend and I had our heart set on one that we didn't even imagine we could get. But Natalie got it done!

Personally experiencing Natalie's professional service, I recommend her to all my mortgage applicants, and each and everyone of them have been thrilled with her.

Natalie is someone I would trust my own grandmother too!

90% of Our Business Comes From
Referrals and Word of Mouth
and we wear it as our badge of honor.

(818)294-9322
www.GreenRockRES.com



SALES & MARKETING PROPOSAL

BY NATALIE & MARTIN

Prepared
For: _____



If your property is listed with another brokerage this is not intended as a solicitation for that listing.

Getting From Uncertainty to Celebration

Knowledge, Experience, Dedication & Results

Initial Meeting

- + Understand Your Objectives + Expectations
- + Address Concerns + Questions + Anything that keeps you awake
- + Learn about the specific details of your home
- + Set a customized plan for you and the sale of your property

Price & Selling Timeline

- + Go Over Comparables = Sold + Cancelled + Active.
- + Set Pricing Strategy + Final Ideal Price
- + Discuss Net Sheet + Expenses + Total Seller Proceeds
- + "On The Market" to "Closing Day" & "Beyond" Benchmarks

Preparations To Go To Market

- + Differentiation Strategy / Ideal First Impression
- + Highlight + Prepare Best Property Features
- + Declutter + Redesign + Stage
- + Professional Photography + Video Tour
- + Documentation = Disclosures + Title Reports + Inspections.

Marketing Plan Execution

- + Multiple Listing Service entry (MLS) + Notify Client Database
- + Property Website + Google + Zillow + Trulia + Realtor + Others
- + Networking + Community Outreach Plan
- + Broker's Open + Mega Open Houses + Email Blast
- + Yard Signage + Print Advertising Distribution
- + Social Media Advertising (e.g. Facebook, Instagram, Twitter, etc)

Offer Review, Negotiation & Deal Structure

- + Review submitted offers & interested buyers qualifications
- + Dual Agency discussions & disclaimers
- + Multiple offers / Picking the best one
- + Prepare acceptance documents and/or counter offers
- + Cross-Qualify buyers with a preferred lender

Escrow, Ancillary Services & Special Negotiations

- + Discuss timelines
- + Contract management
- + Aligning services (Title, escrow, inspectors, buyer's agent)
- + Negotiations (Repair items) & Special requests
- + Removal of contingencies

Closing Day

- + Delivering house to new owners
- + Collect closing documents + SELLER PROCEEDS.

WE CELEBRATE !!!

We are a family owned brokerage, obsessed with results, and managed by a husband and wife team, comprised of a master marketer / sales professional, and an a broker / attorney* specialized in real estate & business matters



THE SALES GURU

**NATALIE
FELDMAN**

(818)294-9322

CalBRE Lic. # 01817788

A battle tested marketing guru and a sales wizard. Entered real estate sales over 10 years ago and has seen it and experienced it all. Patience is her virtue but also drives a tough negotiating bargain. Mother of two, animal lover and real estate obsessed. Little known facts, she is fluent in Spanish and a salsa dancer.



THE BROKER &
ATTORNEY

**O. MARTIN
QUIROZ, ESQ.**

(818)357-1237

CalBRE Lic. # 01809286

Attorney* by trade and real estate broker by nature. With over 10 years of experience, knows the ins and outs of the real estate & mortgage industries. Experienced at getting great results in tough negotiations. Father of two, family driven and obsessed with results. Little known facts, he is a soccer coach and a Classic Mini Cooper enthusiast.

+Our resources, knowledge, experience and grit at your service.

www.GreenRockRES.com