

# SOLD!

## Mark Hein



“Navigating the Market with  
Confidence and Care”

real

Real Broker LLC

# MEMBER OF BOTH THE NWMLS & SPOKANE MLS

- Residential/single family
- Multi-family and investment
- Waterfront
- Farm/ranch
- Raw Land
- Off market deals
- Power of attorney
- Senior sellers
- Remote sellers

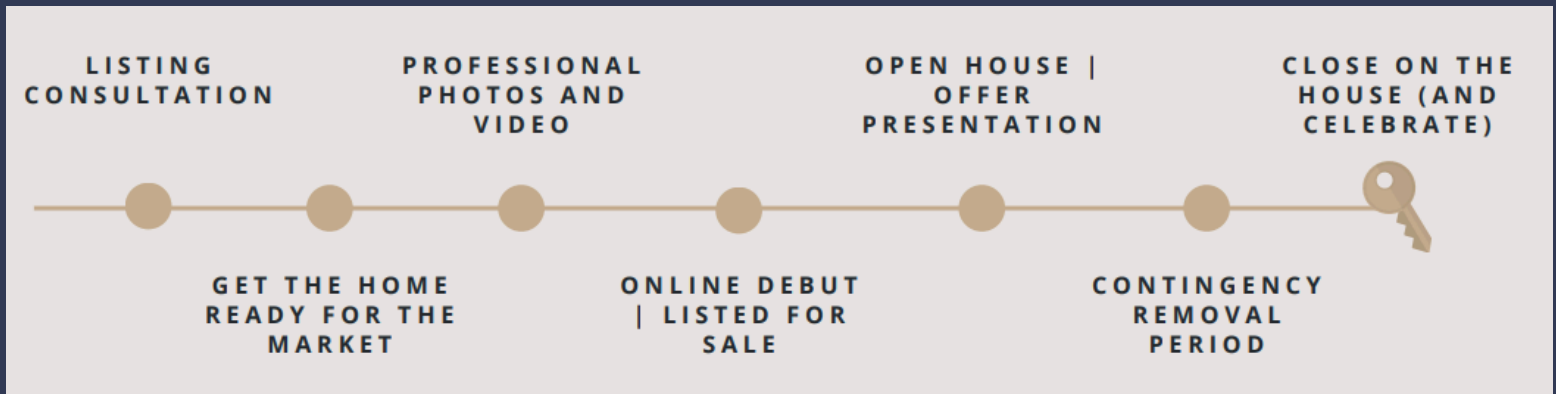


**MARK IS ALSO A SENIORS REAL ESTATE SPECIALIST, AS AWARDED BY NATIONAL ASSOCIATION OF REALTORS**



# SELLING PROCESS

Selling a home can be stressful—but it doesn't have to be! With smart marketing, strategic pricing, smooth paperwork, skilled negotiation, and clear communication, we'll make SOLD simple!



# LISTING CONSULTATION

Let's talk:

- Goals for this sale
- Favorite features of this home
- Known issues
- Considerations for showings
- Timeline for moving
- Plans for purchasing another home

I will come with:

- A detailed marketing strategy
- List of services you can expect
- Comparative marketing analysis





# MARKETING PLAN FOR YOUR HOME

- List on both SMLS & NWMLS services
- Professional photos with walk through reel, Zillow 3D tour, interactive floor plan
- Property website
- Well-researched “Day 1” price to come on market strong
- Have sellers update Zillow, Redfin information for home
- “Zip your flier” service to all local area agents
- Zillow, Redfin, Trulia, Realtor.com
- Flier with QR code shared to all my CRM contacts
- Opening weekend open house
- Just listed flier for neighbors, walk the neighborhood
- Shareable links, posts for social media

# PROFESSIONAL PHOTOS

## Leave a great first impression

- Homes listed with professional photos sell 32% faster
- Average ROI for professional photos is over 800%
- My vendors have proven themselves in the industry
- The cost of photography is free to you and part of My marketing package



# OUR COMPANY

- Modern, national real estate brokerage
- Fast growing, tech-forward company
- Thousands of agents in the U.S.
- Powerful CRM tool for reverse prospecting, social media, digital marketing



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# COMMON CLIENT Q&A

- What is my home worth? This is a great question and I will bring well-researched market data to our meeting
- How long will it take to sell my home? I will share data on “days on market”, which is influenced largely by price, condition, and location.
- What is your commission? Real estate commissions are negotiable. I typically represent clients for 3% of sales price but we can talk about your circumstances.
- What is the length of our contract? I typically sign contracts to represent my clients for 4-6 months. You have my guarantee that, if at any time, you are unsatisfied we can agree to cancel.
- How will you communicate? I will ask you specifically how often, and in what form (text, call, email) you desire communication. You will receive at least weekly updates.

# WHAT MY CLIENTS ARE SAYING

Client testimonial: Mark made selling our house so much easier! We were on a tight timeline and moving out of state. Mark worked closely with us to help make sure the house was ready to list. He responded quickly and professionally to communications. I knew that he truly had our best interest in mind and did everything he could to make the process go smoothly. I was so grateful for his help and expertise!!

M.W.

Client testimonial: "Mark was very pleasant and easy to work with. He sold my house in less than 10 days and helped me move. He went above what I expected from a Real estate agent." A.F.

Client testimonial: "Mark came highly recommended, and I'm so glad I went with him. I was overwhelmed at the prospect of selling my parents' home. I was doing it out of state and with Power of Attorney, and the house needed a lot of work to be ready to list. But Mark made the project completely manageable. He was able to develop a plan and lay out an ambitious but necessary timeline. He recommended an efficient contractor who took care of most of the work, and, as a full-service agent, he was able to do what the contractor couldn't. In fact, he went above and beyond to do everything necessary to get the highest price possible for the house. Then he hired a fantastic photographer who took stunning photos. Once we had an offer, he walked me through my options. Throughout the months we worked together, Mark was professional, respectful, and kind." S.K.

# LET'S TALK

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