

# HOW WE WILL COME TOGETHER

AN INTRODUCTION TO OUR PATH FORWARD





# ABOUT WILLOW MANOR

[home@willowmanorlv.com](mailto:home@willowmanorlv.com)

[willowmanorgroup.com](http://willowmanorgroup.com)



Willow Manor is the first residential real estate group of its kind. Its managing partners, Zach WalkerLieb and Mike McNamara, have blended together the strength of tradition and the power of the emerging digital world to create an incredible system to guide you through each step of the real estate process while providing you luxury-level service and achieving your personal goals and desires.

We observe tradition by offering a superior level of service with a strict loyalty to the Realtor code of ethics. We embrace the evolution of the industry by offering customized marketing plans tailored to the specific needs of our clients and their homes. Willow Manor recognizes the importance of new methods of marketing and has created a digital marketing company to ensure your home receives state-of-the-art exposure with superior results.

Willow Manor is a force in the residential real estate industry. We pride ourselves on being leaders in the marketplace and in our community. We pave the way for others to follow. Our network expands locally, nationally, and internationally thereby ensuring our clients are leveraging the most resourceful group of professionals available. Because we are at the forefront of industry knowledge, we are able to adapt to changing market conditions and the needs of our clients with exceptional speed.

Las Vegas is our home and real estate is our passion. We are raising our families here and firmly believe as we help create a wonderful home environment for you, our client, we are also creating a better city and community for our families to enjoy.



# OUR GOALS FOR THE MEETING

1

Create a clear understanding of the current market and your home's current value.

2

Develop a marketing strategy specific to your home.

3

Agree to work together.

## THE RESULT OF OUR MEETING

To ease your burden during the process of selling your home while getting you the most money possible. We will come to an understanding of what you need and the price your home deserves in this market.

# TIMELINE FOR SELLING YOUR HOME

- LISTING CONTRACT SIGNED
- MARKETING BEGINS
- OFFER ACCEPTED
- ESCROW OPENED
- CONTINGENCIES FULFILLED
- FINAL UNDERWRITING
- SEND CLOSING DISCLOSURES
- SELLER SIGNS CLOSING DOCS
- RELEASE TO RECORD

# MEET OUR TEAM



ZACH WALKERLIEB  
MANAGING PARTNER



MIKE MCNAMARA  
MANAGING PARTNER



BLAKE GUINN  
REALTOR



NANCY CONTRERAS  
REALTOR



NICK HOFFMAN  
REALTOR



CIRA FASO  
EXECUTIVE ASSISTANT



LAURA POLSTER  
DIRECTOR OF OPS



KIMI FLANERY  
TC

# PRE-LISTING QUESTIONNAIRE

BUYERS ARE LOOKING TO FALL IN LOVE WITH A HOME, AND WE CAN HELP THEM FALL IN LOVE WITH YOURS. WE JUST NEED A LITTLE HELP FROM YOU!

1. Tell us your story. What was this home for you?
2. What features do you love most?
3. What do you like about the neighborhood?
4. Do you have a favorite restaurant nearby?
5. Are there any issues you need me to coordinate repairs for?
6. Have you made any recent renovations? If so, what were the costs? (Do you have the receipts?)
7. Does your home have an HOA? If so, what is included and what are your dues?
8. What are the average utility bills like for the summer? For the winter?

# 15 QUESTIONS TO ASK YOUR REALTOR

1. How long have you been an active, full-time Realtor? How long in my neighborhood?
2. What was your educational and professional background before entering real estate?
3. Where do you rank in the real estate industry?
4. How strong is your name recognition in the market place?
5. How many homes have you listed in the past six months? The past year?
6. How many homes have you sold in the past six months? The past year?
7. What are your average days on market for your listings?
8. What is your sales to list price ratio?
9. What is your average price per square foot?
10. What is your pricing/marketing philosophy?
11. What is your advertising and marketing plan for my house?
12. What complimentary services do you offer?
13. Do you have someone to help me prepare my house to get it ready to be sold?
14. How long must I list my house with you?
15. What makes you different than other real estate agents?