**Before Listing Your House**

1. Completely fill out the Seller Disclosure and Data Form
2. Find your survey, floor plan and Green/Energy Efficient Addendum (attached to appraisal) and any written inspections dated within the last 4 years
3. Fill out the T-47 form then sign in front of a notary
4. Call your bank or look at a statement for a balance on your mortgage.

**Are You Ready to Stage?**

87% of buyers look online for homes before driving to the neighborhood. The first impression is paramount. Create curb appeal:

1. Front door has been washed or freshly painted and/or stained.
2. Front porch and walls have been swept and is free of dirt, webs and insects and nests.
3. Front porch has 2 chairs and bright colored pillows plus a center table.
4. Dead plants and weeds have been removed from yard.
5. Lawn is green and freshly mowed and edged.
6. Flower beds have fresh flowers and mulch and existing bushes trimmed and shaped.
7. Trees have been pruned of all suckers and a nice canopy has been created.
8. Brushes are neatly trimmed and shaped.
9. All hoses are neatly stored, toys, clutter etc. has been stored neatly in the garage.

A buyer will decide within the first 8 seconds of walking into your house if they will buy your house.

1. Make sure there is a nice clean scent by using a softly scented plug in
2. All surfaces are cleaned and free of clutter
3. All items that are not being used are packed away
4. All furniture you are not keeping has been sold or donated
5. Rooms are painted or touched up and damaged sheetrock repaired
6. Floors do not have any clutter
7. Shampoo all carpets and mop all hard floors
8. All closest have been cleaned out and organized
9. All baseboards, A/C vents, floors, window sills, light switches, exterior cabinets doors and room doors are cleaned
10. All bathrooms have been thoroughly scrubbed to include shower walls, window sills, towel racks, cabinet doors, baseboards, lime build up on glass doors and around sink faucets.
11. Remove old, discolored bath and shower caulking and replace with fresh new caulking
12. HVAC has been serviced and new filters installed. All vents have been washed and look white again.
13. Windows have been cleaned inside and out
14. Make sure all toilet lids are always closed
15. Schedule appointment with me to view house before staging.

Do your research. Does your REALTOR have online raving reviews? What marketing will they do to actively sell your house? How many homes do they close each year? What are their average days on the market? Do they regularly get multiple offers on their listings? On average, my listings have multiple offers and are under contract the first week on the market and close within 33 days.

**My Background:**

* Close 27 homes a year.
* A dedicated professional giving my clients the one on one attention they deserve.
* Diverse background in real estate with over 20 years of experience in multiple facets of the real estate industry.
* Received Real Estate License in 2007.

**Specialized Education:**

* Generational Selling Plus
* The Real Estate Professionals Guide to Real Estate Staging
* Real Estate Negotiation in Todays' Market
* Hero’s Welcome Home
* Personal Power Defines Personal Performance
* Marketing-Sellers/Listing Agent
* Psychology of Marketing
* Styles of Architecture
* Styles of Design

**Designations/Certifications**:

* Preferred REALTOR® with the Texas Land Board
* Member of Institute for Luxury Home Marketing
* Member Luxury International
* Texas Affordable Housing Specialist (TAHS).
* Certified Home Marketing Specialist (CHMS).
* Short Sale and Foreclosure Resource (SFR).
* Certified Military Residential Specialist (CMRS)

**National/Regional Awards & Recognition:**

* Texas Monthly Magazine 5 Star Real Estate Agent Award 2011, 2012, 2013, 2014, 2015, 2016 ***(Top 7% of agents in San Antonio for customer service****)*
* Agent Machine’s elite real estate network/Top Agent ***(Sells six times more homes than the typical agent)***
* Early qualifier for the Platinum Top 50: 2012, 2013, 2014, 2015 ***(Top 500 agents in San Antonio)***

**Keller Williams Heritage Awards:**

* KWH Bronze Production Award 2012
* KWH Silver Production Award 2013
* KWH top 20 out of over 500 agents in January 2013
* KWH top 10 out of over 500 agents in November 2013
* KWH Silver Production Award 2014, 2015
* KWH top 7 out of over 600 agents in August 2014
* KWH Rock Star Award 2015, 2016
* KWH Spirit Award 2015
* KWH top 8% out of 480 agents March 2016
* KWH top 2% out of 750 agents in April 2016
* KWH High Achievers Club 2016
* KWH #24 out of 800 agents in closed contracts

Martha Valiquette, an agent of Portfolio Keller Williams has been a REALTOR**®** since 2007 and works with both sellers and buyers.

As a listing agent, Martha Valiquette knows how to create a perceived value that will put her clients home above the competition and entice multiple offers and an urgency to buy. As a strong negotiator, Martha has vast knowledge of the subject matter being negotiated, great listening skills, integrity, patience and the ability to arrange or settle a discussion by mutual agreement.

Buyers can feel at ease with Martha Valiquette guiding them through each step of the buying process. She starts from the beginning with providing complimentary pre-approvals referring clients to expert lenders that have 20 plus years’ experience, listening to the client’s needs and wants and will find the perfect home in the ideal neighborhood at a price that fits their budget.

Increasing the perceived value of your home by offering benefits that other agents do not offer; providing one on one precedence for each and every client no matter if buying or selling; a seasoned REALTOR® who puts your needs before her own; works full time in the industry and creates “Raving Fans”, confidentiality, integrity and availability are a few of the many benefits you will receive when hiring Martha as your REALTOR®.

**Reviews:**

 Martha is a very professional REALTOR® and has an extensive knowledge of the resources needed to execute a turnkey experience for her clients in the real estate market place. She has a warm and charming personality which adds to her overall ability to provide her customers with a sincere feeling of confidence that she will go the extra mile to see that their expectations are met in a timely fashion. She is a very dedicated individual, and when given the opportunity, will work hard to bring a sale to closing with the least amount of effort for the client. If someone is serious about buying or selling their property, they will not go wrong by contracting with Martha! V. Aaron

As our listing agent and home staging expert, Martha took care of every detail. Our home sold quickly and for the ideal price. We have used Martha to buy and sell properties 3 times since we have known her. I would highly recommend using Martha Valiquette to sell or buy your next home. M. McDaniel

For More information and client reviews, Google Martha Valiquette

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| LISTING PRICE TO SOLD PRICE RATIO |  |  |  |  |  |  |  |  |  |
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| **Status** | **Close Date** | **Street Name** | **DOM** | **List Price** | **Sold Price** | **Sold:List** | **List Agent** |
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| SLD | 6/24/2015 | Sandpiper Tree | 19 | $165,000.00 | $172,000.00 | 104% | Martha Valiquette |
| SLD | 11/6/2015 | Hollow Grove | 21 | $200,000.00 | $205,000.00 | 103% | Martha Valiquette |
| SLD | 3/29/2016 | Cedar Park | 21 | $165,000.00 | $167,000.00 | 101% | Martha Valiquette |
| SLD | 11/13/2009 | Hollow Trail | 94 | $189,000.00 | $191,400.00 | 101% | Martha Valiquette |
| SLD | 4/26/2016 | Cardinal Song | 60 | $195,000.00 | $197,000.00 | 101% | Martha Valiquette |
| SLD | 1/30/2013 | Ashmont | 12 | $249,900.00 | $253,000.00 | 101% | Martha Valiquette |
| SLD | 5/5/2016 | Cardinal Way | 52 | $180,000.00 | $180,000.00 | 100% | Martha Valiquette |
| SLD | 6/27/2014 | Fairlong Trail | 18 | $190,000.00 | $190,000.00 | 100% | Martha Valiquette |
| SLD | 9/6/2016 | Hubbard Hill | 38 | $220,000.00 | $220,000.00 | 100% | Martha Valiquette |
| SLD | 8/15/2014 | Wild Springs Dr | 33 | $297,500.00 | $297,500.00 | 100% | Martha Valiquette |
| SLD | 8/7/2015 | Trinity Bend | 57 | $299,900.00 | $299,500.00 | 100% | Martha Valiquette |
| SLD | 4/4/2016 | Pioneer Path | 107 | $305,000.00 | $305,000.00 | 100% | Martha Valiquette |
| SLD | 8/7/2015 | Trinity Bend | 28 | $310,000.00 | $310,000.00 | 100% | Martha Valiquette |
| SLD | 9/19/2014 | Palazzo Torre | 90 | $155,000.00 | $154,000.00 | 99% | Martha Valiquette |
| SLD | 1/29/2013 | Red Rock Xing | 65 | $180,000.00 | $179,000.00 | 99% | Martha Valiquette |
| SLD | 6/16/2016 | Adriana Maria | 23 | $190,000.00 | $188,000.00 | 99% | Martha Valiquette |
| SLD | 10/3/2016 | Cascade Mist | 45 | $270,000.00 | $266,000.00 | 99% | Martha Valiquette |
| SLD | 5/12/2011 | Fire Wheel | 332 | $224,900.00 | $220,000.00 | 98% | Martha Valiquette |
| SLD | 2/7/2014 | Cactus Circle | 32 | $525,000.00 | $515,000.00 | 98% | Martha Valiquette |
| SLD | 7/9/2008 | Crusader Bend | 80 | $239,900.00 | $233,000.00 | 97% | Martha Valiquette |
| SLD | 11/26/2013 | Deep Hollow Dr | 75 | $449,000.00 | $410,000.00 | 91% | Martha Valiquette |

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