

## HELPFUL REAL ESTATE WEB SITES

### Houston Area

*San Jac Real Estate*  
SanJacRealEstate.com.com

*Houston Assoc. of Realtors*  
HAR.com/indexc.htm

*Harris County Appraisal District*  
HCAD.org

### Texas

*Texas Assoc. of Realtors*  
TexasRealEstate.com

*Texas Real Estate Center*  
recenter.tamu.edu

### National

*National Assoc. of Realtors*  
Realtor.com

*Mortgage Rates*  
Mortgage101.com

*Home Warranty*  
homewarranty.firstam.com  
orhp.com  
bhwc.com

## San Jac Real Estate

**Why Choose Us? Honesty, Integrity,  
Professionalism, Quality Service**

Because we offer the lowest fees in the market to Sellers, Rebates to Buyers through Buyer's Agency, and innovative marketing tools such as Talking House® and Virtual Tours. We also use a professional showing service to schedule all of the showings on our listings. Centralized Showing Service Inc. is open 82 hours a week, 7 days a week to ensure that your home is shown when the buyers want to see it. We are a **FULL SERVICE AGENCY** and cooperate fully with other agents/agencies, which means we have over 15,000 Houston area agents assisting us with the sale of your home or finding you a new one. We are also fully licensed and insured. We are members of the La Porte - Bayshore Chamber of Commerce. Our homes are seen on national, regional, and local web sites by millions of homebuyers each day. We offer experience, low fees, internet and MLS™ exposure, and the personal attention you expect from a professional, family owned business. At San Jac Real Estate you and your home get our full attention. Many of our services are **FREE** to you, just ask!



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## SELLING A HOME

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(713) 894-9436 Office  
(281) 476-6533 Fax



**Dave Turnquist**  
Broker/Owner



[Dave@SanJacRealEstate.com](mailto:Dave@SanJacRealEstate.com)

## 20 Reasons to list your home with San Jac Real Estate

We offer the following services to our seller clients

1) MLS listings and internet listings on [Realtor.com](http://Realtor.com), [RealEstate.MSN.com](http://RealEstate.MSN.com), [Yahoo Real Estate](http://Yahoo Real Estate), [Homes.com](http://Homes.com), [Homeseekers.com](http://Homeseekers.com), [HAR.com](http://HAR.com), [SanJacRealEstate.com](http://SanJacRealEstate.com), [LaPorteTexas.Net](http://LaPorteTexas.Net) and many others. **MLS Sells Homes!!!!!!!!!!!!**

2) San Jac Real Estate yard sign for prospective buyers to call for information and appointments.

3) B/W or Full Color flyers inside the home give visitors something to take with them to remember your home

4) Comparable Market Analysis of neighborhood to see what your competition is

5) All forms and contracts required by Texas law

6) Supra, electronic lockbox for tracking showings/access and to ensure your safety

7) Appointment scheduling for showings/viewings with Centralized Showing Service Inc.

8) Unlimited phone/office consultations. Call us or email us anytime you have a question or concern.

9) Feedback from buyers and other agents on what they thought of your home sent via email, fax or phone

10) Open House – An agent will be in your home for 2-4 hours, place "open house" signs around the neighborhood and strategic locations to bring in traffic, advertise the open house on SanJacRealEstate.com, HAR.com and/or Realtor.com, advertise in the local newspaper and/or Houston Chronicle, provide drinks and/or snacks for visitors, and provide you with feedback about how the day went.

11) Realtor Open House – An agent will be in your home for 2 hours (11am-1pm) and serve lunch to local realtors. Your agent will send invitations via fax, email, and US mail to area agencies inviting them to the "free lunch". This is a great way to show off your home to area agents who will in turn remember it when they have buyers looking in the area

12) Newspaper Ads – Your agent will submit classified and/or display ads for your home in the local newspaper and/or the Houston Chronicle

13) Talking House Radio Transmitter – Your agent will provide a state of the art Talking House Radio Transmitter and install it in your home. This unit looks like a small VCR but actually transmits a pre-recorded commercial about your home over the AM radio frequency. Your agent will fine tune the frequency to work on your home (usually AM 1610) and will record a 2-3 minute message describing your home so that curious buyers can tune their car radio to the frequency and listen to the message. Buyers can then call your agent and set an appointment to see inside the home. The unit will remain in your home for the duration of the listing.

14) Virtual Tour – Your agent will arrange for Virtual Tour Photos to be taken in your home. The tour will provide an array of room pans ranging from 360° on down and will also include outside photos of the home. Prospective buyers can click on the tour when they view your listing on the MLS.

15) No long term contracts. We will list your home for at least 120 days, however you will have the right to terminate the listing at any time prior to the expiration date if you are not happy with our service. Note: No terminations after a contract to purchase the property has been signed and accepted by the seller.

16) Rebate - If you use your San Jac Real Estate agent to purchase your new home in conjunction with the sale of your current home you will receive a rebate from your agent based on the sales price of your new home.

17) Assistance with negotiations and counteroffers

18) Assistance finding services such as home repairs, movers, insurance, mortgage.

19) Review the final closing documents for accuracy and attend the closing with you as your agent.

20) We offer donation programs in association with the sale or purchase of your home through our Homes4Coogs program or the La Porte Education Foundation

## TOP 5 Ways that Buyers Find Homes FOR SALE

1. Drive around, see sign in yard
2. Internet, MLS Search
3. Go to real estate office for help
4. Newspaper
5. Friends/Family referrals

## Top 10 Things Sellers Expect From Their Listing Agent (No Specific Order)

1. Area/Neighborhood Knowledge
2. Accessibility/Availability
3. Honesty/Integrity
4. Puts Clients Needs First
5. Negotiating Skills
6. Marketing Ability
7. Expertise
8. Dependability
9. Tech Savvy
10. Scope of Services

Recently, homebuyers were asked to rank the following 10 criteria in order of importance as it applies to them in the home purchasing process. Here are the results of that survey.

- 1) Location of home being purchased
- 2) Price/Value of home being purchased
- 3) Condition of home being purchased
- 4) Interest rate and fees from mortgage company
- 5) School District of home being purchased
- 6) Taxes/Fees/Dues on home being purchased
- 7) Reputation/Experience of agent representing buyer
- 8) Rebates on the home being purchased
- 9) Shopping available in the area
- 10) Listing Agency/Agent recognition/reputation

*\*Our agents are licensed, trained professionals with a vast knowledge of selling homes. Your agent will provide you with a CMA (Comparative Market Analysis) of homes in your area. Based on the CMA your agent will evaluate your home and advise you on the best price to list the property. Please remember that you will never get \$ for \$ return on upgrades you have done to your home. Your agent is trained at adjusting home values based on upgrades and needed repairs as well as neighborhood trends.*

# SanJacRealEstate.com

**\*Not all services come with all plans.  
Consult your agent for details about which services come with each plan**