



### Why Nickolas Dalba Real Estate?

Dear Prospective Client,

As you make your decision, I just wanted to share with you the key metrics to use in comparing one agent to the other.

1. What is their average total sales volume as an individual, not a team? Mine is roughly \$10 million.
2. How many years have they been in the real estate business? I have been in the residential home sales and construction since 1989.
3. What specific advertising do they do specifically for your home? Print advertising, social media, MLS. I run print advertising in the Post specifically for your home. I run ads on Facebook, Instagram, Google Search, LinkedIn, Twitter, Zillow, Trulia and Realtor.com. Several other secondary social media platforms feed from the MLS as well.
4. Are they a broker? I am a real estate broker which takes a higher level of education and commitment to the business. Real Estate agents work under the guidance and management of a real estate broker.
5. Will they deal with you directly or push you off to a team member? You deal directly with me and I deal directly with your clients putting my experience to work where it matters most to you.
6. Do they hire a professional photographer? Do they use a drone? Do they do a video walk thru? We do it all.
7. Do they own their own company? Most likely not. Because I own my own business and am the broker for the business, I have the flexibility to do things others cannot to make deals happen.
8. Do they hold open houses? I believe open houses are an essential part of the marketing process as it enables me to be face to face with your potential buyer and engage them directly. By being able to demonstrate the property to a would be buyer, it increases the likelihood that they will purchase as well as provides valuable information if they have elected not to purchase.
9. What is their availability? With Nickolas Dalba Real Estate, I am available 7 days a week from 9am to 9pm.
10. Do they have additional members of their team? If so, who? Nickolas Dalba Real Estate has a professional photographer, a draftsman, a marketing department, a listing coordinator, accounting staff, mortgage lender and professional closing department to manage and insure all transactions are handled in the most professional manner and to your complete satisfaction.



11. How do they source buyers? We have several means. Primarily we advertise via print advertising and social media to originate buyers. We also derive buyers from our listings. Very often the people we sell houses for typically use our company to purchase a home as well. We market directly to brokerage firm(s) that have relocation contracts with top fortune 500 companies to make sure your home is in front of a relocation buyer. Lastly, the MLS and leveraging the agent community ensures your property is exposed to the broadest audience which should bring the highest price.
  
12. Lastly, what is their rate? At 6% total listing fee, we should be the most competitive when considering what is being provided and the credentials being brought to bear on your behalf by me and my company.

I hope this helps you as you try and make the best decision in who will be managing this transaction for you. Please don't hesitate to call me if you need clarification on any of the items above.

Warmest Regards,

*Nickolas A. Dalba Jr.*

Nickolas A. Dalba, Jr.

Broker/Owner

Nickolas Dalba Real Estate