

BUYER CONSULTATION





ABOUT YOU

How Does Someone Win or Lose With You?

WIN

- 1.
- 2.
- 3.
- 4.
- 5.

LOSE

- 1.
- 2.
- 3.
- 4.
- 5.

What are you looking for in an agent?

What do you feel you have the right to expect from me as your real estate consultant?

What do you feel I have the right to expect from you as my client?

What is currently motivating you to make this change?

Property used for: _____ Investment _____ Residence

How did you hear about us?



Keller Williams Southern Nevada
10424 S Eastern Av #200 Henderson, NV 89052
702-751-7071 | Email: Sales@PropertyMadeEasy.com
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ABOUT YOU

Best to purchase by?

Why is this timeframe best?

Where are you moving from?

Do you want a house in move-in condition or are you willing to do some work on it?

Why are you moving?

Do you have a preference for when the house was built?

How many in your household, including pets?

Describe your lifestyle. What do you enjoy doing at home? Do you do a lot of entertaining? How do you spend your time in the evenings and on the weekends?



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ABOUT YOU

What you NEED:

What you WANT:

Bedrooms

Bathrooms

Other rooms
(office, loft, second
family room)

Kitchen features
(nook, breakfast bar)

Finishes (counters,
flooring, appliances)

Single Story/2 Floors

Yard Size

Pool & Hot Tub

VIEWS

Garage Bays

Ideal Location

Proximity Needed to
Work/School/Etc

School Zones



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WHO WE ARE



Steve Bland, Steve Bland Group Leader Property Made Easy Owner

An International Gold Medalist and World Record-Holder who competed on the Australian trampoline and diving teams, Steve Bland enjoyed a 25 year career as a professional acrobat, 16 years with Cirque du Soleil's 'O' show at the Bellagio in Las Vegas. During this time he also created an extensive real estate investment portfolio. Today, with two decades of real estate investment knowledge built through personal experience, Steve has built a successful real estate team helping many hundreds of clients from 35 countries and 5 continents achieve their own personal and financial goals.



Sria Engh Property Made Easy Broker

After living overseas for several years teaching English, Sria returned to the US to enter corporate business management, purchase her first business, and spent several years actively selling real estate before opening and launching Property Made Easy with Steve.

The Steve Bland Group Team

We have a full-time Transaction Coordinator, a Renovation Manager, a Photographer, a 3D Crew, a Stager, and Buyer Agents who specialize in their respective areas to maximize results for our Clients!



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WHAT PEOPLE SAY

Check us out:

www.zillow.com/profile/stevebland/#reviews

I needed to sell my property fast and at a good price. From the very beginning you were always available, professional and kept me well informed all the way through. Thank you for being truly honest and sincere with me! Having you on my side was an advantage to me as I know there were a number of similar properties for sale in the same area. You are the ultimate professional. I have already recommended you to my friends and will continue to do so in the future.

-Igor

Steve has an excellent knowledge of the Las Vegas real estate market, and knows how to find the best value for his clients as a buyer or a seller. Steve helped me find an investment property to buy several years ago, and helped me find a seller for it this year for more than double what I paid for it! He's basically awesome!

-Colby

I've worked with Steve since 2008. He helped me purchase two homes as investments and he just recently helped me sell one of them with a great profit! Steve has been great to work with. He taught me a lot about real estate, always spending a lot of time with me, explaining the details, even though I was inexperienced. He was prompt at attending to anything that would arise, had good contacts and contractor connections, and always given me the best of advice. I'd recommend him to anyone!!!

-Christine

With Steve's guidance I was able to buy my first home. A spacious one story in a very nice area. Within a year he had found me a sound investment property that I recently purchased. He taught me a great deal about property investing and some of the strategies and angles that go along with it. After buying my investment property I had a lot of fun fixing it up. I couldn't be happier with my newly acquired assets and couldn't have done it without all his help. Thanks Steve!

-Andy



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This was the second time we called on Steve to assist with the purchase of a new home and once again, he came through BIG. Except this time, we were selling and buying at the same time. Our house went on the market for 4 days and is now under contract with a solid offer. We closed on our new purchase yesterday. Steve's knowledge of the market, city and future values really makes him stand out above anyone else I've seen. He doesn't just want to sell you a house. He wants to sell you the right house.

-Joe

Steve Blend helped us buy the house we were renting and did a wonderful job. If it wasn't for him, we probably would have had to move out. He informed both parties (us buyers and the seller) on the various possible investments and financial strategies and went out of his way to show us the different options. He wanted to make sure we were making a decision having all the facts in hand and that shows Steve's strong work ethic. His professionalism, expertise and high level of tact make him an excellent agent and financial adviser. We are forever grateful for everything he did for us and would recommend Steve to anyone in a heartbeat.

-Pauline

When we first spoke to Steve about looking for a new home, he told how excited he was to work with us to find exactly what we wanted. From our very first discussion Steve was able to pinpoint exactly what type of home we wanted, and then within just our first time looking, we found our perfect home. Steve was always straightforward and honest at every step of the way, from initial viewing to offer and acceptance, and I believe his experience and advice gave us the advantage we needed to get the home we wanted at a price we were thrilled with. We couldn't be happier and Steve truly helped us get there, with speed, support and expertise every step of the way.

-Jeremy



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QUALIFY TODAY



DANNY
ROZENBLUM



Danny Rozenblum is Production Manager for Bank of England's (ENG) mortgage department. As an FDIC insured bank, ENG eliminates the middle man, lending and funding their own loans. Additional advantages to working with ENG include:

- 1) ENG lends in all 50 states ~ A one-stop shop for all of your lending needs throughout the USA.
- 2) ENG allows up to 10 financed properties for qualified borrowers nationwide.
- 3) As a direct lender, ENG's interest rates are at or below our competitors.
- 4) ENG's process from application to funding is easy and keeps you informed along the way.

Danny will personally be your Mortgage Representative from beginning to end of the transaction and into the future. Danny does not pass you off to anyone and will always be available to you.

To start the loan application online:

<https://5476672615.secure-loancenter.com/EmployeeDetail.aspx?EmployeeID=33736&>

Or call/email:

720-279-8869

drozenblum@englending.com



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QUESTIONS TO ASK AN AGENT



How many homes did you sell in the last 5 years?

The Steve Bland Group has averaged over 100 homes each year the past 5 years.

Do you sell real estate full time or do you work another job?

Everyone on the Steve Bland Group team does this as their full time career.

How long have you been in business?

We average 7 years as full-time real estate agents. Long enough to have gone through three different markets.

Do you own your own home?

Steve owns 17 homes, including the home he lives in. Every agent on Steve's team owns at least their own home. Renters do not understand homeowner concerns.

How many investment properties do you have?

A full-time real estate agent spends their life surrounded by real estate. True professionals who know and understand the market have investment homes in their portfolio.

What is your Marketing Plan?

Homes do not sell themselves. An agent good at obtaining clients isn't automatically good at getting the maximum value for the client. Does an agent have a presentation such as the Steve Bland Group's explaining their method for getting their value from the home.

Do you have a team or do you work alone?

Working with a team means working with professionals specialized to their area of skill. One individual isn't good at everything.

Do you feature your listings on Zillow?

Featuring listings on Zillow costs money. But Zillow is the website used most by Internet Buyers.

Do you have a team or do you work alone?

Working with a team means working with professionals specialized to their area of skill. One individual isn't good at everything.



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FREQUENTLY ASKED QUESTIONS



How will you tell me about the newest homes available?

The MLS Website provides up-to-date information for every home on the market. We constantly check the New on Market list as we are constantly on the lookout for our clients. We get you this information right away in the way that is most convenient for you; by phone and/or email.

Will you inform me of homes from all real estate companies or only Keller Williams?

We keep you informed of all homes. Our goal is to help you find your dream home, which means we stay on top of every home that's available on the market.

Can you help me find new construction homes?

Yes, we work with most builders and get you the information you need to make a decision. On your first visit with the builder, we prefer to accompany you. If out 'window shopping' on your own, just give the home sales representative our card. By using our services with a new construction home purchase, you will receive the services we offer, as well as those provided by the builder, at no additional cost. We have sold many new build homes this year!

How does for sale by owner (FSBO) work?

Homeowners trying to sell their home without agent representation are usually doing so in the hopes of saving the commission. If you see a FSBO and want the advantages of our services, let us contact the owner for you and make an appointment. Most times the homeowner will work with an agent, even though their home is not listed, since the agent is introducing a potential buyer to their property.

Can we view the home again once an offer is made, but before possession?

We usually return a number of times throughout the transaction, including at the home inspection and pre-final walk-through. Immediately prior to closing, we also do the final walk-through of your new home.

Once my offer is accepted, what should I do?

Celebrate and focus on moving into your new home! You will want to schedule your move, pack items and notify businesses of your address change. We will provide you with a moving checklist to help you remember all the details. We will also give you a good faith estimate and closing disclosure, which will indicate the amount you will need to bring to closing.



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CLOSING

Week 1:

- We open escrow and help with depositing the earnest money.
- We schedule the inspection and the appraisal.
- We order your resale package from your new homeowners association, if applicable.
- We order a home warranty and anything else that is required per the contract.

Week 2:

- We share inspection results and appraisal results with you.
- If there are issues discovered in either report, we work with you to negotiate a positive resolution for everyone that protects your interests.

Week 3:

- We continue to work with you on the current loan status. At this point, we are only waiting on the loan to be able to close.
- We schedule for you to sign your closing package with escrow.

Week 4:

- We communicate with escrow and the lender, making sure they have everything they need as we progress to closing.
- We close and you own the home. Congratulations!!

Week 5:

- We provide you with a gift of appreciation for being able to help you.
- We see who else we can help of those closest to you. Your friends and family also need good professionals to work with, like us at the Steve Bland Group.

Week 6 and on:

- We keep your documents for you in long-term online storage that you can access at any time.
- We send you market updates and keep in touch with information useful for you.
- We consult you as needed on investment decisions with the interest of helping you achieve your greatest financial goals.



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FREE BOOK OFFER

Ask for a FREE copy of
Property Made Easy:
Seller's
Home Guide!
written by Steve

Property Made Easy: Seller's Guide



Steve Bland

20 Year Property Investor
3 Time World Record Holder
16 Year Cirque Du Soleil Acrobat



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