

Corey Chambers

HOME SELLING TEAM

VIP Seller Benefits Presentation

Let's Begin

Your Business Helps The Kids!

Your Business & Referrals Help the Kids! We are on a mission to raise \$25,000 for Children's Hospital Los Angeles.

We are committed to donating a portion of our income from real estate sales to this very worthy cause!

So YOUR HOME BUSINESS & REFERRALS REALLY DO HELP THE KIDS...

Not only will you benefit from our award winning service, since we donate a portion of our income from home sales to Children's Hospital, a very worthy cause benefits as well. Thank you!

- *Corey Chambers*



Consumer Programs

Home

Talking Ads

Buyer Profile
System

Internet

Reverse Offer
System

City-Wide Buyer
Agents Network

Talking House

Guaranteed Sale
Program

RBID

Your Home Will Sell



Fast



For Top Dollar



With the Least amount of Hassle



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You'll Receive Superior Results

- Our Unique Team System
- Our Exclusive and Innovative Consumer Programs
- Our Leading Edge Technology
- Our Specialized Knowledge

Warning & Shocking Fact!



79% of Homeowners
DO NOT GO BACK to
the same real estate agent
to do another transaction

*Based on National Association of Realtor Statistics

The Corey Chambers Home Selling Team System

Top 20 Reasons People May Not Go Back to their Agent

1. Poor Communication
2. Over-Promised, Under-Delivered
3. Promised a Selling Price Far From Reality
4. Promised Speed-Of-Sale Far From Reality
5. Were Less Experienced Than They Presented Themselves
6. Wasted A Lot Of Time Showing the Home To Unqualified Possible Buyers

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The Corey Chambers Home Selling Team System

Top 20 Reasons People May Not Go Back to their Agent

7. Left Out A Critical Detail
8. Lack of Professionalism
9. Hard to Get A Hold Of
10. Didn't Market My Home Properly
11. Never Showed My Home
12. Too Pushy
13. Didn't Help Stage My Home For Sale
14. Didn't Keep In Touch / No Feedback

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Top 20 Reasons People May Not Go Back to their Agent

- 15. Lack of Representation
- 16. Poor Negotiating Skills
- 17. Sold My Home For a Low Price
- 18. Too Busy
- 19. My Home Didn't Sell
- 20. Didn't Do Anything I Couldn't Have Done Myself

Our Most Recent Client Survey...

**...Shows that 96% of our
clients would come back to the
The Corey Chambers Home Selling Team**

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The ABC's Of Average Agents

Advertise Themselves

Bang A Sign On Your Lawn

Create An Ad For The Paper (and maybe run it)

Download Your Listing to MLS

Encourage Their Office To Show It

Figure They Might Try An Open House

Get On Their Knees and Pray It Will Sell

The Corey Chambers Home Selling Team System



How Most Agents Operate

Too much for anyone

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The Corey Chambers Home Selling Team System



It is The Preferred Way
of Serving Clients In
Most Other Fields of Business

The Team
Approach

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The Corey Chambers Home Selling Team System

You get a whole team of professionals working for you (versus a single agent)



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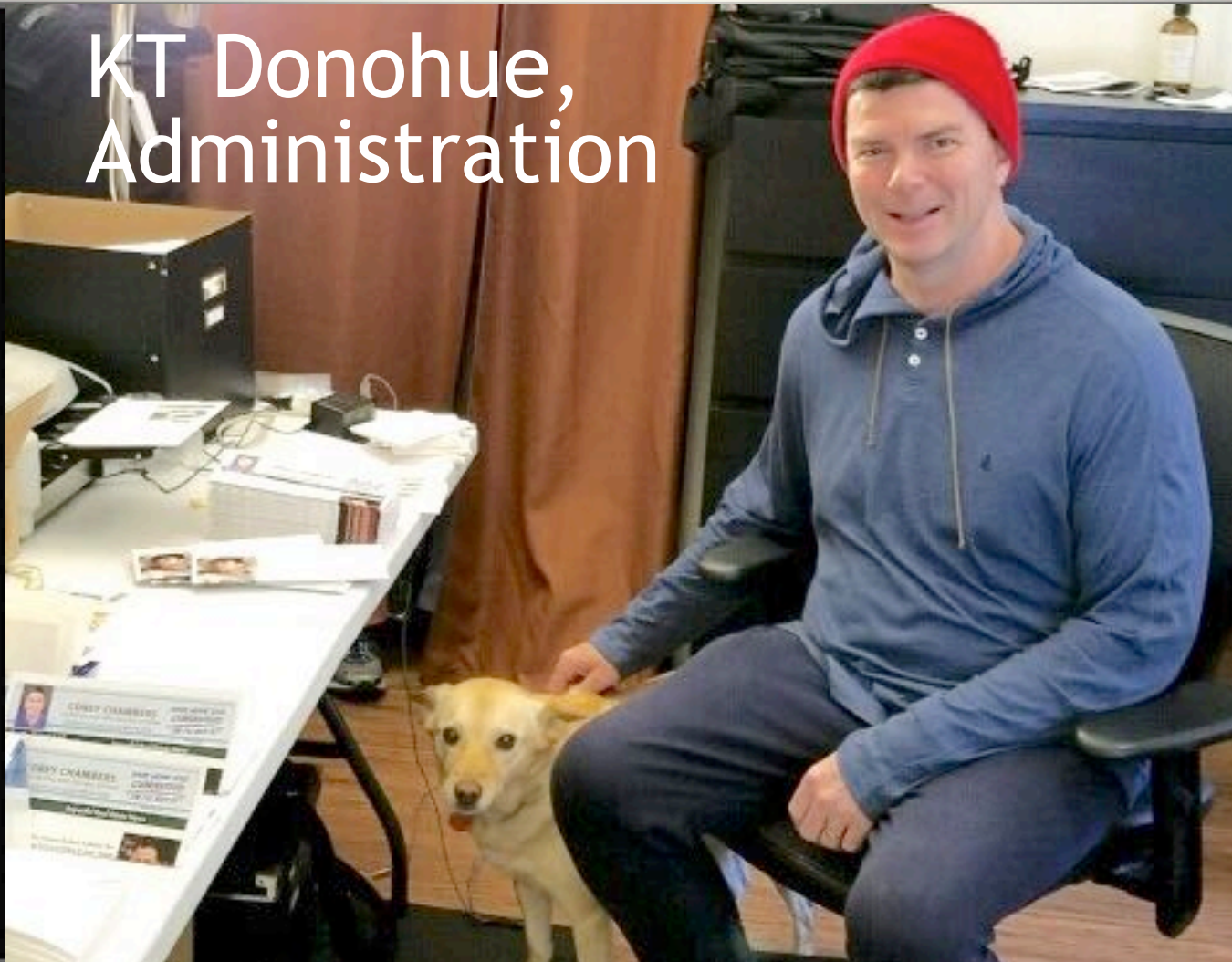
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The Corey Chambers Home Selling Team System

KT Donohue,
Administration



The Corey Chambers Home Selling Team System



Brittany Brimmer,
Marketing

**OPEN
LOFT**

Corey Chambers
213-478-0499

LALoftBlog.com

The Corey Chambers Home Selling Team System



Pam Engle, Transaction Coordinator and Scott Engle, Managing Broker

The Corey Chambers Home Selling Team System

Karen Chiu, Mortgage Lender



The Corey Chambers Home Selling Team System

Lauren Goldman, First American Title



The Corey Chambers Home Selling Team System

Craig Proctor, Real Estate Coach



The Corey Chambers Home Selling Team System



**WE NEVER RUN OUT
OF TIME FOR YOU**

**Because each of us is
separately responsible for
a specific process in the
selling of your home.**

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What Happens From Start to Sale

- 1) A custom advertising and marketing plan is prepared for your home.
- 2) That plan is fine-tuned by The Corey Chambers Home Selling Team
- 3) We will personally write or supervise all the ads, sales sheets, web site postings and other information about your home.
- 4) Aggressive marketing begins through multiple media channels and presentation of your home to our data base of buyers and networks.

**When the Corey Chambers
Home Selling Team
pulls the trigger on your
sale, they activate the
Marketing plan to get your
Home sold fast and for
top dollar.**

The Corey Chambers Home Selling Team System

WHEN YOU HIRE THE COREY CHAMBERS HOME SELLING TEAM

You Get a Team With Over 37 Years of Real Estate Experience and Over a 1000 Successful Transactions! Our average days on market is 25.9 days. That's 44% faster than the average agent!



COREY CHAMBERS
HOME BUYING AND SELLING SYSTEM
Call Corey and start packing (888) 240-2500

*YOUR HOME SOLD
GUARANTEED
OR I'LL BUY IT!**

*CONDITIONS APPLY

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The Corey Chambers Home Selling Team System

Our Innovative Consumer Programs and Exclusive Advertising Systems
Create More Demand For Your Home!



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24 HOUR TALKING ADS

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PROBLEM



“Getting information on Homes is lot of hassle. Either I’m chasing down the agent OR the agent’s hounding me!”

SOLUTION

1-800 Number

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SOLUTION

- Detailed information about your home is available to interested buyers 24 hours-a-day, 7 days-a-week.
- Because buyers don't have to speak to an agent we get 3 times as many calls!

Our Exclusive City-Wide Buyer Agents Network

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The Corey Chambers Home Selling Team System

- [Top Producing Agents](#) pay close attention to and like selling a home listed by The Corey Chambers Home Selling Team because they know every “i” has been dotted, every “t” crossed and that they and their buyer will have a smooth, fail-safe experience.
- [Maintain Close Working Relationships!](#)
Each member of The Corey Chambers Home Selling Team maintains close working relationships with different Realtors. Even our competitors welcome the opportunity of matching one of their buyers with one of our properties, as they can be confident everything will be handled professionally. They’ll spend less time on the transaction, and their buyer will be satisfied.
- [Entire Network Receives Information About Your Home](#)
When The Corey Chambers Home Selling Team “pulls the trigger” on your listing and everything is 100% “market ready,” hundreds of buyers searching for their next home receive information about your property.

The Corey Chambers Home Selling Team System

Our One-of-a-Kind Buyer Profile System



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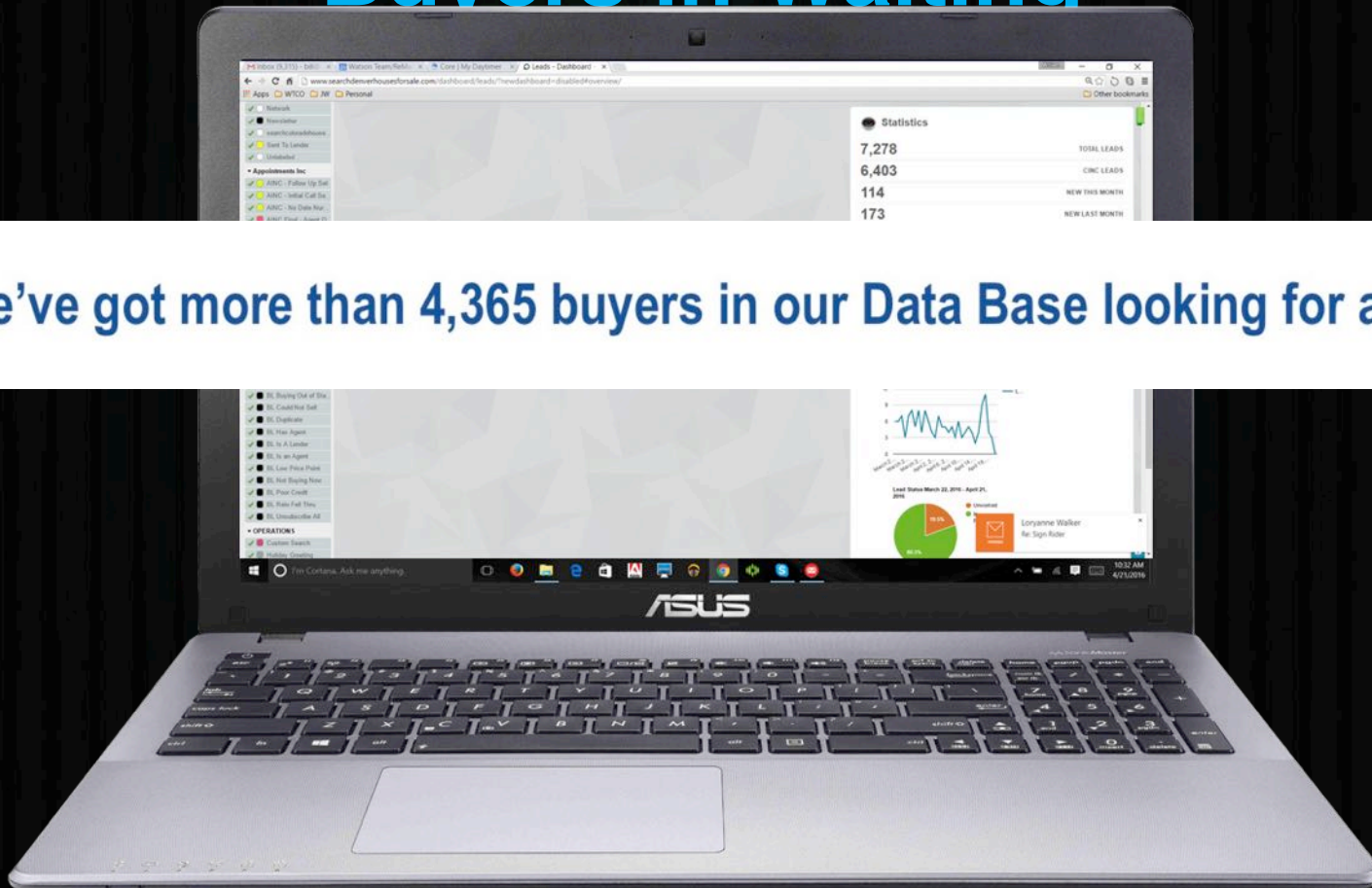
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The Corey Chambers Home Selling Team System

Buyers in Waiting

#4 We've got more than 4,365 buyers in our Data Base looking for a home.



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Benefits To Home Sellers

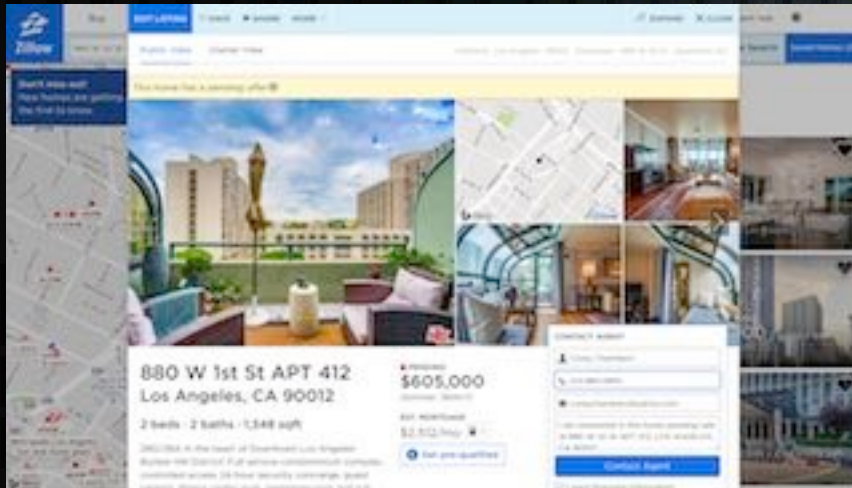
- Your home is exposed to group of highly pre-qualified and interested buyers.
- The mailings to our Buyer Prospects are very select and represent a powerful way of presenting your home to this attractive group.
- This service builds buyer loyalty, giving us a strong number of serious prospects to bring through your home.

INTERNET

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The Corey Chambers Home Selling Team System

Syndicated to over 550 websites



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The Corey Chambers Home Selling Team System

Since 90% of Buyers shop for homes online.

PHOTOGRAPHY IS MORE IMPORTANT THAN EVER.



AVERAGE AGENT PHOTO

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The Corey Chambers Home Selling Team System

HDR PHOTOGRAPHY



A PICTURE IS WORTH A THOUSAND WORDS

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The Corey Chambers Home Selling Team System

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HDR PHOTOGRAPHY



A PICTURE IS WORTH A THOUSAND WORDS

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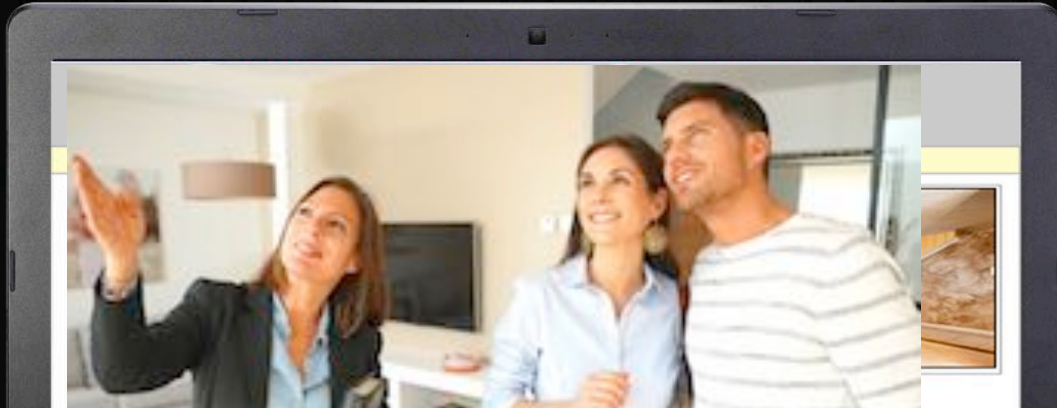
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The Corey Chambers Home Selling Team System



Corey Chambers Team and Trusted DTLA Agents

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Redefining the Traditional Open House

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The Corey Chambers Home Selling Team System



- The definition of a traditional open house is “*a place an agent goes and nobody else does*”. In most cases, no one benefits: the buyer feels pressured and the seller is inconvenienced. In fact, industry stats show that less than 1% of homes are sold as a result of an open house.
- So why do agents hold open houses? Sadly and simply, it is often done to pacify a seller’s request because of a lack of activity done by the agent.
- “*Open houses are such a hassle. Not only am I inconvenienced for an entire afternoon, but it’s rare that anyone shows up.*”

Open House Every Day

The Solution

We reinvented the traditional open house with both buyers' and sellers' needs in mind. Our Every Day Open House is a much more convenient efficient and productive method of attracting serious buyers to your home

Benefits to Home Sellers

- The Every Day Open House is by appointment.
- We've found that buyer prospects attending the Every Day Open House are better qualified because they have specifically chosen your home.

Benefits to Home Buyers

- This is a hassle-free and pressure free method of viewing homes.
- This is a quick way to get an overview of what homes and features are available in your price

Open House Every Day

“OPEN HOUSE EVERYDAY”

no obligation access

Call For Times

213-880-9910

Recorded Info - Talk to No Agent



COREY CHAMBERS
HOME BUYING AND SELLING SYSTEM
Call Corey and start packing (888) 240-2500

**YOUR HOME SOLD
GUARANTEED**
OR I'LL BUY IT!

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The Reverse Offer System

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The Corey Chambers Home Selling Team System

Serious Problem: Buyers have many options. Sellers are left merely **HOPING** a Buyer will make an offer on their home.

Our Solution: When a Buyer Prospect Previews Your Home and Does Not Make an Offer to Purchase, ***We Will Make Them an Offer.***

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Reverse Offer System

- Aggressive and Proactive System to generate Top of Mind Awareness of your home.
- Alerts Buyers of the possible deal they can get.
- Communicates to the Buyer how serious you are about selling and begin an open discussion about a win sale.

The Corey Chambers Home Selling Team System

**Guaranteed Sale and
Trade Up Program**

Real Estate Catch 22



Getting stuck with 2 homes...

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Real Estate Catch 22



Or none at all...

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**Buy This Home
I'll Buy Yours**

*Call for Conditions, Seller and Agent must agree on Price and Possession Date

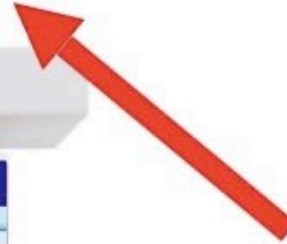


COREY CHAMBERS
HOME BUYING AND SELLING SYSTEM

CALL COREY AND START PACKING!

 **855-888-7855**

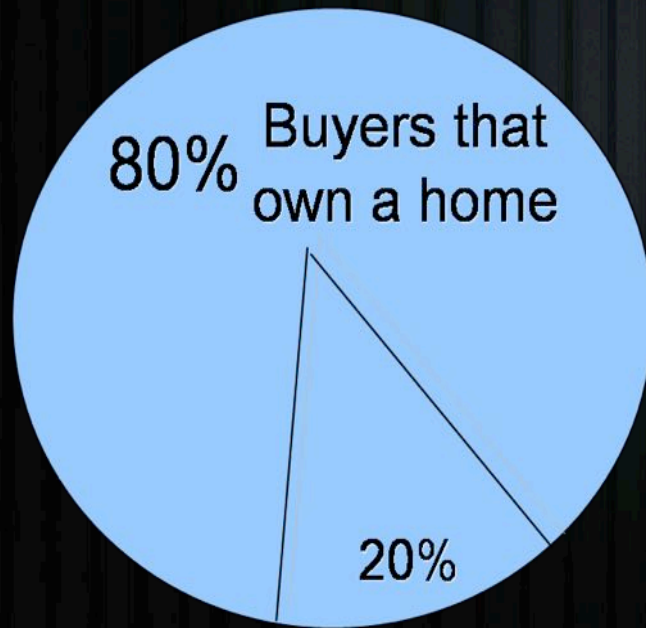
Open House Every Day
Call for Times



SOLUTION

The Corey Chambers Home Selling Team System

**80%+ of Buyers looking for a home need to
sell their home before they can buy**



We can attract
100%
of the buyers

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How YOU Benefit

- Your home will stand out and draw the attention of prospective buyers because it's easier to buy.
- You will get a **firm** offer from buyers (versus a conditional one) because we are willing to guarantee the sale of the buyer's home.

The Corey Chambers Home Selling Team System

- Talking Ads
- Talking House
- Buyer Profile System
- Leading Edge Internet Marketing
- Reverse Offer System
- Guaranteed Sale Program
and Others....

These Systems will Create More Demand for your Home, helping it to sell faster and for more money

Nobody Can Predict The Future...

Specialized Knowledge



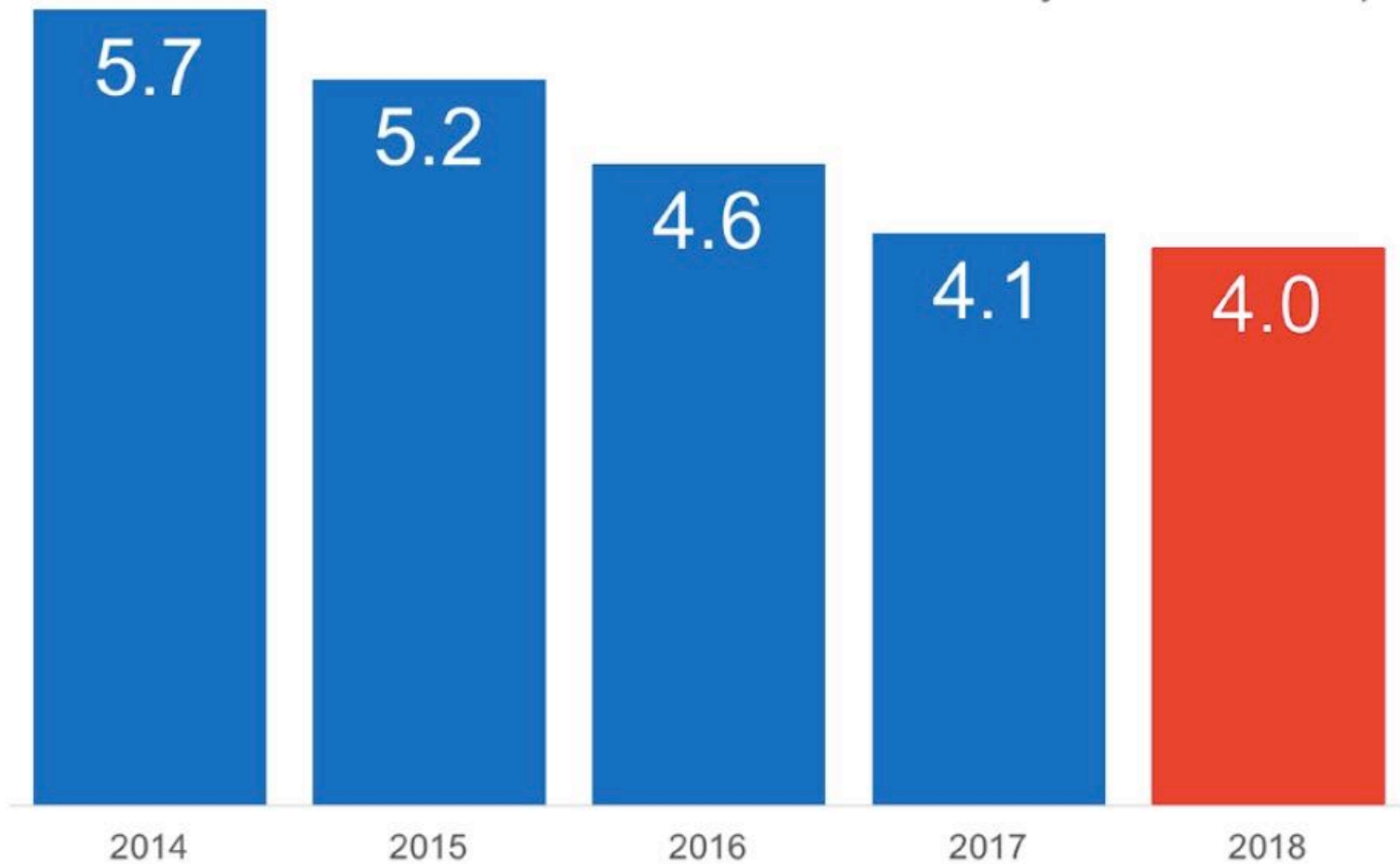
But by using statistics, we
can give you informed
advice on a range
of important questions

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The Corey Chambers Home Selling Team System

Available Housing Inventory

months inventory at the end of April



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STATISTICS



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*YOUR HOME SOLD
GUARANTEED
OR I'LL BUY IT!**

*CONDITIONS APPLY

“Only Realtors
who really know the
MARKET
can call themselves
PROFESSIONALS.”

- Corey Chambers

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The Corey Chambers Home Selling Team System

The 4 Big Reasons To Ask The Corey Chambers Home Selling Team To Sell Your Home

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The Corey Chambers Home Selling Team System

Corey Chambers
— HOME SELLING TEAM —

1. TOP DOLLAR

The Corey Chambers Home Selling Team will get you top dollar for your home.

**Our Commitment is to
Maximize Your Equity**

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1 We Sell Homes for More Money

#1 We'll Get You More Money

Chambers Team gets you 2.2% more of the asking price*



2. YOUR HOME WILL SELL FAST!

We will get your home sold fast.

That's not an empty promise or braggadocio. It is fact.
In hot markets or slow markets, in every part of town,
Our selling speed is well known.

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2 We Sell Homes Faster



3. YOUR HOME IS MORE LIKELY TO SELL WITH THE LEAST AMOUNT OF HASSLE

**We will get your home sold –
every “i” dotted, every “t” crossed –
with the least inconvenience to you.**

3 Your Home is More Likely To Sell



4. SAFE

With Our Track Record of Results
and our Buyer in Waiting Program
Your Home Is Much More Likely to
Sell and Sell For More Money in
Less Time.

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4 Our Database of Buyers in Waiting

#4 We've got more than 4,365 buyers in our Data Base looking for a home.

Our VIP Seller Professional Service Agreement Gives You 6 Seller Satisfaction Guarantees

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1. Communication Guarantee

You will be kept posted on the progress of the sale of your home with an update every week. Your phone calls will be returned by a qualified Team Member within 24 hours (one business day).

GUARANTEE

If we fail to update you weekly or fail to return your call within 24 hours, we will give you \$200 cash.*

*Conditions apply. Cash is given to Sellers upon the successful closing of their home. Sellers are eligible for up to \$3,000 per closing for Corey's team failing to perform under the terms of this agreement.

2. Honest Promises Guarantee

We are not going to wildly promise you the moon and stars to get your business. We will tell you what we can and will do, exactly how we operate, as well as what we will not do, up front, in clear language.

When we list your home, we will give you a detailed Professional Service Agreement in writing.

GUARANTEE

If at any time, we fail to honor that agreement, we will give you \$1,000 cash.*

*Some conditions apply.

3. Reality-Based Selling Price Range Guarantee

We get you top dollar. Our track record and statistics prove it. But we will never play the 'bait-n-switch' game of promising to get you a wholly unrealistic price just to get your listing, then wear you down with low ball offers. Unfortunately, this does go on in our business.

GUARANTEE

For every \$5,000 we sell your home for, below the agreed upon range, we will pay you \$500 cash (up to a maximum of \$3,000).

*Some conditions apply.

4. Reality-Based Timetable Guarantee

We implement a complete marketing program to sell your home. You know in advance what will occur step-by-step and will receive weekly marketing updates.

We also set a “target range” for the timing of the successful sale of your home. In many cases, we will sell your home faster.

GUARANTEE

If we fail to get you an acceptable offer within 60 days from the list date, we will pay you \$1,000 cash for each week beyond that (up to a maximum of \$3,000).*

*Some conditions apply.

5. Honest Presentation of Experience And Track Record Guarantee

Everything stated about The Corey Chambers Home Selling Team throughout these materials is summarized in our “FACTS” brochure. This is an accurate, factual representation, fully supported by documentation and provided on request.

GUARANTEE

If anyone can demonstrate that any of these statements or statistics summarized in the “FACTS” brochure is false, The Corey Chambers Home Selling Team will give you a \$1,000 cash reward.

*Some conditions apply.

6. Qualified Buyers Guarantee

Our marketing systems and consumer programs automatically sift and sort out the best qualified prospects for your home. We will not ask you to leave your home and allow us to show it to any buyer unless they have been pre-qualified to buy your home and are genuinely interested in your home's features. We will not just give lip service to "Only Qualified Buyers Need Apply" for your home.

GUARANTEE

If your home fails to close on time due to a Buyer "financially not qualifying", we will give you a \$1,000 cash reward.*

*Some conditions apply.

The Corey Chambers Home Selling Team

**There Is A Difference In Just
Selling Your Home and
Selling Your Home RIGHT!**



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Bigger Relationships and Closer Cooperation

Independently Owned and Operated



Luke An

Broker Associate / Realtor
CA BRE # 01461388

**BERKSHIRE
HATHAWAY**
HomeServices



Ti
RI

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13
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BRE



Operated by a subsidiary of NRT LLC.

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REALTOR®

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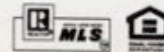
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kw

KELLERWILLIAMS.

Each Office Independently Owned and Operated



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Laurel.Erickson@camoves.com
facebook.com/laurelericksonrealestate

**COLDWELL
BANKER**



RESIDENTIAL BROKERAGE

West Hollywood, Hancock Park, Los Feliz



What Our Client's Are Saying!!!

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Corey is effective and efficient. Great communication skills and marketing tools that really benefitted the sale of my home. It all went quickly and easily. I highly recommend Corey and his team!

Anna Montgomery

The Corey Chambers Home Selling Team



Corey Chambers helped us to sell our home for 101% of asking price, all cash, 24% faster than the average sale in the building. Corey then helped us to find a larger home and to negotiate a fair price with repairs included. He was very responsive to calls and if he didn't know the answer to a question that we had, he always found the answer out in a timely manner. We plan to use Corey again in future real estate transactions and highly recommend him to others.

Tammy Johnson and Mike Barker

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Corey got us \$60,000 more than we were asking for. The experience of selling my home was great and went very smoothly. I was told what to expect up front so there were no surprises.

Joyce Yeich

The Corey Chambers Home Selling Team



Corey is the best realtor I have worked with by far. He is the most intelligent, intuitive, resourceful and creative realtor I have ever encountered. I will recommend him to everyone I know without any hesitation. He has been so patient with me which I really appreciate and has always listened to me. He had real conversations with me weighing the pros and cons of different options. He never once lost patience or got frustrated. I am so happy to have found Corey.

Lauren Han

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The Corey Chambers Home Selling Team System

\$60,000 Above Asking Price

https://youtu.be/ifFJ_nSgDQY

You can Trust The Corey Chambers Home Selling Team to get your home sold right.

What happens next?

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The Corey Chambers Home Selling Team

Put a WIN-WIN Agreement in place.



**And Let The Corey
Chambers Home
Selling Team Sell
Your Home!**

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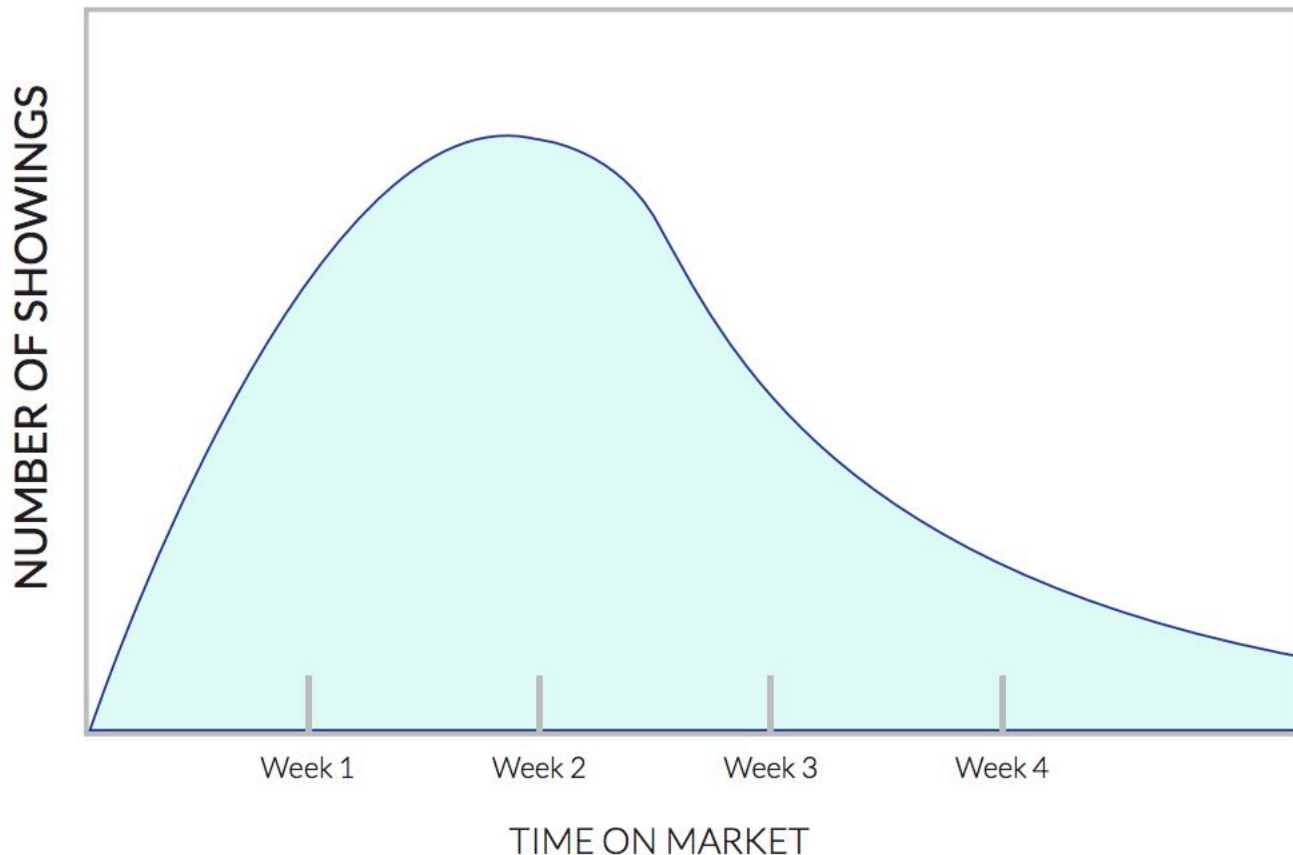
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The Pricing Strategy

89% OF ALL YOUR SHOWINGS WILL BE IN WEEKS 2 AND 3

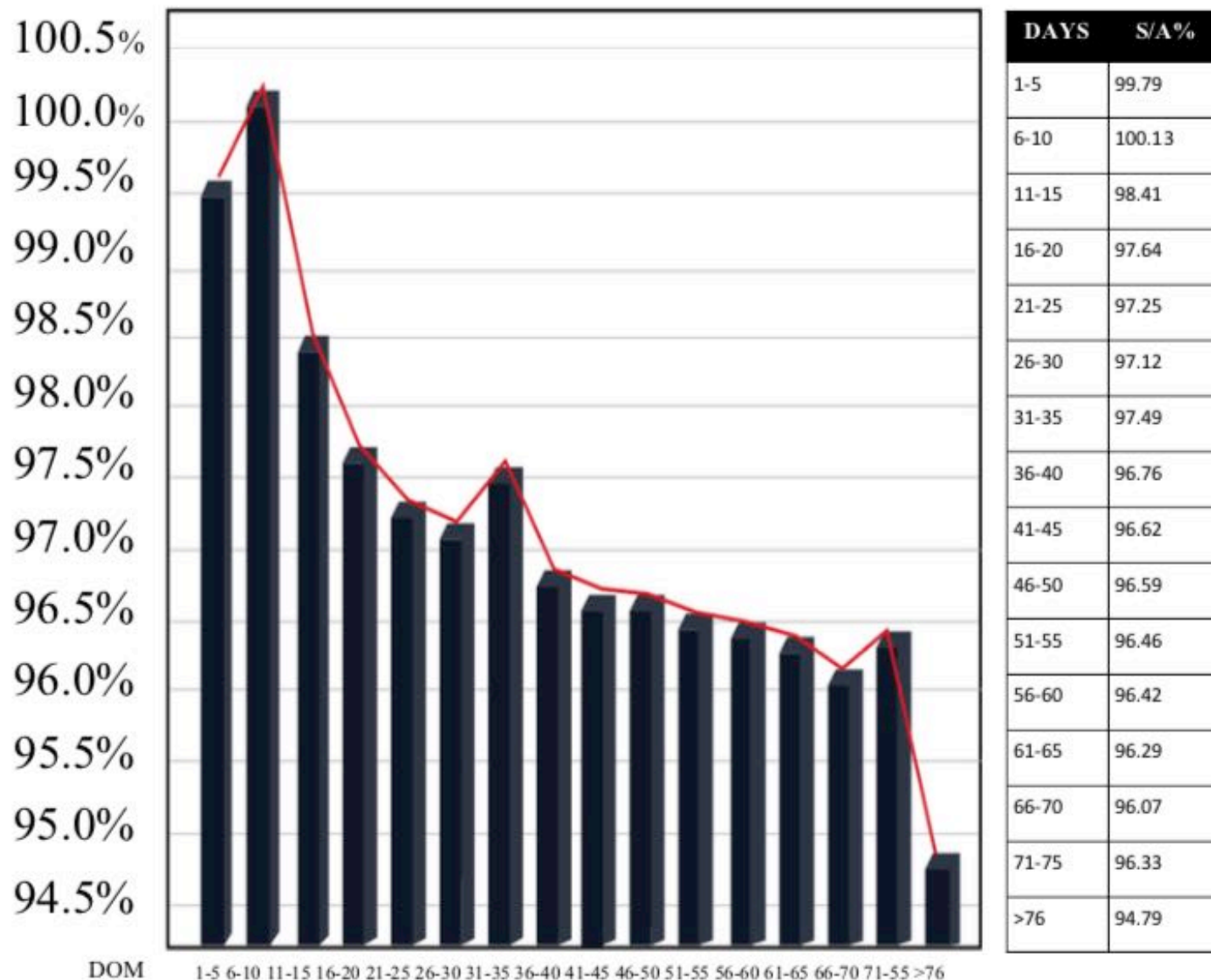
Competitive and strategic pricing is vital to the sale of your home. A competitively priced home is more likely to generate multiple offers which results in a higher closing price. The highest rate of showings occur in the first few weeks of your listing. Therefore, it is imperative that you are priced correctly from the beginning.

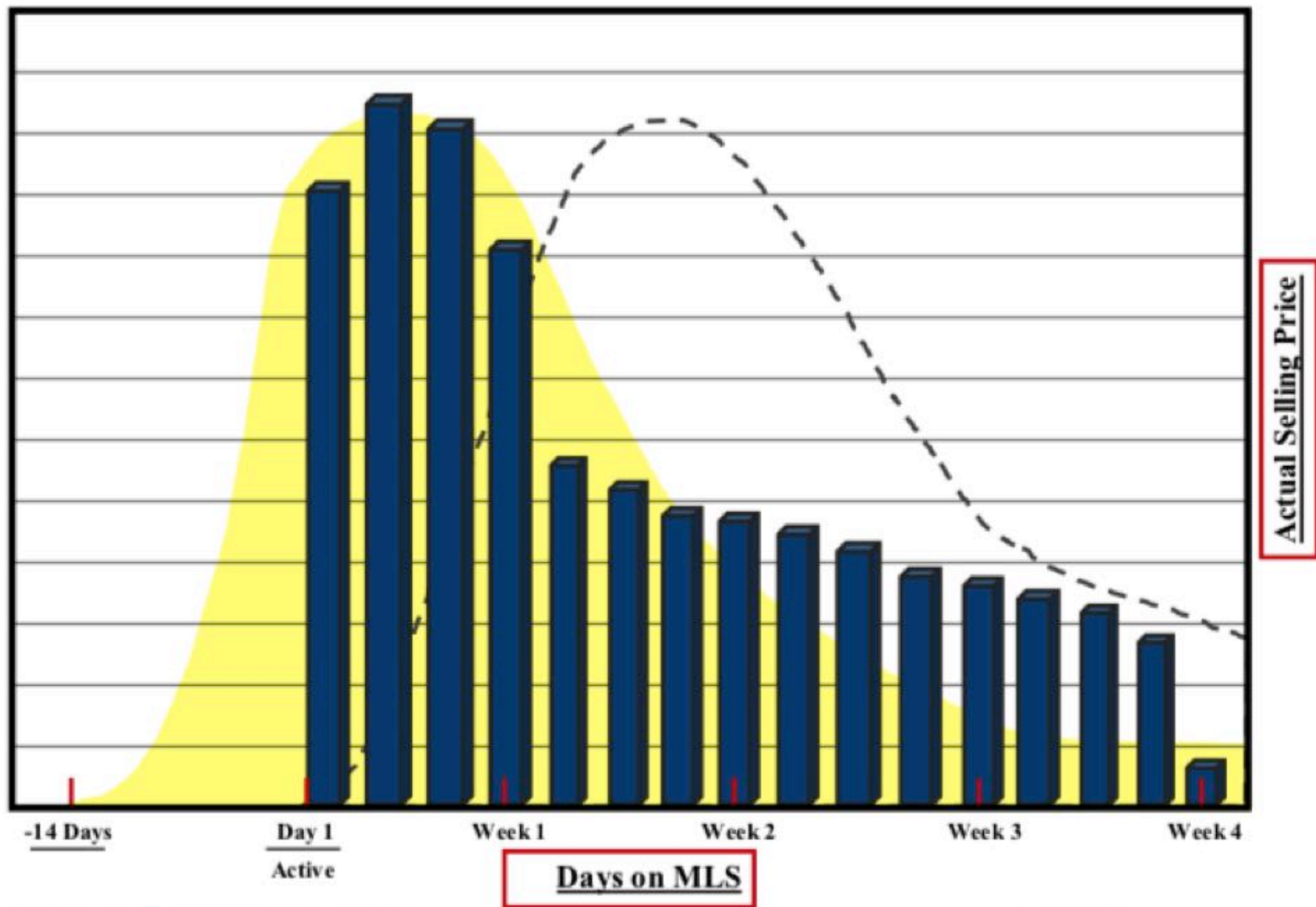
POOL OF EDUCATED BUYERS



HOMES SELL FOR THE HIGHEST PRICE IN THE FIRST 10 DAYS ON THE MARKET.

The number of days a home is on the market effects the final selling price.





Our Marketing Plan matches the peaks to get your home sold for **TOP DOLLAR!**

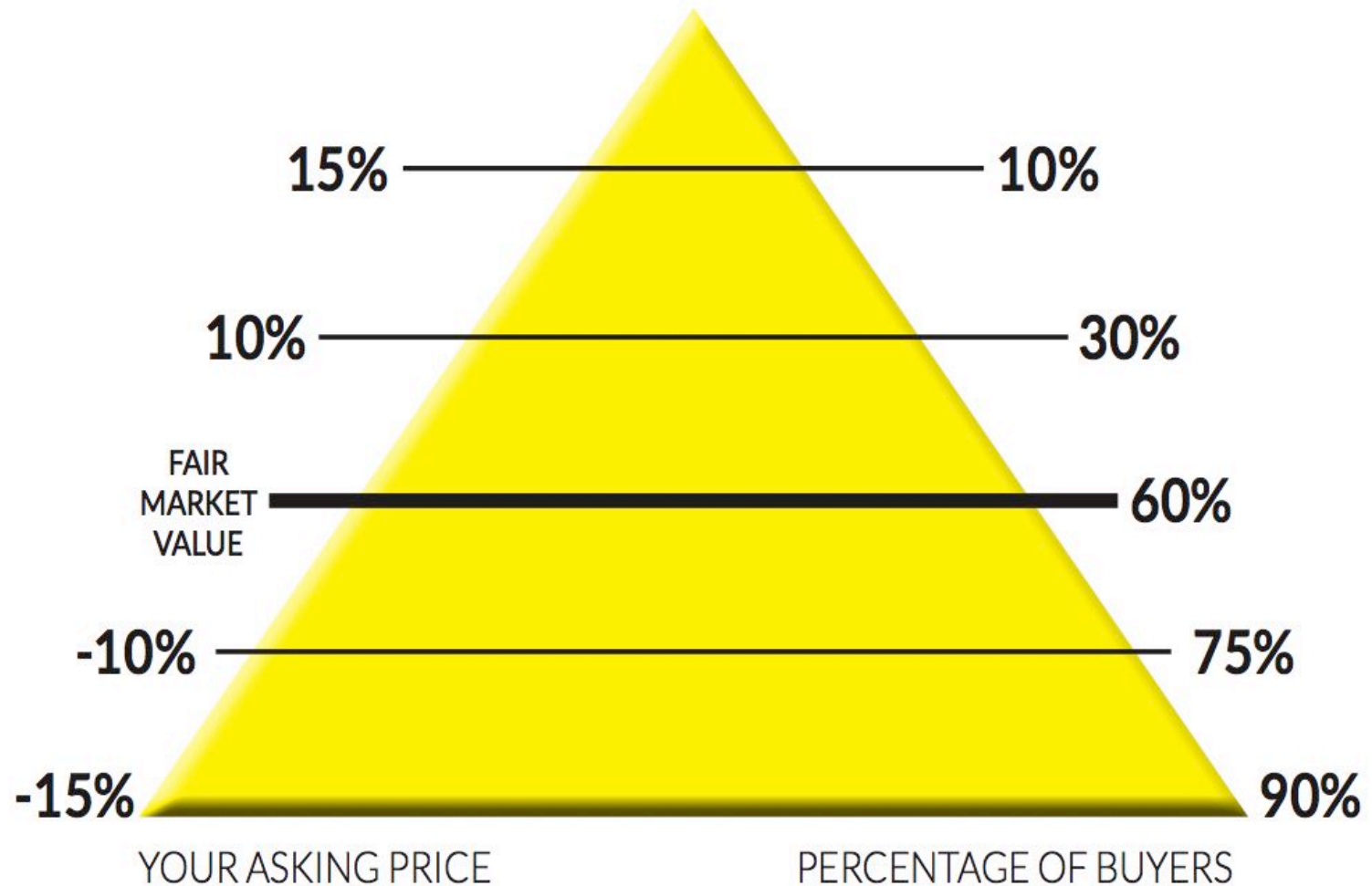
Yellow

Blake's Team

--

- Other Agents

ASKING PRICE VS. PERCENTAGE OF BUYERS THAT VIEW THE PROPERTY



PLACE YOUR ASKING PRICE WHERE THE
“MOST LIKELY TO BUY” BUYERS ARE LOOKING.

THE **BIG** NUMBERS

700

650

600

550

500

450

400

350

300

275

250

225

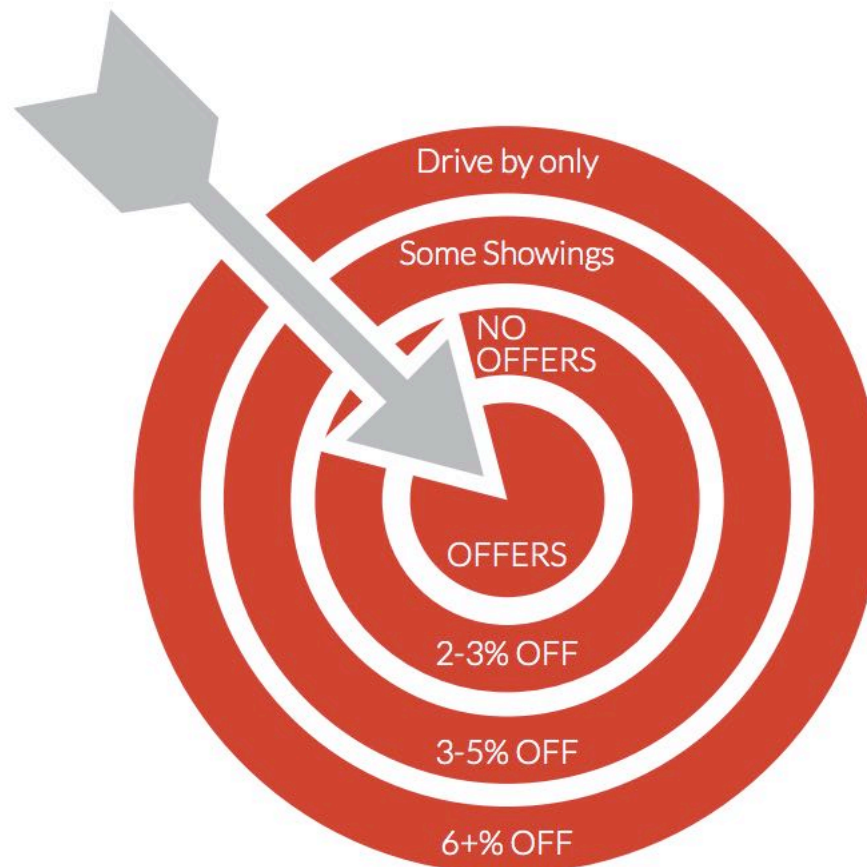
200

WE KNOW WE'VE HIT A CRITICAL MASS IF...

- 10 days without a showing
- Your home receives 10 showings with no offers

The market will tell us very quickly if we have priced your home correctly. The question is whether or not we will listen.

If the market tells us that the home is priced wrong and you have to reduce, you are actually moving your price closer to **REAL MARKET VALUE**.



ARE WE LISTENING?

CRITICAL MASS
10 Days / 10 Showings

10 Days without Showings
Conceptual Rejection - Bad!
We are at least 5% over priced.

10 Days without an Offer
Property Rejection - Bad, just not as bad!
We are 3-5% over priced.

The Market will tell us everything we need
to know! We just need to listen.