

THE ULTIMATE Seller's Guide

An introduction to Jason Beal with Executive Realty Services, and a wealth of knowledge for the most important transaction of your life.



S.0173949
S.0186318

Jason Beal
Nina Bacigalupi

Executive Realty Services
www.sincityresidential.com



THE ULTIMATE Seller's Guide

This guide is a complete overview of our services. We provide a top-tier, stress-free experience from start to finish, pairing an old school sales approach with cutting-edge technology.

We provide our clients assistance with:

- Selling Their Current Residence
- Luxury Real Estate
- Upsizing or Downsizing
- Military Moves and VA Loans
- Relocation Services
- Real Estate Investments

Jason Beal
Executive Realty Services

702-708-8515 Cell
702-333-1619 Office

Jason@sincityresidential.com
Nina@sincityresidential.com

SinCityResidential.com

S.0173949
S.0186318



About Jason Beal

I am a top-producing Realtor in the Las Vegas area who has built my career on delivering exceptional service and results to my clients. I consistently outperform my peers while assuring my clients are highly satisfied with the outcome of their transactions. In the following pages, you will learn more about me and what separates me from the other agents you may be interviewing. I also share tips you can use to make sure you’re asking the right questions and answer some common questions I get from sellers just like you. I would like to earn your business, but above all, I want to make sure you are making an educated decision.

Results BY THE NUMBERS

Nearly
10 Million 2019 Sales

\$472,000 Average
Sale Price

400% higher annual production
than the average agent*
by volume.

271% more transactions than the
average agent* per year.

* Based on the average sold price of \$356,000 with average of 7 transactions annually.

Jason Beal – Realtor® Resume

Executive Realty Services 2018–Current

Joined one of the best brokers in the industry as a high-producing agent. Focused on niche markets in Las Vegas and Henderson. Expanded my business with my wife. Added one of the nation’s top Internet marketers to take us to the next level.

Realty 360 2014–2018

Moved to Las Vegas, worked relentlessly to rebuild my business from scratch. Personally created one of the largest real estate websites in Las Vegas over the course of six months. Began using Google Pay Per Click (PPC) advertising for clients.

Charles Rutenberg 2010–2013

Started my real estate career as a listing agent in one of the most depressed seller markets in the nation. Took properties that had been on the market for months and got them under contract with a combination of professional photos and the ability to accurately and honestly explain market data to clients. Used online marketing to find new clients and buyers for my listings.

Beal Partnership Home Flipping 2001–2009

Formed a partnership with my wife in 2001 that focused on the rehab and resale of homes. We did the majority of work ourselves: sweating pipes, kitchen remodels, painting, laying tile, etc.

Home Flipping 1994–1997

Worked for a Realtor in the 90s rehabbing homes for sale in Tampa, Florida. Training included how to buy homes and sell them for profit, how to market the homes and the business, and project management of the rehab.

Bachelor’s Degree in Business 1999

Majored in business with an emphasis on macro and micro-economic principles, as well as marketing.

About Nina Bacigalupi

Nina Bacigalupi Realtor® Resume

Executive Realty Services 2018–Current

As our licensed transaction coordinator, Nina is focused on helping serve our clients at the highest level possible. Her past experience in management has been an asset to our clients, as she flawlessly manages the paperwork end of the transaction.

Veteran’s Administration 2009–2018

A veteran herself, Nina spent nine years serving other veterans as a service representative focused on claims adjudication. Nina is meticulous and detail-oriented and this role allowed those skills to really shine.

Beal Partnership Home Flipping 2001–2009

Formed a partnership with me in 2001 that focused on rehabbing and reselling homes. From hanging drywall to painting, plumbing, and even electrical, Nina did it all!

**Master’s Degree
Management of Information Systems 2009**
Graduated with a master’s degree in Business-MIS from the University of South Florida.

Bachelor’s Degree in Science Biology 2002
University of Utah

US Army Medic 1992-1996
Nina served as an army medic for four years.

My wife, Nina, serves as our licensed transaction coordinator. With a Master’s Degree in Management of Information Systems, Nina excels in streamlining and building businesses. She plays a pivotal role behind the scenes managing each and every transaction from listing to close. She keeps the many required documents and disclosures organized, gets deep into the data to drive our decision-making, and generally keeps things running smoothly. A former US Army Medic, Nina particularly loves helping veterans sell and buy homes.





A successful local brokerage in the Las Vegas area since 2000, Executive Realty Services is committed to going above and beyond for our clients. I am proud to be partnered with a great brokerage that consistently puts clients first and invests in innovative technology and sales methods.

Over
2,800
Listings Sold



Over
3,300
Buyers Represented



\$475,000
Average Sales Price



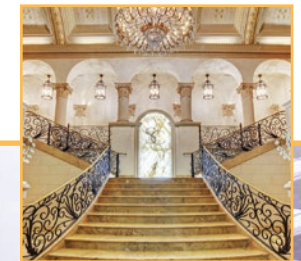
\$2.9 BILLION
Total Transaction Volume



Luxury Services

Luxury real estate demands a special approach. We are experts in selling and marketing luxury real estate from high-rise condos to expansive estate homes. Our marketing strategies are tailored to each property. When it comes to ensuring your property looks like a million dollars (or more!) we employ the best photographers and videographers. From drone photography to 3-D tours, we use the latest and greatest technology to ensure discerning buyers have all they need to fall in love with your home. Each of our listings are professionally photographed regardless of price point, but in the luxury category we may shoot at two different times of the day to capture the view and unique features of the property in both full sunlight and twilight. We also create a professional video of about 3-5 minutes in length that will be emailed out to all potential matches in our extensive buyer database along with other brokers. We also leverage social media to advertise your property.

While the presentation of your property is critical, our database of affluent buyers is one of our best tools for moving luxury property quickly and for the best possible price. We consistently tailor our ads to attract buyers looking to buy in high-end communities like Anthem Country Club, The Ridges, Lake Las Vegas, Seven Hills, Red Rock Country Club, MacDonald Highlands, Summerlin, and more. We also advertise online for high-rise luxury condos in Turnberry Place, The Palms, Panorama Towers, Park Towers, The Martin, Veer, Vdara, and many others. So when we do have a luxury listing come on the market, we can quickly share it with our own pool of interested buyers.



Military Moves & VA Loans



Are you a veteran or active military members that's downsizing, upsizing, or moving across country?
We've got you covered.

We have extensive experience serving the unique needs of veterans and service members. My wife, Nina, is an Army veteran herself so she knows what it's like to move when duty calls. We also have a preferred VA lender who helps our veteran clients find their way home. Together, our team knows exactly how best to serve military families whether they're PCSing or just looking to tap into their benefits to buy a new home.

Working with a real estate professional that understands the often accelerated selling or buying timeline, VA appraisal process, and requirements for VA loans will make your transaction smoother and less stressful. We're proud to have helped many military families over the years and are looking forward to helping you. Thank you for your service!

Relocation Services



Not just selling your house, but relocating?
We can help!

As one of our concierge services, we will pair you up with a highly rated broker in our referral network to ensure one seamless transaction. We want to ensure you have the best possible service from end to end and don't enter into partnerships lightly. All of our referrals are trusted and vetted. No matter where you're going, we'll put you in touch with an exceptional broker in your new neighborhood, so you can sell your current house worry-free and purchase a new home that meets your needs.

Relocating into the Las Vegas area? No problem! We can help you get your home sold in your current city and work with you to find a property here. Whether you end up coming in for the weekend to look at homes or need to tour property virtually, we are experts at helping you make the most of your time to find the perfect new home.

Real Estate Investments



One of the best ways to grow your wealth is to invest in real estate. The Las Vegas area offers many options for investors. You can invest in condos, single-family homes, or multifamily properties.

We have worked with many investors over the years and helped them evaluate potential purchases that will expand and diversify their investment portfolios. As former home flippers, we know what to look for in a property, how to analyze the potential return, and ultimately determine if it's a good purchase or not.

If you're looking to sell some of your current investments, we can help you evaluate if now is the right time to let go of that property.

With low property taxes and zero state income tax, Las Vegas is appealing to both homeowners and investors looking for a higher quality of life or solid return on their investment.



Save These Questions for Potential Agents.

Interviewing Realtors the right way means knowing the right questions to ask. Make sure you use this list below during your interview with any potential agent. I've included my own answers for easy reference.

How Long Have You Been Selling Real Estate?

I have been a licensed agent since 2010. I have successfully sold real estate during one of the worst real estate downturns in American history. Before moving to Las Vegas, I sold real estate in Florida from 2010-2013. I also spent many years rehabbing and flipping homes. I have experience selling everything from single-family homes to high-rise condos to ultra luxury real estate.

Are You a Full-Time Agent?

Real estate is my full-time job and I work 100% on commission. I work Monday through Saturday though I am always available should something come up. I am 100% committed to my clients and my business.

Where Does Your Business Come From?

We get the bulk of our business from online registrations to my site and through niche marketing. In fact, it's probably how you found us! We also have outbound sales agents who dial neighborhoods to find homeowners who are considering selling. We like to match up people from our buyer database to help sell homes before they even hit the market. We also receive referral business from previous clients.

Can You Provide Me With a List of References?

Absolutely! I can provide you with personal and professional references, along with a list of satisfied past clients. You can also check out my website for video testimonies from previous clients. We feel video is more real, as anybody can provide you with a written text "review."

How is Your Marketing Plan Different From Other Agents? What Will You Do to Sell My Home?

We combine old-school sales tactics with the latest technology. From targeted Internet ads to this magazine you're reading right now, we make sure that we're reaching the largest market possible. The vast majority of homebuyers begin their search online, which is why I've spent years testing and tweaking our marketing techniques to ensure my listings are reaching the right buyers. I've also partnered with one of the best Internet marketers in the country to be sure we can continue to deliver unparalleled results for all of our clients, no matter what happens in the market.

How Often Do You Find a Buyer for Your Sellers?

Very often! As of February 2020, I have a robust database of nearly 1900 registered buyers that is growing daily as new users sign up on my site. When we get a listing, the first thing we do is go to that database and search for potential matches based on location and price range. We'll send out a mass email to interested buyers with a marketing video or photos. Last year, this allowed me to sell nearly 20% of my listings before they hit the market. Very few brokerages do this, much less an individual agent.

What Separates You From Other Agents?

We combine an old-school sales approach with new technology to provide the best experience for our customers. We have a highly skilled online marketer working to continually bring in new buyer leads. We provide professional photos and video for every listing, regardless of the price point. We employ experienced copywriters and graphic artists to help with our marketing. Finally, we spend hours each day following up with clients, customers, other agents, inspectors, title companies and more to keep everything moving along. If you browse through our client reviews you'll see repeated mentions of our prompt follow-up, organization, and problem-solving abilities. We treat each and every one of our clients with the highest level of care in order to earn (and keep) your business.

What is Your Network Like?

I have professional relationships with a variety of lenders, home inspectors, title companies, movers, contractors and handymen who can help make the process smooth. We also are part of a nationwide network of elite real estate agents that can help you whether you're relocating into or out of the Las Vegas area.

What Neighborhoods Do You Specialize In?

I sell homes all over Las Vegas and Henderson! I don't currently have a community that I specialize in. While some agents truly focus on particular areas, the reality is that the majority of "specialists" sell homes all over the valley.

Are You a Solo Agent or Do You Have Associates?

When you work with me, your contact person will always be Nina or myself. My wife is our transaction coordinator and specializes in working with veterans. We have an inside sales agent for outbound calls, as well as a few agents who assist with showing homes. However, you can rest assured that I will be available for whatever you need.

What Price Range Do You Sell?

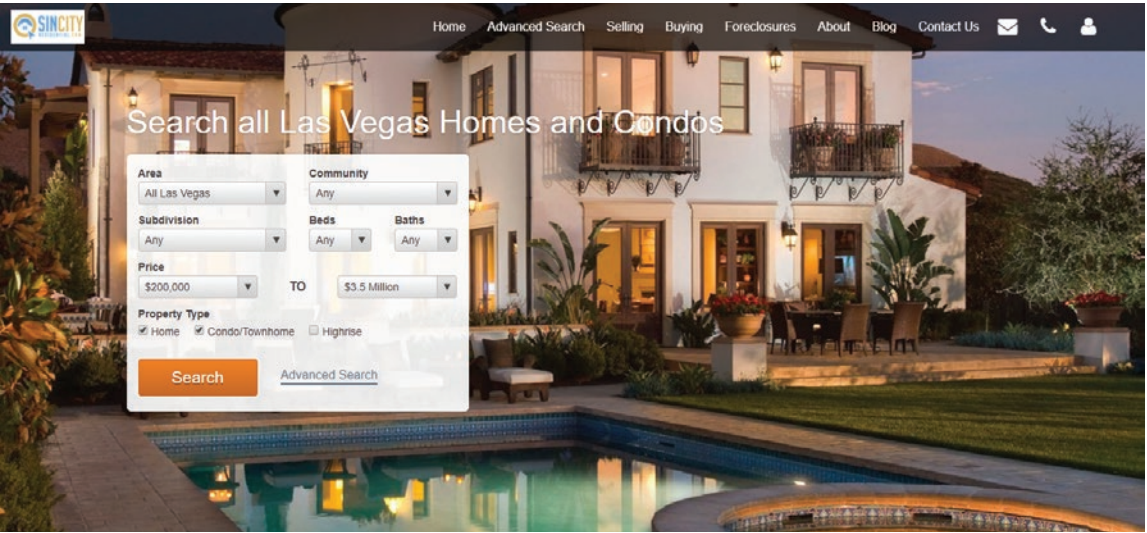
My average sales price last year was approximately \$472,000. My highest sale was a luxury home in Anthem Country Club for \$1,350,000. My lowest priced sale was \$269,000 in Providence. Since I sell all over Las Vegas and Henderson, I sell at a vast range of price points. I am always deep in the data for each community that I work in, looking at days on market, sales-to-list-price ratios, how many price reductions there were before a sale, and more! When it comes to listing your particular home, I will do a thorough analysis to arrive at a competitive price that will help you sell your home quickly and net you the most money possible.

What is your marketing budget?

We spend approximately 25,000 dollars per year advertising on Google and Bing. We also have a separate marketing budget for our website, photographers, videographers, mailers, magazines, copywriters and graphic designers.

Do You Have a Website?

Check out SinCityResidential.com, one of the largest and most accurate real estate websites in Las Vegas! We compete directly with Zillow and update our data every few minutes.



Do You Work Primarily With Buyers or Sellers?

I work with both buyers and sellers equally and have the data to prove it. A large buyer database is beneficial to sellers, and working with both buyers and sellers means that listings can get sold before they even reach the market!

Buyers List

- Activity Today
- New
- Unassigned
- All My Leads
- My New Leads
- Daily Call List
- Fav prop hot tab
- Mojo Dialer
- Pocket Listing Search

First

Previous

Go to page

1

of 37

Showing 1-50 of 1,845

Next

Last

Search

Name	Searches	Visits	Props	Favs	Price	Start Date	Active Date	Agent
Marie R. *****@gmail.com Area: North West Las Vegas Last Search: \$300,000 - \$475,000 in North West Las Vegas, type: Single Family Residential	32 Searches	17 Visits	72 Props	4 Favs	\$440K AVG. Price	5 Months Ago	9 Minutes Ago	Jason Beal
Thomas R. *****@icloud.com Area: Spring Valley Last Search: \$200,000+ in Boulder City, East Las Vegas, Henderson, Mt. Charleston/Lee Canton, North Las Vegas	1 Search	8 Visits	15 Props	0 Favs	\$320K AVG. Price	14 Days Ago	11 Minutes Ago	Jason Beal
Michelle P. *****@yahoo.com Area: Unknown Last Search: \$200,000+, type: Single Family Residential	2 Searches	140 Visits	417 Props	11 Favs	\$620K AVG. Price	5 Months Ago	About 1 Hour Ago	Jason Beal
Pamela S. *****@gmail.com Area: Unknown Last Search: \$50,000+. type: Single Family Residential, Condo	10 Searches	52 Visits	193 Props	0 Favs	\$366K AVG. Price	2 Months Ago	About 1 Hour Ago	Jason Beal
Joe R. *****@gmail.com Area: Unknown Last Search: 2168719.2161513	21 Searches	74 Visits	215 Props	1 Favs	\$567K AVG. Price	2 Months Ago	About 3 Hours Ago	Jason Beal
Tracee R. *****@comcast.net Area: Unknown Last Search: \$475,000 - \$600,000 in Boulder city, East Las Vegas, Henderson, Mt. Charleston / Lee Canton, North...	36 Searches	34 Visits	196 Props	4 Favs	\$596K AVG. Price	27 Days Ago	About 4 Hours Ago	Jason Beal
James L. *****@aol.com Area: North West Las Vegas Last search: \$250,000, type: Single Family Residential	22 Searches	41 Visits	128 Props	1 Favs	\$267K AVG. Price	6 Months Ago	About 4 Hours Ago	Jason Beal

Professional Photography



I provide all my clients with crisp, clean, beautiful imagery that showcases their home. From condos to million dollar penthouses, they all get professional photos.

Given the competitive nature of the Internet, is a hastily shot iPhone picture really what your property deserves? Or would you prefer a professionally shot photograph, processed with top-of-the-line editing software by a full-time photographer who specializes in shooting residential real estate?

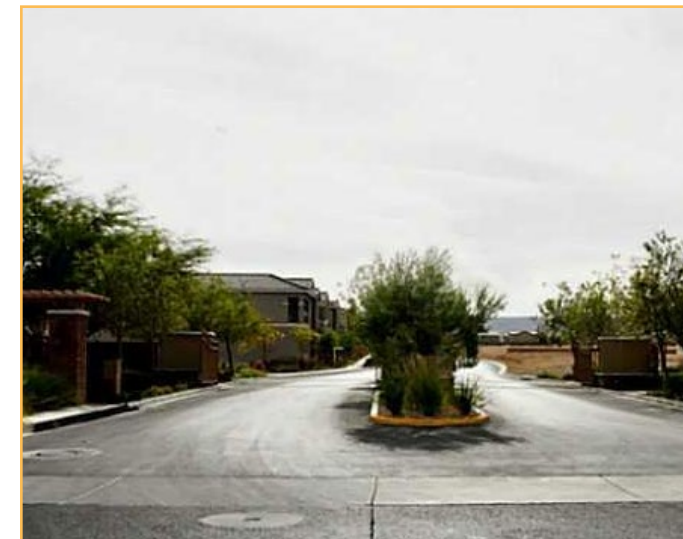
Think about the consumer experience when browsing online. How short are our attention spans today? If you're looking at dark, out-of-focus cellphone photos, how much longer until you get distracted and click on that other beautiful house pictured for sale in the sidebar? Your natural tendency is to look elsewhere.

The agent who sells three homes a year or the discount broker who takes photos on their phone is looking at this part of the process purely from the financial perspective and what's in it for them. I'm concerned about what's in it for YOU - and that's a fast home sale at your desired price.

Photography and videography are the most fundamental and important aspects of marketing. I work primarily with Wild Dog Digital, which is a local company here in Las Vegas. Their business is focused solely on real estate photography, aerial photos, 3D matterport virtual tours, and high end videos.

Comparisons | \$300,000

Their Photography



Our Photography



Comparisons | \$500,000

Their Photography

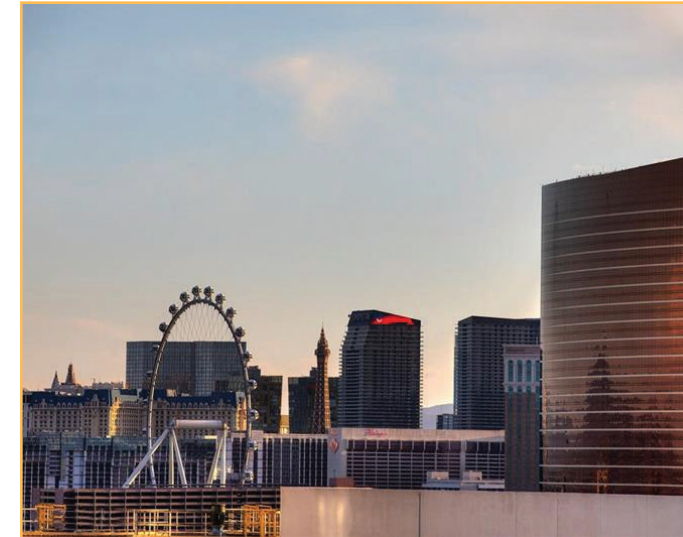
Our Photography



Comparisons | \$1,000,000

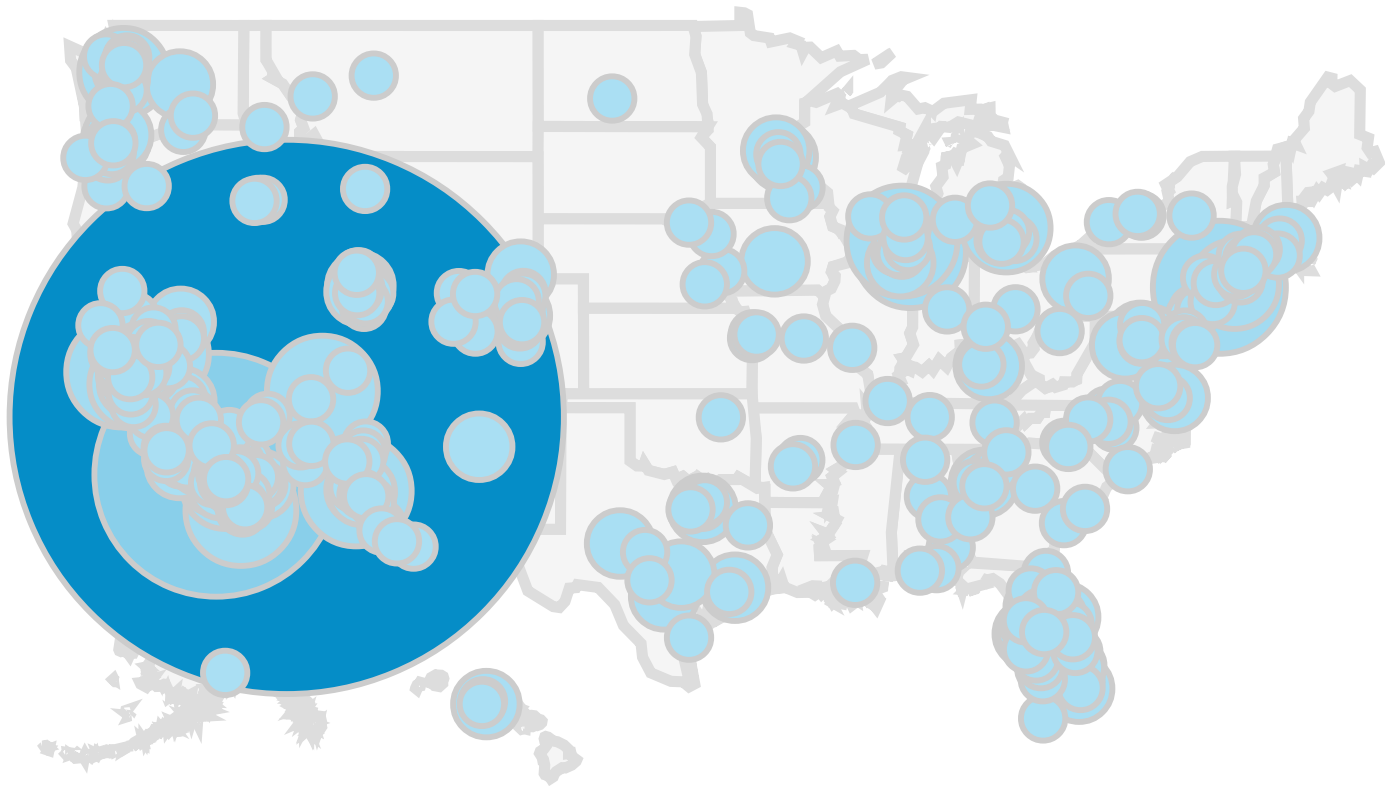
Their Photography

Our Photography



Finding Buyers – We Market All Across the Country!

All these little blue dots represent a person who is VERY INTERESTED in a specific market segment of real estate in Las Vegas or Henderson. This is how we target people who are PHYSICALLY in Las Vegas but also another 500+ cities across the country.



Nearly
99% of buyers start their
search online.
*So that's where we go –
where the buyers are.*

What Kind of Ads Bring in the Buyers?

Map Overlay

Summary

City	Users	Users
	34,697 % of Total: 89.05% (38,963)	34,697 % of Total: 89.05% (38,963)
1. (not set)	8,866	23.86%
2. Las Vegas	5,700	15.34%
3. Los Angeles	3,186	8.57%
4. Ashburn	711	1.91%
5. Chicago	608	1.64%
6. New York	553	1.49%
7. San Diego	552	1.49%
8. San Francisco	443	1.19%
9. Henderson	368	0.99%
10. Dearborn	365	0.98%
11. Phoenix	313	0.84%
12. East Lansing	306	0.82%
13. Jackson	304	0.82%
14. Detroit	243	0.65%
15. North Las Vegas	225	0.61%
16. Ewa Villages	215	0.58%
17. Irvine	184	0.50%
18. Denver	184	0.50%
19. Seattle	184	0.50%
20. Okemos	168	0.45%
21. Honolulu	166	0.45%
22. San Jose	154	0.41%
23. Coffeyville	148	0.40%
24. Dallas	138	0.37%
25. St. George	131	0.35%
26. Aurora	128	0.34%
27. Sacramento	123	0.33%
28. Reno	118	0.32%
29. Joliet	102	0.27%

We focus on key phrases that provide our company with a stream of buyers who are much closer to buying than the average prospect. This guarantees that your home will sell quickly and for the best price! In order to bring in the highest-quality buyer leads, we must think like the consumer. When a buyer is just starting out, they'll search in a much broader sense with a phrase like "Las Vegas Homes for Sale." In this case the potential buyer just wants to see what's out there, or what pricing may look like. We find that this type of search indicates a person is not anywhere near buying.

But, when a potential buyer searches "Single Story Homes for Sale in Anthem Country Club" it's an entirely different story. That is a person who knows what type of home they want and where they want to buy. They've already gone through the research phase and are much closer to buying a home.

We have one of the top online marketers in the country working for our company. My marketing is beyond what many large brokerages do—our ad manager has been the originator and innovator of hyper-specific long tail PPC keywords since 2012. If you've purchased something online, there's a good chance he had something to do with it. His experience has resulted in a steady stream of buyer leads for our sellers.



Thinking of Hiring a Friend or Relative? *(Probably Not the Best Idea)*

Repeat after me: nobody is entitled to your business. It doesn't matter if they're a friend or family member. Your home is likely your largest investment. Don't entrust it to someone just because you feel obligated to use him or her. Make sure you hire a professional with a proven track record for success. Let's face it, everybody knows someone in real estate. "My sister's boyfriend just got his license." It's the first thing I hear when I tell people what I do for a living.

There are nearly 15,000 licensed agents in Las Vegas. That's because getting licensed is the easy part. What's hard is driving results. The National Association of Realtors reports that just 13% of Realtors "make it." Nearly 90% of all new agents will sell 0-3 houses in the next 12-18 months and then hang up their license.

Nobody deserves your business purely out of association. By not doing your due diligence to find and hire an experienced agent, you could end up leaving thousands of dollars on the table or opening yourself to risk due to your agent's inexperience. Let me show you how I will earn your business.



Another Agent Says She Will Buy My Home If It Doesn't Sell. She Guarantees It.

If it sounds too good to be true, it probably is. The reality is that the agents who make these types of claims rarely, if ever, end up buying the home. Why? Because home sellers would have to be crazy to accept the terms of those agreements!

Here are just some of the stipulations you'll see in listing agreements that offer to buy your house if it doesn't sell:

- A higher commission fee of typically 7% or more.
- Automatic price reductions weekly.
- The price that the Realtor pays for the home will be 85% of fair market value, established by an appraisal company of their choosing.
- The guaranteed purchase is subject to an appraisal at or above the guaranteed purchase price. If the appraisal comes in lower, then the purchase price is lowered or the guarantee is canceled.
- Sellers must buy a replacement property with the listing agent within seven days of closing escrow on current residence.
- Seller will pay buyer's home warranty for one year.
- Seller has to buy one of the homes the Realtor has listed.
- Seller has to buy a more expensive home than the one they are selling.
- Seller must get an inspection done prior to listing and must make all reasonable repairs indicated in the inspection report. Keep in mind that inspections are typically very detailed and it's not unusual for them to identify fifty or more issues that "need attention."
- Homes above a certain price point may be excluded from the program.

Why would any home seller ever consider this?
The answer is THEY WON'T!

The entire point of an offer like this is to get to your kitchen table and have you sign a regular listing agreement. The broker who offers this never has any intention of entering into a "Guaranteed Sale" agreement with any home seller. Once they sit you down at the table, the conversation usually goes something like this: "Well Mr. and Mrs. Seller, after listening to your needs we understand the Guaranteed Sold or We Buy It Program is not for you. So let's just go with a traditional listing agreement then."

Does this sound like an honest approach to you? Would you trust somebody to take care of your largest financial investment that starts out with a bait and switch? Instead of believing bold claims like these, work with a reliable Realtor instead.

(We want to be absolutely clear: we're not talking about any brokerage or individual agent here in Las Vegas or Henderson. We value our relationships with our peers in the industry. We are simply stating the facts of the business model described above.)



What About the 1.5% Broker I See in My Mailbox Every Week?



These brokers are hiding their true fees. This is the same concept as the “We Buy Your Home If It Doesn’t Sell” program.

The commission for the listing brokerage is actually 1.5%, but that’s just their side.

When a home is listed for sale, a commission is paid to the agent representing the buyer as well. This is called a “co-broke.” The typical co-broke offered to a brokerage who brings a buyer is 3%*, which is also paid out at the closing table. At this point, the 1.5 % listing broker is already 4.5%! They may also have a “brokerage fee” which is also paid at closing. This fee can often be in the thousands.

By the time you add up the commissions and the brokerage fees at closing we’re easily approaching 5-6% in commission for the sale of your home. That is the same range you’d pay with a “traditional” broker, but without the benefits of a full-service brokerage.

The savings, if any, are negligible and you’re giving up your most valuable investment to somebody who isn’t accurately representing themselves, their fees, or their business model up front. Again, is this somebody you really want to do business with?

* Commissions are not set by law and are negotiable.

Why Shouldn’t I Just Sell My Home to Zillow or Open Door? They Said They Can Come to My Home and Make Me an Offer Right Now!

Companies such as Zillow or Open Door are the Wall Street version of the local real estate investor. Their job is to buy your home well under fair market value, and then prepare it to resell as quickly as possible for a profit. They’re home flippers, and they are hoping you’ll be desperate enough to leave 20% on the table for the convenience of their service. Additionally, companies such as Zillow and Open Door have service charges. Zillow charges between 6-13% in service fees. Open Door’s website states, “Our average service charge typically falls between 6-8% and goes no higher than 14%.” They charge this fee for the convenience of less paperwork and an all-cash offer. However, they don’t mention that right now approximately 25% of all homes in our market are sold with cash anyway!

Zillow and Open Door may also deduct for repairs required. Open Door’s website states that, “5-7 days after the assessment, we’ll let you know if repairs are needed. If they’re needed, we’ll ask for a credit and deduct the costs from your net proceeds.”

So both of these companies will pay you less than market value for your home, charge you a service fee, and then deduct for potential repairs as well. Does this sound like a good deal for you as a homeowner?

These companies always pop up during sellers markets. But once the market cools, they will offer even less value to homeowners than they do now, which frankly isn’t much.

Realtor vs. iBuyer The Cost of Convenience

Realtor	iBuyer	
\$385,000 MARKET PRICE	\$346,500 OFFER PRICE	Working with a Realtor and bringing your home to an open market helps bring top value for your home. iBuyers tend to offer below market value.
\$230,000 BALANCE	\$230,000 BALANCE	This is the balance that is left on your existing loan. It will be paid off to your mortgage company at closing.
\$4,320 CLOSING COSTS	\$4,320 CLOSING COSTS	Closing costs like Title Insurance, Escrow Fees, and more will be paid at closing and are mandatory when working with a Realtor or iBuyer.
\$23,100 COMMISSION	\$0 COMMISSION	Realtors charge a commission to sell the home, sometimes as a flat fee, but mostly as a percentage that is paid in part to the buyer’s agent and part to your listing agent. iBuyer’s do not charge a commission to purchase your home.
\$399 SERVICE FEE	\$31,185 SERVICE FEE	iBuyers charge a service fee in lieu of a commission. This fee typically encompasses selling fees, “risk”, holding costs, and more and can reach up to 14%. Brokers in Las Vegas may charge a service fee between \$299-\$599
\$0 REPAIRS	\$12,128 REPAIRS	iBuyers run a thorough inspection of the home and commonly require a non-negotiable credit for repairs to the home. Repairs can be included when working with a Realtor but are often negotiated with the buyer.
\$1,700 HOLDING COSTS	\$505 HOLDING COSTS	A perceived benefit of selling to an iBuyer is a quick closing. The longer you are in your home, the more you’ll spend on things like taxes, insurance, etc. While a Realtor may not be able to close as quickly, you’ll have exposure to the entire market as opposed to just one buyer and therefore net top dollar for your home.
\$125,481 NET	\$68,362 NET	This is the final amount you will walk with once the sale of your home is completed, factoring in the price and all costs.

COST OF CONVENIENCE
-\$57,119

Working with an iBuyer offers convenience and a quick close, but when all is said and done, you’ll absolutely get a lot more by working with a Realtor in the open market.

*All numbers are estimates only. Please obtain final numbers prior to closing.

Client Reviews

Hear what my clients have to say at sincityresidential.com/about



“Literally within 60 seconds of registering on Jason’s site we got a call and connected. We found the house of our dreams that ***wasn’t even on the market yet***. It was a very seamless process and we enjoyed working with this group.”
- Mark and Jill Howe



“We found Jason through his website, he got back to us really quickly. He was great at answering any questions we had and getting back to us in a timely manner. The whole process was so smooth. We would definitely recommend Jason again.”
- Toby and Candie Baptist



“He did a fantastic job, we would highly recommend Jason for anybody who is looking for a house in Las Vegas.”
- Wes and Sandi Mayer



“I had the honor of working with Jason Beal. He was outstanding, very easy to work with and always on time. We could not have found the house without him.”
- Doris Carlock



“He listened to everything we wanted for our family. We used him for three different types of transactions (renting, buying and selling.) He was super hands-on and made sure everything went smoothly. We had moved out before our closing date and he even went by to make sure the trash was taken out for bulk pickup. He really went above and beyond what other Realtors would do.”
- Caitlin and Bryant Headle



“He was very prompt and got back to us immediately. Overall he was just very meticulous and answered any questions we had, and we had plenty. Our experience was wonderful and I’d highly recommend him. He was so good, that I asked him for a referral to sell our Reno house and I’m happy with the person he referred me to there.”
- Julie and John Grove



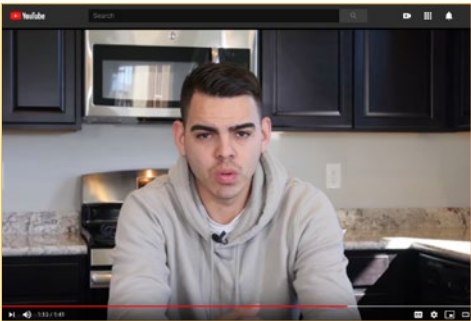
“Jason did a great job. I came to him and needed to find a house pretty quickly. I gave Jason my parameters and he got right to work. Actually believe it or not, within two days he found me the perfect house. I highly recommend him for anybody who is looking for a realtor here in Las Vegas. He’ll get you the home that you’ll love and can call your own.”
- Todd Strickland



“Jason got back to me in a way that was specific to my needs, asking very good questions, unlike other agents who were trying to get my business. Jason went way beyond the call of duty compared to what we’ve experienced in the past with other brokers. He’s a true professional in all his actions. He is 110% in your corner and I would recommend him without reservation.”
- Robbie Epifanio



“We contacted Jason through his website. We had a really good experience with Jason. He helped sell our townhome, he reassured us and helped us keep calm through it all. He also helped us find our new home, which we are really excited about. I would definitely recommend Jason Beal.”
- Kirk Knutson



“The overall experience with Jason was great, especially as a first time home buyer. He sat down with me and explained each step along the way. The differences between buying a new build and a resale home. He was always available via email or cell phone to answer any questions I had throughout the process.”
- Rod Chavez



“Jason and Nina are the best realtors in Las Vegas, and probably the best I’ve ever had.”
- Maureen Redhead



“We found Jason Beal on a for sale sign in Inspirada. We worked with him for about a year. We finally found a new home with the help of his wife Nina. She’s been a great help and we appreciate them for all their efforts.”
- Rich and Linda Batista

5-Star Reviews



"Jason's efforts and expertise in real estate made our recent sale experience a memorable one. Within days of listing with Jason, he had already presented several offers from prospective buyers and within a month our property had sold. We would highly recommend Jason to any buyer or seller that wants a Realtor that will work for you."

-Ketron & Judi Brown



"It was a pleasure working with Jason on the sale of my home. The property was listed quickly and accompanied by beautiful, professionally done photos. Showings began shortly thereafter. Jason has fantastic communication skills, always updated me on the results of the showings and giving me constant feedback. The house was sold in less than two months. I will definitely do business with Jason in the future."

- Victoria Finke



"We are extremely pleased with the job Jason did on selling our property. Jason provided constant feedback and nearly daily updates on the numerous inquiries and showings of our property. Jason is a very hard worker and the effort he puts forth on each and every one of his properties is commendable. We will definitely do business with Jason again."

- Tara & Todd Labara



"After our house had been on the market for over six months with a different agent, with little buyer interest and few showings, Jason gave us good advice on how to get the house moving and had some spectacular new photos taken. Interest and showings took off immediately. We got an offer we took within the first month and closed the deal six weeks later. Never would have happened, but for Jason's experience and calm, sound advice. Thanks, Jason!"

- John and Sharon Skye



"Jason sold our home and assisted us with buying another. We would recommend him to anyone who wants to buy or sell their property and found him to be patient, prompt, and accessible through the entire process. We would definitely refer him to friends. "

- Ventouris Family



"My wife and I had been trying to sell our condo for a year with no luck until we signed on with Jason Beal. He was extremely professional, complete, and did an amazing job finding a buyer. We are very happy to have had Jason as our real estate agent and we would recommend him to anyone and everyone."

-Dr. Kelly Kramp

Ready to get started?

We've built our business through hard work, consistent effort, and the ability to get results for our clients. I would love to answer any further questions or concerns you may have to earn your business. As I said earlier, no one is entitled to your business just because they're a friend or family member. Make sure when you sign with an agent, you're going with someone you can trust to get you the results you deserve.

Jason Beal
Executive Realty Services
702-708-8515 Cell
702-333-1619 Office
Jason@sincityresidential.com
Nina@sincityresidential.com

Be Sure to Visit us Online:
SinCityResidential.com



S.0173949
S.0186318

Jason Beal
Nina Bacigalupi
Executive Realty Services
www.sincityresidential.com



S.0173949
S.0186318