Newton's Top Selling Agent

2019

Extraordinary Service Maximum Results

DISCOVER THE DIFFERENCE ilenesolomon

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MAXIMUM RESULTS EXTRAORDINARY SERVICE

I have a passion for selling Real Estate.

Since the start of my career in 1980, I've had great success helping people sell their homes in the most profitable, supportive, and efficient way. My vast experience, creative and individualized approach to marketing, excellent negotiation skills, and determination have aided in my success. Additionally, my genuine interest in people, effective listening and communication skills, and positive attitude have resulted in my becoming one of the top-selling brokers in Newton.

Selling a home is an emotional process and my goal is to make the experience as stress-free as possible for my sellers. My team and I work tirelessly to manage every detail of your transaction from start to finish and our goal is to ensure the best possible outcome for your sale.

I derive great personal satisfaction from servicing a diverse clientele and am grateful for access to so many interesting people from a variety of cultural backgrounds, phases of life, and industries. My clients inspire me every day.

I invite you to explore my successful and unique approach to Real Estate in the following pages. Then give me a call. Let's talk.

Ilene Solomon Coldwell Banker Realty Society of Excellence ilenesolomon.com (617) 702-6050 ilenesolomon@ilenesolomon.com



MEET ILENE



Ilene Solomon Society of Excellence BA, GRI, CRS, MA Real Estate Broker (617) 702-6050 ilenesolomon@ilenesolomon.com

The moment I discovered my passion for real estate & staging • Since the age of 8, I've used clothing & interior design as a creative outlet & form of self-expression. It's no surprise my eye for design naturally led me to Staging, which has become an integral part of my real estate career. Instinctively, I've always known that houses sell faster and for more money when they have great visual appeal to buyers. This conviction is why I offer complimentary staging to clients.

Favorite architectural features • Well-designed landscapes • Curved architectural features • Spaces flooded with natural light

Signature skills • Expert negotiator • Provide unwavering leadership

Design Inspiration • Design Center • Ralph Pucci • Kenneth Cobonpue

When not working, I can be found • Enjoying my grandchildren • Gardening in Wellfleet
Planning family vacations to Cuba, Vietnam, India, the Dominican Republic & Tanzania

"Ilene brought not only her own depth of experience, up-to-the-minute market know-how, imagination, enthusiasm and integrity to her clients, but that of her exceptional team – all who played a remarkable role every step of the way!"

AWARDS & DISTINCTIONS



TOP 10 out of 3,000 Coldwell Banker

Residential Brokers in New England





Previews® International Award for Outstanding Achievements in the Sale of Luxury Properties





Coldwell Banker International President's Elite





(NRT, LLC which includes Coldwell Banker) in the US for the 19th consecutive year



Creative, unique and individualized approach to marketing



Highly respected within brokerage community



Named one of America's Best Real Estate Agents by REAL Trends



Exceptional negotiator



Dedicated team



MEET THE TEAM

We lose sleep so you don't have to.

It takes a village to sell a village (literally – Newton has 13 villages!) and I couldn't do it without the support of my invincible team. I have the pleasure of working alongside these dedicated, reliable, and service-oriented professionals every day, so until you meet them in person, here's a sneak peek at what makes them such incredible & interesting people – each one an integral member of my team.



Janvrin Demler

MA Licensed Real Estate Sales Agent BS University of Puget Sound MST University of New Hampshire (917) 648-7714 ilenesolomon@ilenesolomon.com

The moment I discovered my passion for real estate • I learned the power that real estate has to generate income & build wealth when I purchased & fixed up my first apartment over 25 years ago. I've been fixing up properties ever since.

Favorite architectural features • Vintage fixtures • High ceilings • Traditional butler's pantry

When not working, I can be found • At a horse show watching my daughter ride • Playing tennis • At home with my family, our dog, & two cats

"Ilene and her team were always there for us – anticipating our needs, calmly seeing us through inspections, and quickly responding to our questions large and small. They expertly resolved circumstances unforeseen – including issues that might have stymied other realtors."



Mariana Dubrovsky MA Licensed Real Estate Sales Agent BSBA Suffolk University (617) 431-5553 ilenesolomon@ilenesolomon.com

The moment I discovered my passion for real estate • I was introduced to real estate by my father & grandfather. They understood the power of investing in real estate and I got hooked by watching them.

Favorite architectural features• Open floor design • Large windows • Coffered ceilingsParquet flooring

• Parquet nooring

When not working, I can be found • Spending time with family • Traveling • Exercising
• Listening to classical music • Cooking



Brittany Page BA Boston College Design Certificate American Institute of Interior Design designe.by.brittany@gmail.com

The moment I discovered my passion for home staging & design • Since I was very young, I've always rearranged my bedroom and like to imagine spaces in different ways. My dad taught me 1/4 inch scale and from then on I've seen the world in floor plans and always try to make things look their very best.

Favorite design features • Anything Hans Wegner • Greenery • A properly sized rug
Textural elements and accessories that have a story

When not working, I can be found • Riding my bike • Browsing local markets & yard sales • Watching antiques roadshow or a classic Disney movie • Walking my dog

"The final outcome exceeded our highest expectations – the differential between the selling price and the asking price was almost four times greater than the amount we spent addressing the red flags identified by llene. This worthwhile experience truly helped us maximize the potential value of our home."

SALES STATISTICS AT A GLANCE

		2017	2018	2019
•	Closings Sellers/Buyers	30/11	20/10	27/10
•	Single Family Homes	31	24	26
•	Condominiums	10	6	11
•	Range in Sale Price of Listings and Sold Properties	\$294,000 – \$3,900,100	\$628,500 - \$3,050,000	\$490,425 – \$3,375,000
•	Average Listing Price Single Family Homes	\$1,620,708	\$1,580,526	\$1,583,439
•	Average Ratio of Sale Price to Listing Price for listings \$1,999,000 or less	98.2%	100.5%	100.1%
•	Average Days to Offer Single Family listings \$1,999,000 or less	20	14	24
•	Number of Rooms Stage using llene's Compliment Staging Services		356	228

HOMES SOLD BY ILENE 2019



176 Grove Street | Newton



280 Boylston St., 6th Flr, Newton



42 Waterston Road, Newton







Newton's

59 Eliot Crescent, UA, Brookline



32 Washington Park, Newton

98 Crofton Road, Newton

HOMES SOLD BY ILENE 2019



16 Kingswood Road, Newton



213 Palfrey Street, Watertown



50 Longwood Ave., 2nd Flr, Brookline



44 Mignon Road, Newton



280 Boylston Street, 7th Flr, Newton



20 Evelyn Road, Newton



90 Summer Street, Newton



103 Washington Street, Wellesley



52 Winthrop Street, Newton



630 Hammond St., 2nd Flr, Brookline



7 Spaulding Lane, Newton

Staged by there

66-68 Algonquin Road, Newton



109 Allerton Road, Newton



103 Athelstane Road, Newton



59 Eliot Crescent, UB, Brookline

HOMES SOLD BY ILENE 2019



176 Grove Street, Newton



23 Pembroke Street, Newton



6 Marked Tree Road, Needham



331 Auburndale Avenue, Newton



6 Oldham Road, Newton



110 Woodland Road, Newton





15 Farlow Road, Newton



37 Stearns Street, Newton



12 Randolph Street, Newton



164 Chestnut Street, Newton



15 Kingswood Road, Newton



44 Winthrop Street, Newton



15 Hammond Pond Parkway, Newton



447 Washington St, U4, Brookline



18 Willard Street, Newton

ILENE'S INSTINCTS = MAXIMUM PROFIT

Creative Pricing Strategies Based on over 35 Years of Market Knowledge

Based on Ilene's intimate knowledge of the local market and the potential for this specific property, Ilene proposed a listing price for this West Newton Hill property that was \$1M more than prices suggested by the competition. Although the seller was initially skeptical of her proposed listing price, he did choose her and she successfully sold the house.



Although this seller was about to commit to another broker (who had suggested an asking price of \$1M), the seller's friend insisted she meet llene first. llene immediately saw the inherent beauty of the property and knew that it would likely attract a Cambridge buyer who appreciated the easy MA Pike access. llene was able to get this seller nearly \$1.4M – 400K more than the first broker quoted.



Coincidentally, the appraiser for the buyer's mortgage lender had personally assessed this house earlier in the year when the sellers were refinancing their own mortgage. This time, however, the appraiser was so amazed by the staging & market preparation – which consisted of extensive de-cluttering & strategic cosmetic improvements throughout – she added \$400K to the property value.



Actively Seeks Value-Added Opportunities

Other agents gave these sellers a suggested asking price in the \$1.8M range, but llene knew that if these homeowners would agree to create additional square footage, they could demand a much higher asking price. Trusting llene's vision, the sellers finished their basement and built a deck on top of a screened-in porch which created an oasis with magnificent views right off of the master bedroom. This home sold for \$2.3M.



Most of today's buyers are seeking a house that is bright, in move-in condition, and offers relevant spaces for modern living so llene made strategic recommendations that ultimately transformed this dark & choppy traditional Victorian into a sun-filled home with a desirable open floor plan. The buyer appeal was further enhanced by adding a 2nd full bathroom & a combination mudroom/laundry.



The removal of a hallway wall greatly enhanced the home's light & flow.

Actively Seeks Value-Added Opportunities

We transformed this overlooked storage attic into a multi-purpose loft by making strategic cosmetic improvements & adding staging furnishings for a bedroom, desk, & lounge area. The door leading up to this 3rd floor space was removed to improve the flow to the rest of the house.



Overcomes Sales Obstacles

This stunning property was on the market with another broker for 306 days before the sellers hired llene. Ilene knew immediately that the expansive multipurpose room needed to be creatively staged and that the property's lack of exterior privacy needed to be addressed. Creative staging suggested multiple uses – a welcoming family room, home office area, workout corner, play space for children, and a play space for adults (complete with game table and wet bar.) This newly staged space was the heart throb of every buyer who visited. Since this property was on a busy street corner, privacy was a must. Ilene had the sellers provide a rendering of what the property would look like with privacy plantings along the perimeter, and as soon as the privacy landscaping was installed, the property went under agreement.





Overcomes Sales Obstacles

Due to an in-ground pool, a lack of driveway and garage, & excessive kitchen cabinetry, the buyer appeal of this house was significantly limited even though it was in a desirable neighborhood overlooking a golf course. After another broker was unable to sell this property, llene convinced the seller to make strategic changes that would increase its buyer appeal – fill in the pool to create a private back yard, provide a rendering of a driveway & garage, and remove enough kitchen cabinetry to create an eat-in kitchen. She even gave new purpose to the obsolete 2-car garage/pool cabana by creatively staging them as a game room & home gym.













Expertly Blends Old Charm with Modern Living

This home was with another broker for 5 months before the sellers hired llene. She convinced them to let us replace their oversized and traditional furniture with our more contemporary furnishings. In order to appeal to the greatest number of prospective buyers, llene also had the sellers remove their window treatments and paint the interior walls a much lighter color to brighten the space. The new professional photos appealed to a large number of people which resulted in numerous showing requests, and ultimately, multiple offers and satisfied sellers.









Expertly Blends Old Charm with Modern Living

We suggested this seller return the living room to its original function by transforming the dark & cramped office into a bright & spacious modern gathering space – complete with floor-to-ceiling windows representative of its 1840 construction.



This grand property was on the market for 137 days with another broker before the seller gave the listing to llene. llene's strategic recommendations involved both interior & exterior staging. Interior rooms were freshly painted and appropriately furnished. llene then highlighted a hidden backyard glen. Overgrown plantings were removed, old stone steps were repaired, and a simple rope-railing was installed to transform this previously underutilized exterior feature into a private retreat. Because this property was not new to the market in the eyes of local brokers, llene re-ignited excitement by personally inviting them to the re-launch. A buyer, who had previously rejected the house, bought the property that weekend!





A NOTE OF RECOMMENDATION



Marsha MacLean

Vice President/Managing Broker Coldwell Banker Realty

Ilene Solomon sets the standard for excellence in residential real estate. With over 30 years of experience, llene has become an expert in current market trends. She is a dedicated professional with a robust marketing strategy that she applies to all of her listings including complimentary staging.

She goes above and beyond for her clients and always delivers. In addition to having an incredible vision and innovative marketing skills, she is an expert negotiator who works tirelessly for her sellers and buyers guaranteeing them the best price and terms for their home.

llene has earned herself many accolades as being one of the top producers in the Coldwell Banker Company. She was also the number one agent in Newton in 2019.

llene's accomplishments are well deserved and respected due to her stellar reputation and dedication to her clients.

People are talking.

"Ilene walked into our house, which had not been cosmetically updated in decades, and devised a plan to turn it into a buyer's dream. When we hesitated, Ilene guided us with humor, warmth and confidence. Ilene's vision transformed our house into one that had buyers lined up in hopes of making it their own."

"Ilene brought not only her own depth of experience, up-to-the-minute market know-how, imagination, enthusiasm and integrity to her clients, but that of her exceptional team – all of whom played a remarkable role every step of the way."

"In order to achieve an optimal outcome, sellers must be represented by a highly skilled and distinctive realtor. Thank goodness we had llene and the talents of her extraordinary team working with us – and for us – from day one to closing."

"Ilene's staging team brought in stylish furnishings and modern accessories to enhance the appearance of our house. We were amazed by the transformation. The house sold for tens of thousands of dollars higher than asking price – far higher than we could ever have imagined."

"I've been an agent, broker and principal for 20 years, and you are by far the best agent I have ever met."

"Throughout the market preparation & staging process, llene and her team worked with us in a friendly, flexible, and respectful manner. The final outcome exceeded our highest expectations – the differential between the selling price and the asking price was almost four times greater than the amount we spent addressing the red flags. This worthwhile experience truly helped us maximize the potential value of our home."

"Ilene and her team are true professionals. They're patient, emotionally intelligent, and were ready to work around the clock to keep the process moving forward and getting issues resolved. They're also very nice people and we really enjoyed their company."

"Ilene explained the importance of decluttering to make it easier for buyers to notice the charm and elegance of our home's architectural details. Since our "personality" filled every nook and cranny, she made recommendations as to what should be put in storage and what should be kept for staging. Thanks to Ilene's vision, our house sold the first weekend."

ilenesolomon.com

STRENGTH IN NUMBERS

Coldwell Banker® WorldwideAgents92,000Offices3,000Sales Volume (U.S.)\$242.6 BillionClosed Units (U.S.)730,736

Coldwell Banker Residential Brokeragein New EnglandAgents3,808Offices89Sales Volume\$14.2 BillionClosed Units25,443

GLOBAL LEADER

Over a Century of Excellence

Coldwell Banker Real Estate practically invented modern-day real estate. Founded in 1906 on the principles of honesty, integrity and always putting the customer first, we changed the industry then and continue to do so today.

Global Network

Through non-stop innovation and forward thinking, the Coldwell Banker[®] brand has grown to become one of the most well-known and trusted names in real estate around the globe. Today, there are more than 92,000 agents working out of 3,000 Coldwell Banker offices in 47 countries and territories.

Wherever your home's buyer might be, we're there, too.





47 COUNTRIES & TERRITORIES

Andorra	Republic	Kenya	St. Martin
Argentina	Egypt	Malta	Thailand
Aruba	England	Mexico	Turkey
Bahamas	France	Monaco	Turks & Caicos
Bermuda	Germany	Netherlands	United Arab
Canada	Ghana	Panama	Emirates
Cayman Islands	Grenada	Portugal	United States
China	Guatemala	Puerto Rico	Uruguay
Colombia	India	Romania	Virgin Islands
Costa Rica	Indonesia	Singapore	(British)
Curaçao	Ireland	Sint Maarten	Virgin Islands (U.S.)
Cyprus	Italy	Spain	
Dominican	Jamaica	St. Kitts/Nevis	

#1 IN SALES VOLUME

Coldwell Banker Real Estate agents produced more sales volume in 2016 than agents affiliated with any other brand*. We know how to get homes sold.



#1 NATIONWIDE

Coldwell Banker Residential Brokerage's parent company, NRT LLC, has been the #1 residential real estate brokerage in the U.S. for 21 years*, successfully bringing together home buyers and sellers from across the country.



Company		Sales Volume	Transaction Sides
1.	NRT LLC (including Goldwell Banker Residential Brokerage in New England)*	\$178 Billion	346,942
2.	HomeServices of America, Inc.	\$125 Billion	328,355
3.	Douglas Elliman Real Estate	\$26 Billion	22,272
4.	Hanna Holdings	\$17 Billion	90,468
5.	Pacific Union International	\$14 Billion	9,822
6.	Compass	\$14 Billion	10,543
7.	Alain Pinel Realtors	\$12 Billion	7,591
8.	HomeSmart	\$10 Billion	33,601
9.	William Raveis Real Estate, Mortgage, and Insurance	\$10 Billion	20,871
10	. Keller Williams Realty, GO Management Offices	\$9 Billion	34,077

*NRT is ranked #1 in both closed residential buyer and/or seller transaction sides and sales volume (calculated by multiplying number of buyer and/or seller transaction sides by the sales price) in 2017 in the U.S. One unit equals one side of a transaction (buyer or seller). Data obtained by REAL Trends Survey, 2018. Coldwell Banker Residential Brokerage is a subsidiary of NRT. Statistics include sides/sales volume for all NRT subsidiaries.

LOCAL REACH

We have offices and affiliated agents all across our region actively bringing in buyers and creating more opportunities to showcase your home.



WHERE THE BUYERS ARE

While buyers use a variety of resources to research properties for sale in their area, the vast majority find their new home online and with the help of a real estate professional.*

How Buyers Search for Homes

Online	95%
Real Estate Agent	89%
Mobile Sites and Apps	74%
Open House	52%
Yard Sign	48%
Online Video	39%
Print Newspaper Ad	15%

Where Home Buyers Found the Home They Purchased

Internet	51%
Real Estate Agent	30%
Yard Sign	7%
Friend, Neighbor or Relative	6%
Home Builder or Their Agent	5%
Directly from Sellers	2%
Print Newspaper Advertisement	1%
Home Book or Magazine	Less than 1%



2017 Mattornal Association of Realitors/W Proble of Home Buyers and Seliers

#1 BRAND ONLINE

Home buyers are online – and one real estate brand gets more of their attention than any other.

The Coldwell Banker[®] brand is the #1 most-visited residential real estate brand online.*



#1 ON SOCIAL MEDIA

The Coldwell Banker[®] brand is the most influential residential real estate brand on social media^{*}, with an impressive presence designed to engage, entertain and connect with today's home buyers.





WEB PARTNERS

Through web syndication with our partner websites, your property may be featured on up to an additional 900+ websites around the world.

Bedford Bulletin

101eveler.com (Cyprus) 1st Farm Credit 285 Hustler 99acres.com Advocate Press Ag Credit of South Texas Ag Journal Ag New Mexico Farm Credit Ag Star Northwoods Ag Texas Farm Credit AgCarolina Financial AgCredit AgGeorgia Farm Credit AgriLand AgStar Financial Services AgStar Home AgWeb Alabama Farm Credit Alabama Land Loan Albany Times Union AllHud Allied News Amarillo Globe News American Ag Credit American Agriculturist American Quarter Horse Association American Towns Anchorage Daily News AOL Arabian Horse World Arabian in Site archeter-louer.fr (France) Argus Leader Arizona Daily Sun Arkadia.com Arkansas Outdoors Online Asbury Park Press ASEMBA Asian Property World (Thailand) Athens Banner-Herald Athens Daily Review, Athens, TX Augusta Chronicle Aurora Advertiser Austin American Statesman **Badgerland Financial** Baltimore Sun Battle Creek Enquirer Bayou Bucks bayut.com (UAE) **Beaumont Enterprise** Beauregard Daily News

Belleville News-Democrat Bellingham Herald Best Properties Overseas Best Properties Overseas UK Big Fish Tackle Lake Billings Gazette Bloomington Pantagraph Boliga.dk (Denmark) Bostadsportal.se (Sweden) Boulder Daily Camera Bradenton Herald Bristol Herald Courier aka TriCities.com Brunswick Beacon **Burlington Free Press** Buy Rent Kenya (Kenya) California Farmer Cambridge Chronicle Canyon Courier Cape Fear Farm Credit Capital Farm Credit Carbon Valley Farmer & Miner Carlsbad Current Argus Carolina Classified Marketplace Carolina Farm Credit Carolina Gateway Carolina-Virginia Farmer Carrollton News Democrat Casper Star Tribune Cedar Key Beacon Central Kentucky Ag Credit Central Kentucky Homes Central Kentucky News Journal Centre Daily Times Century21.com Charlotte Sun, Port Charlotte, FL Chattanooga Agricultural Credit Association Cheboygan Daily Tribune Chester News & Reporter Chicago Tribune Chickasha Express Star, Chickasha, OK Chiefland Citizen Chillicothe Gazette Chillicothe Times-Bulletin Citizen-Times city24.ee (Estonia) city24.lt (Lithuania) city24.lv (Latvia) Claremore Daily Progress, Claremore, OK Clear Creek Courant

Cleburne Times Review, Cleburne, TX Clinton Herald, Clinton, IA Coldwellbanker.com Coldwellbankerluxury.com Colonial Farm Credit Colorado Ranch & Resort Colorado Real Estate Today Columbine Courier Commerce City Sentinel-Express Commerce Journal, Commerce, TX Connecticut House Hunter **Constitution Tribune** Cooperstown Crier, Cooperstown, NY Corse-matin (France) Corsicana Daily Sun, Corsicana, TX Coshocton Tribune cotelittoral.fr (France) Country Home Loans Country Home Mortgage Country Living CountryHomesofAlabama.com CountryHomesofAlaska.com CountryHomesofAmerica.com CountryHomesofArizona.com CountryHomesofArkansas.com CountryHomesofCalifornia.com CountryHomesofColorado.com CountryHomesofConnecticut.com CountryHomesofDelaware.com CountryHomesofFlorida.com CountryHomesofGeorgia.com CountryHomesofHawaii.com CountryHomesofIdaho.com CountryHomesofIllinois.com CountryHomesofIndiana.com CountryHomesoflowa.com CountryHomesofKansas.com CountryHomesofKentucky.com CountryHomesofLouisiana.com CountryHomesofMaine.com CountryHomesofMaryland.com CountryHomesofMassachusetts.com CountryHomesofMichigan.com CountryHomesofMinnesota.com CountryHomesofMississippi.com CountryHomesofMissouri.com CountryHomesofMontana.com CountryHomesofNebraska.com CountryHomesofNevada.com CountryHomesofNewHampshire.com CountryHomesofNewJersey.com

CountryHomesofNewMexico.com CountryHomesofNewYork.com CountryHomesofNorthCarolina.com CountryHomesofNorthDakota.com CountryHomesofOhio.com CountryHomesofOklahoma.com CountryHomesofOregon.com CountryHomesofPennsylvania.com CountryHomesofRhodelsland.com CountryHomesofSouthCarolina.com CountryHomesofSouthDakota.com CountryHomesofTennessee.com CountryHomesofTexas.com CountryHomesofUtah.com CountryHomesofVermont.com CountryHomesofVirginia.com CountryHomesofWashington.com CountryHomesofWestVirginia.com CountryHomesofWisconsin.com CountryHomesofWyoming.com Courier News Cowboys & Indians Crookston Daily Times Crossville Chronicle, Crossville, TN Cumberland Times News, Cumberland, MD CW11 Cynthiana Democrat Daily American Daily Herald Daily lowegian Daily Leader Daily Ledger Daily Messenger Daily Progress Daily Record Daily Tribune Dakota Farmer Dallas Morning News DarProperty.co.tz (Tanzania) Decatur Daily Declaration Denton Record Chronicle Detroit Free Press Devils Lake Daily Journal DirectHomes.com Dodge City Daily Globe Domofond.ru domy.pl (Poland) Eagle Gazette East-Westt Property Advisors (China) Echo Pilot Edenway Edmond Sun, Edmond, OK Effingham Daily News, Effingham, IL El Paso Times El Paso Times emlaktown.com (Turkey) Equestrian Friends Equine Equine in Site EquiSearch Eufaula Tribune **Evening Tribune** Explorimmo.com

Fang.com (China) Farm Credit Midsouth Farm Credit of Florida Farm Credit of the Virginias Farm Credit Services of Illinois Farm Credit Services of Mid-America Farm Credit Services of Western Arkansas Farm Eutures FCS America FCS Financial Field & Stream Find Farm Credit First Ag Credit Florida Today Forest Landowners Association Fort Collins Coloradoan Fort Lupton Press Fowler Tribune Frontier Farm Credit Gadsden County Time Gainesville Daily Register, Gainesville, TX Galax Gazette Galesburg Register-Mail Galva News Glasgow Daily Times, Glasgow, KY Go Place It (Chile) Go Place It (Columbia) Go Place It (Mexico) Go Place It (Peru) Go Place It (Uruguay) Go Place It (Venezuela) Go853.com (Macau) gobaliza.com (Spain) Gonzales Weekly Citizen GoPlacelt.com (Argentina) Granite Falls Advocate Tribute Grant County News Grays Sporting Journal Grayson Journal Enquirer-Grayson, KY, Olive Hill Times-Olive Hill, KY Great Falls Tribune Great Plains Ag Credit Green Bay Press-Gazette Gun and Game Gurdon Times Hamburg Reporter Hannibal Courier-Post Hattiesburg American hausples.com/org (Papua New Guinea) HauteResidences.com Hebdo Immobilier (Algeria) Hendricks County Flyer, Avon, IN Henry County Herald Times Reporter Heritage Land Bank High Plains Journal High Timber Times Holland Sentinel Home Globally Home News Tribune Homefinder.com Homes&Land Homes.com HomeSteps

HomeTownLocator HomeWinks Hope Star Horse Quest Horses in the South HotPads.com Houseshop.com housingparidise.com (Fiji) Houston Chronicle Houston Chronicle Second Homes HudExchange icasas (Chile) icasas (Colombia) icasas (Mexico) Idaho Statesman idealista (Italy) idealista (Portugal) idealista (Spain) immobiliare.it (Italv) immonc.com (New Caledonia) immopf.com (French Polynesia) immopop.lu (Luxembourg) ImmoStreet.ch (Switzerland) ImmoStreet.com imot.bg (Bulgaria) Imoveis e Sol (Brazil) imovina.net (Serbia) imovirtual (Portugal) Indiana Prairie Farmer Iowa City Press-Citizen Ithaca Journal Jackson Herald Jacksonville Daily Progress, Jacksonville, TX James Edition Journal and Courier Just Horses Juwai KABB-TV Kahping kamicasa (Portugal) kamicasa (Spain) kangalou (Canada) Kansas Farmer KBSI KDNL KDSM KevBoom KEYE-TV KFDM-TV KFXA-TV KGAN-TV Kiowa County Signal Kirksville Daily Express & News KLAS-TV KMTW KMYS Knoxville Journal Express, Knoxville, IA KOCB KOKH-TV KTVL-TV KVCW KVMY KWBB La Junta Tribune Democrat

LaFollette Press LakeHousesofAlabama.com LakeHousesofAlaska.com LakeHousesofAmerica.com LakeHousesofArizona.com LakeHousesofArkansas.com LakeHousesofCalifornia.com LakeHousesofColorado.com LakeHousesofConnecticut.com LakeHousesofDelaware.com LakeHousesofFlorida.com LakeHousesofGeorgia.com LakeHousesofHawaii.com LakeHousesofIdaho.com LakeHousesofIllinois.com LakeHousesofIndiana.com LakeHousesoflowa.com LakeHousesofKansas.com LakeHousesofKentucky.com LakeHousesofLouisiana.com LakeHousesofMaine.com LakeHousesofMaryland.com LakeHousesofMassachusetts.com LakeHousesofMichigan.com LakeHousesofMinnesota.com LakeHousesofMississippi.com LakeHousesofMissouri.com LakeHousesofMontana.com LakeHousesofNebraska.com LakeHousesofNevada.com LakeHousesofNewHampshire.com LakeHousesofNewJersey.com LakeHousesofNewMexico.com LakeHousesofNewYork.com LakeHousesofNorthCarolina.com LakeHousesofNorthDakota.com LakeHousesofOhio.com LakeHousesofOklahoma.com LakeHousesofOregon.com LakeHousesofPennsylvania.com LakeHousesofRhodelsland.com LakeHousesofSouthCarolina.com LakeHousesofSouthDakota.com LakeHousesofTennessee.com LakeHousesofTexas.com LakeHousesofUtah.com LakeHousesofVermont.com LakeHousesofVirginia.com LakeHousesofWashington.com LakeHousesofWestVirginia.com LakeHousesofWisconsin.com LakeHousesofWyoming.com Land Bank South Land Walk Land Watch LandBank Lands of America LandsofAlabama.com LandsofAlaska.com LandsofAmerica.com LandsofArizona.com LandsofArkansas.com LandsofCalifornia.com LandsofColorado.com

LandsofConnecticut.com LandsofDelaware.com LandsofFlorida.com LandsofGeorgia.com LandsofHawaii.com Landsofldaho.com LandsofIllinois.com LandsofIndiana.com Landsoflowa.com LandsofKansas.com LandsofKentucky.com LandsofLouisiana.com LandsofMaine.com LandsofMaryland.com LandsofMassachusetts.com LandsofMichigan.com LandsofMinnesota.com LandsofMississippi.com LandsofMissouri.com LandsofMontana.com LandsofNebraska.com LandsofNevada.com LandsofNewHampshire.com LandsofNewJersey.com LandsofNewMexico.com LandsofNewYork.com LandsofNorthCarolina.com LandsofNorthDakota.com LandsofOhio com LandsofOklahoma.com LandsofOregon.com LandsofPennsylvania.com LandsofRhodelsland.com LandsofSouthCarolina.com LandsofSouthDakota.com LandsofTennessee.com LandsofTexas.com LandsofTexasMagazine.com LandsofUtah.com LandsofVermont.com LandsofVirginia.com LandsofWashington.com LandsofWestVirginia.com LandsofWisconsin.com LandsofWyoming.com Lansing State Journal LaProvence.com (France) LaRue County Herald News Las Cruces Sun-News Las Vegas Optic Le Bien Public (France) Le Journal (France) Le Progres.fr (France) Leader Union Lebanon Enterprise ledauphine.com (France) Ledaer-Enquirer Leesville Daily Leader Legacy Ag Credit Lexington Herald-Leader Lincoln Journal Star List a Property listaproperty (Egypt) listaproperty (UAE)

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Northwest Indiana Times Norwich Bulletin NY Times Observer & Eccentric Newspapers oferty.net (Poland) Ohio Farmer Oklahoman aka NewsOK Old Farmer's Almanac Old House Journal Old House Online Oldham Era Orion Gazette Orlando Sentinel Oshkosh Northwestern Ottumwa Daily Courier, Ottumwa, IA Outdoor Life Owenton News Herald Pacific Daily News Pageland Progressive Journal Palestine Herald-Press, Palestine, TX Palladium-Item Panhandle Plains FLBA Pasadena Star-News, Pasadena, CA Pauls Valley Daily Democrat, Pauls Valley, OK Pekin Daily Times Pella Chronicle, Pella, IA Pensacola News Journal Peoria Journal Star Perry County News PerSquare (Philippines) PerSquare (South Africa) **Pioneer News** Pittsburgh Post-Gazette, Pittsburgh, PA Plainview Daily Herald Pleasure Horse Post South Poughkeepsie Journal Prairie Farmer Prairie Links Prairie State Outdoors Press Herald PrivateProperty.co.za (South Africa) PrivateProperty.com.ng (Nigeria) propertysteps ie (Ireland) Pryor Daily Times, Pryor, OK publimaison.ca (Canada) Quad City Times Quad-City Times Land Quarter Pony Association Rapid City Journal Real Estate (Cambodia) Real-Buzz realcity (Czech Republic) RealEstate.co.jp (Japan) realestateworld.com.au (Australia) realitysk (Solvakia) REALTOR.com **Realty Executives** RealtyIndexer RealtyTrac Red Oak Express Redlands Daily Facts, Redlands, CA Reno Gazette-Journal rentbuy.com (Australia)

Reporter, Vacaville, CA Review Atlas Richmond Register, Richmond, KY Richmond Times Dispatch Rightmove.co.uk **Riverland News** RLHD Roane County News Robb Report Rochester Democrat and Chronicle Rockford Register Rockwall County Herald Banner, Greenville, TΧ Rolla Daily News Royaume-Immobilier.com (Morocco) Royse City Herald Banner, Greenville, TX San Antonio Express News San Bernardino Sun, San Bernadino, CA San Francisco Chronicle San Gabriel Valley Tribune, San Gabriel, CA Santa Cruz Sentinel, Santa Cruz, CA Savannah Morning News SCNow SearchALLProperties by L2L Seattle Post Intelligencer Selektimmo.com (Morocco) SeLoger.com SenegalCity.com (Senegal) Sentinel News Sentinel-Standard Shaw Suburban Homes Shelbyville Daily Union, Shelbyville, IL Shelter RR Shwe Property (Myanmar) Simply Move (France) Sioux City Journal Siskiyou Daily News Sodichan.com (China) Sokna (Tanzania) South Marion Citizen Southern Farmer Southwest Daily News Southwest Georgia Farm Credit Southwest Horse Trader Spencer County Journal Democrat Spiti24.gr (Greece) Spitogatos.gr (Greece) Springfield News-Leader St. Cloud Times St. James Plaindealer St. Johns News Stanly News & Press, Albemarle, NC Star Courier Star-Gazette Star-Telegram Star-Telegram Statesman Journal Stevens Point Journal storia (Romania) Sumter County Times Sun-Sentinel Surface Privee (France) Suwannee Democrat, Live Oak, FL Szimmo.de (Germany)

Tahlequah Daily Press, Tahlequah, OK Tallahassee Democrat TDN.com - The Daily News (Lower Columbia) Tecomate Telegraph-Forum **Teutopolis Press** Texas Hunting & Fishing Network Texas Land Bank Texas Trophy Hunters Association Thailand Property Gate (Thailand) Thailand-property.com (Thailand) The Advocate The Advocate The American, Moore, OK The Anderson News The Arizona Republic The Bastrop Daily Enterprise The Baxter Bulletin The Beaufort Gazette The Brighton Standard Blade The Carthage Press The Casey County News The Charlotte Observer The Chronicle Express The Cincinnati Enquirer The Clarion-Ledger The Courier The Courier-Journal The Cullman Times, Cullman, AL The Daily Advertiser The Daily Guide The Daily Journal The Daily News The Daily News Journal The Daily News Leader The Daily Press The Daily Star, Oneonta, NY The Daily Telegram The Daily Times The Daily World The Delray Beach Pineapple Newspaper The Des Moines Register The Desert Sun The Donaldsonville Chief The Dover Post The Duncan Banner, Duncan, OK The Examiner The Farmer The Farmer Stockman The Florida Times Union The Fort Leavenworth Lamp The Fresno Bee The Garden Island The Geneseo Republic The Gold Standard The Grayson Record The Greenville News The Hartford Courant The Herald Bulletin, Anderson, IN The Herald, Sharon, PA The Huntsville Item, Huntsville, TX The Independent, Ashland, KY The Indianapolis Star The Island Packet

The Jackson Sun The Jasper News, Jasper, FL The Journal News The Journal Times The Journal-Register, Medina, NY The Kansas City Star The Kentucky Standard The Lancaster News The Land Report The Leaf-Chronicle The Log and Timber Home Show The Marion Star The Mayo Free Press, Mayo, FL The Meadville Tribune, Meadville, PA The Merced Sun-Star The Miami Herald The Missoulian The Morning Call The Moultrie Observer, Moultrie, GA The Muskogee Phoenix, Muskogee, OK The News & Advance The News & Observer The News Courier, Athens, AL The News Journal The News Star The News Virginian The News-Messenger The News-Press The Norman Transcript, Norman, OK The Olympian The Opinion Tribune The Post-Crescent The Post-Star The Press-Republican, Plattsburgh, NY The Progressive Farmer The Reporter The Repository The Sentinel Echo, London, KY The Sheboygan Press The Southern Illinoisan The Spectrum The Spencer Magnet The Springfield Sun The Star Press The State The State Journal-Register The Stillwater Newspress, Stillwater, OK The Sun News The Tennessean The Tifton Gazette, Tifton, GA The Times The Times Herald The Times Reporter The Town Talk The Tribune The Tribune-Democrat, Johnstown, PA The Trimble Banner The Union-Recorder, Milledgeville, GA The Virginia Gazette The Wakulla News The Wichita Eagle Thomasville Times-Enterprise, Thomasville, GA Timber Home Living Times Daily

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MAXIMUM ONLINE BRANDING

Our unique MAXimum online marketing platform is designed to drive leads from online buyers interested in your home right to your agent. With MAXimum, your home will benefit from:

MAXimum Branding

Your home will be displayed with multiple photos and key information on three of the most-visited real estate websites: Zillow[®], Trulia[®] and Homes.com[®]. Your agent's name and contact information will be shown next to your property, so interested buyers can easily get in touch.

MAXimum Exposure

In addition to the sites above, your home will be shown on as many as 900+ websites, including all powered-by-Zillow sites and the everexpanding ListHub and HomeFinder.com networks. On top of that, all luxury listings are distributed to 50+ additional sites targeting high-networth home buyers.

MAXimum Leads

Online inquiries from buyers interested in your home are routed to your agent for immediate response. This helps ensure that no potential buyer for your home is missed.

Zillow[®] Trulia[®] Commes.com



EXCLUSIVE WEBSITES

Our exclusive websites attract millions of visitors and generate new leads from interested buyers worldwide.

ColdwellBankerHomes.com

This website features properties for sale in our region and across the country, and is optimized to view on laptops, desktops, mobile devices and tablets.



coldwellbanker.com

This national website attracts millions of visitors each month and generated more than 686,000 leads in 2017*.



coldwellbankerluxury.com

Featuring an exceptional inventory of luxury home listings, coldwellbankerluxury.com attracts affluent buyers from around the world.



RAPID RESPONSE

Displaying your property on the greatest possible number of websites is an important advantage, but it's just as important that any leads from interested buyers are received and responded to quickly. Our exclusive InTouch technology lets us do just that.

Here's how InTouch works:

- A home buyer sees your listing online
- They request additional information or a showing through the website
- An alert is sent to your agent
- Your agent is able to respond to the interested buyer immediately

This helps to ensure that no potential buyer for your home is missed.



MARKETING YOUR HOME

We offer one of the most powerful and comprehensive marketing programs for attracting buyers and getting homes sold. In addition to our industry-leading online strategy, we use a proven combination of traditional and cutting-edge methods to showcase your home.

- National brand advertising
- Online advertising
- Print advertising
- Social media
- Direct print and email marketing
- Just Listed flyers and postcards

- Media relations/public relations
- Coldwell Banker Global Luxury® program
- Yard signs
- MLS (multiple listing service)
- Professional photography
- Open houses/broker opens



BRINGING MORE BUYERS

Have you ever wondered who handles transferring employees when a corporation needs to move them? We do! Our dedicated relocation department helps thousands of relocating, transferring and other special groups of buyers each year.

Cartus Broker Network

Cartus Relocation is one of the largest relocation service providers in the world, providing services in 185 countries and to more than half of Fortune 50 companies. As a principal broker in the Cartus Broker Network, we receive thousands of incoming buyer referrals annually.

USAA Real Estate Rewards Network

Thousands of active and former military members and their families rely on us for real estate services through our status as a preferred USAA Real Estate Rewards Network broker.

Affinity Network

Through our Affinity business line, we work with 25+ member-based programs to offer real estate services to relocating buyers across the country.





RELOCATION THE RIGHT WAY

With a reach that extends far beyond our local market, we can help you buy or sell real estate wherever life takes you. The advantages of working with us on your relocation include:

Relocation Certified Marketing Specialist

proficient in marketing relocation properties and specially educated to expertly manage all aspects of your relocation policy and ensure your relocation benefits are protected

Award-Winning Relocation Team nationally recognized and honored for relocation performance

Knowledge of Relocation Procedures and Technology including company reporting, paperwork management, vacant-home management and local closing transactions

START TO FINISH

Coldwell Banker Residential Brokerage is your partner in all aspects of the home-sale process. Our industry affiliations ensure you receive complete assistance from beginning to end, giving you one-stop-shop convenience.

Mortgage Services

Guaranteed Rate Affinity provides mortgages across the country and features incredibly low rates, fantastic customer service and a fast, simple process.

Warranty Services

A Coldwell Banker Home Protection Plan provides that extra measure of security that makes buyers feel more secure and confident in the purchase of your home.

Title Services

Sunbelt Title Agency can research and resolve title issues before the closing to help ensure your transaction closes smoothly and on time.

Insurance Services

Castle Edge Insurance Agency offers competitive rates on homeowners, condominium, renters, automobile, second home, vacant home and umbrella coverage.

Development Services

From concept to closing, Coldwell Banker Development Services delivers optimal results in the marketing and sales of new residential developments.

Commercial Services

Highly skilled Coldwell Banker Commercial NRT agents offer a full spectrum of office, industrial, retail, multi-family and hospitality services.



HOMEBASE® TRANSACTION MANAGEMENT

When you decide to sell your home with us, your transaction forms will be entered into HomeBase[®], a convenient, secure website where you can track the progress of your sale and access your documents throughout the process, and long after the closing.

- Important information and documents are uploaded and stored online in your personal account.
- Forms, activities and services related to your sale can be viewed anytime during your transaction.
- Automated email alerts and messaging keep you informed.
- Upon closing, your transaction is archived so you can retrieve documents during estate planning, renovations, financial planning or tax season.



Ilene Solomon & Team: (I-r) Beth Plunkett, Ilene Solomon, Neal Solomon, Emily Kidd, Emily Gloss

ilenesolomon.com