International Real Estate at the Speed of Now. Boost Your connections & Increase Sales

Jorge L. Guerra, Jr. 2021 NAR Global Liaison



MASTER CLASS AGENTES

Sesión formativa diseñada para agentes inmobiliarios. La revolución del vídeo para la venta de propiedades.

Con Jorge Guerra 15:30 - 19:00h

inmoci'nate 🔄

UCI Hipotecas para vivir

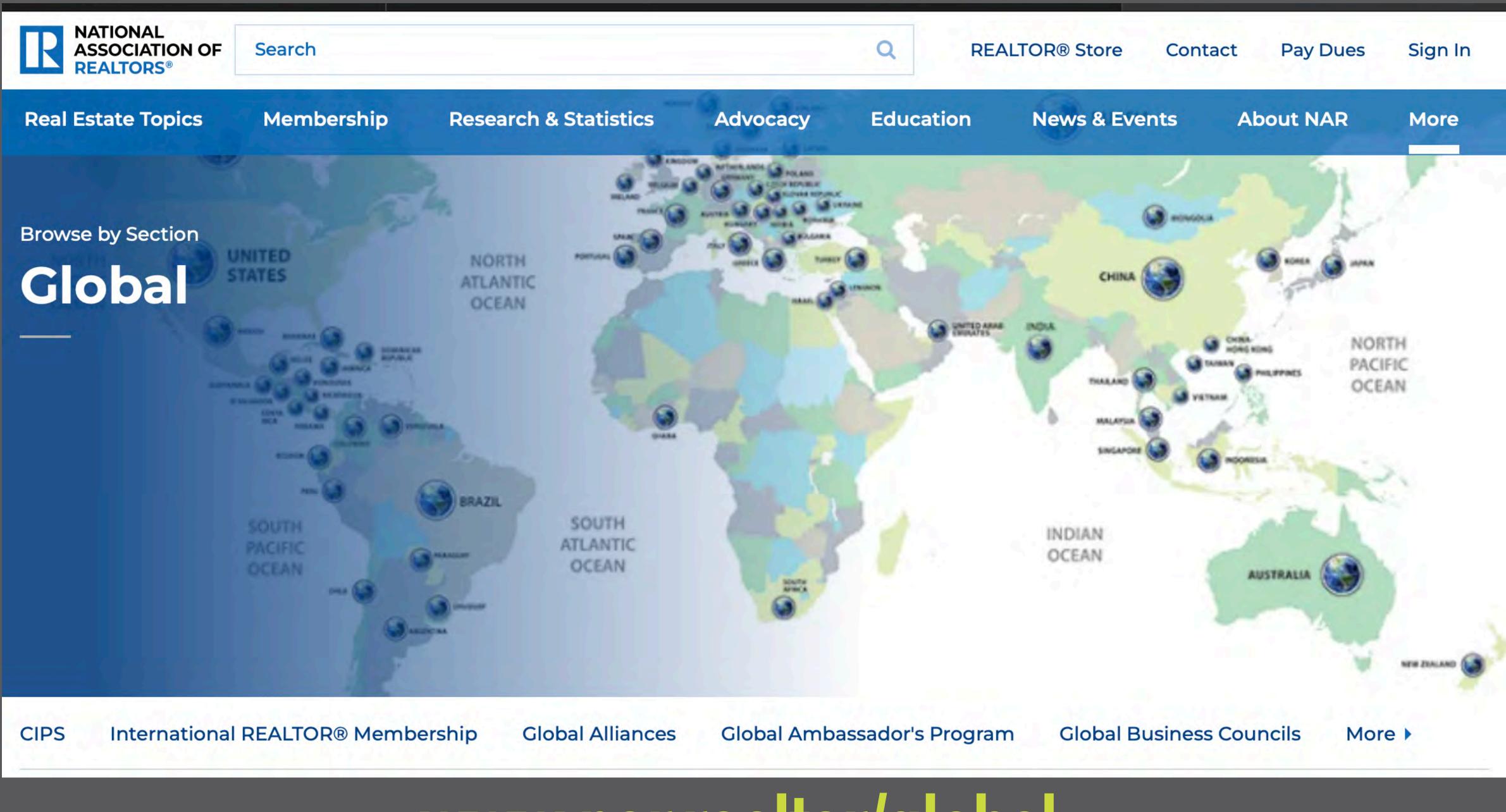
SIRA Spanish International Realty Alliance®



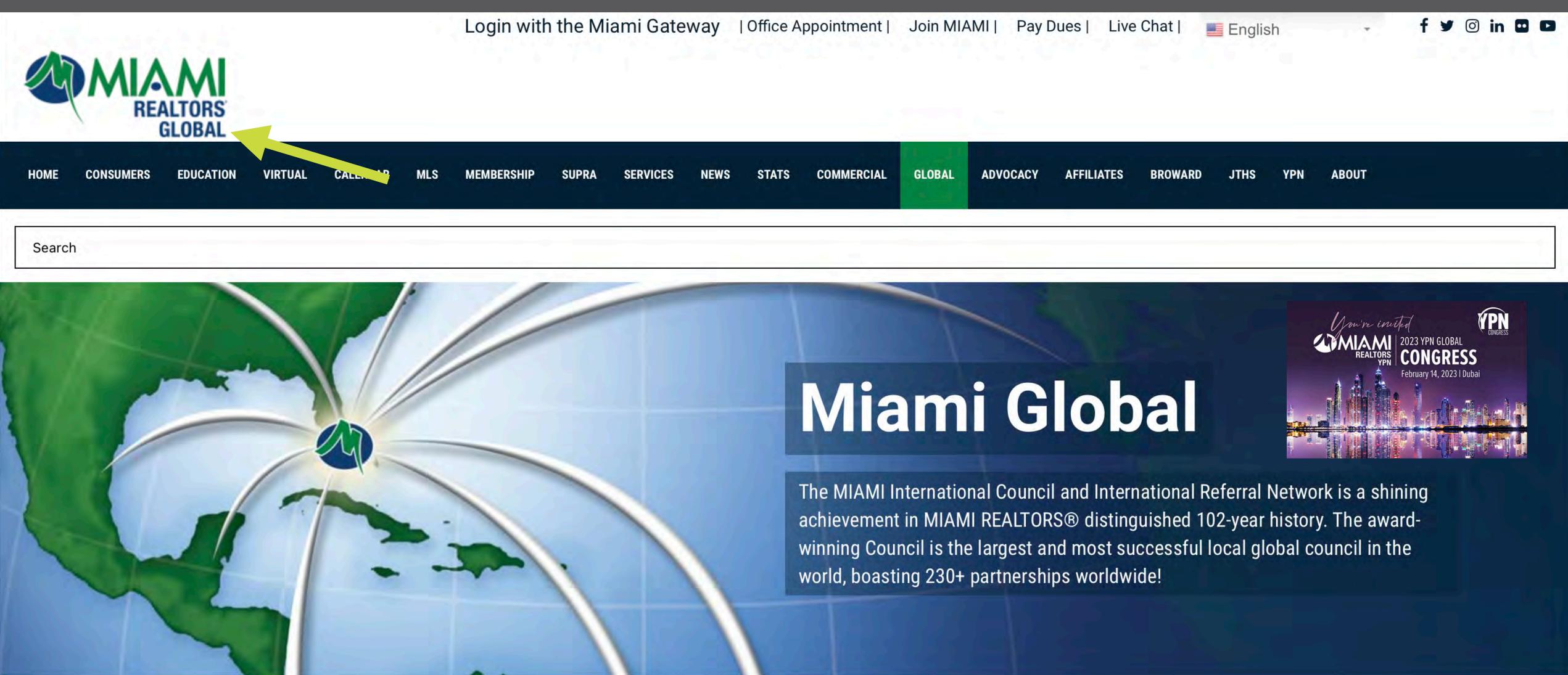


THE SPEED OF NOW.

BE RESOURCEFUL



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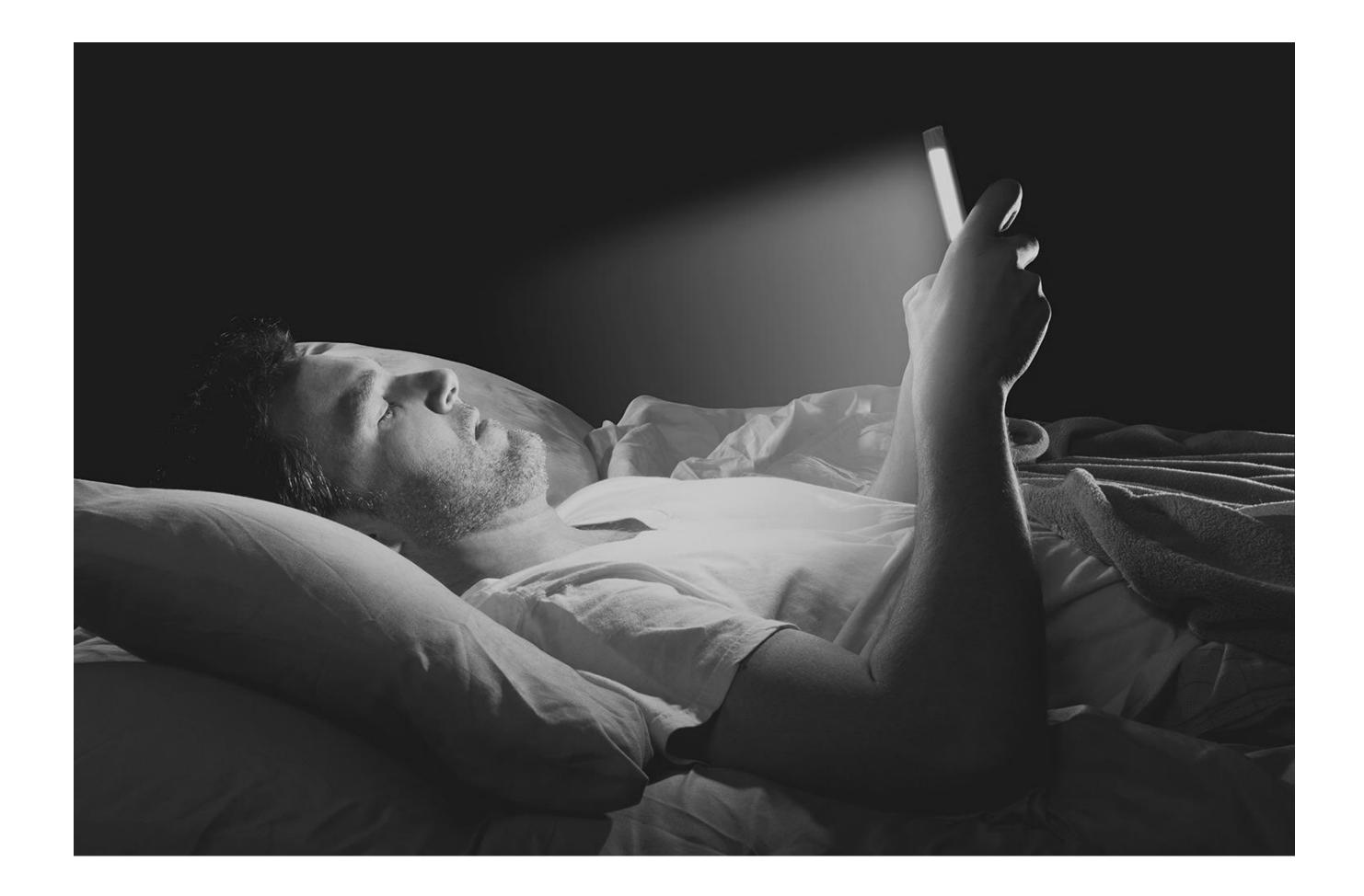


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HUGE TECHNOLOGY REVOLUTION



98% OF ALL HOMEBUYERS





Online video accounts for 85% of all online traffic. 65% of people watch videos online every day. 85% of Facebook video is watched without sound. KNOW THE TREND. - 16% COULD NOT FIND.



INTERNATIONAL HOMEBUYER

- \$386,200 is the Average Price
- 63% Bought CASH
- Condos, SFH, Townhomes & Land
- Vacation & Rental Investment
- 16% Could not find a property

2021 Profile of International Homebuyers of Miami Association of Realtors



INTERNATIONAL HOMEBUYER COMMISSION



\$386,200.00 X 3% \$11,586.00

2021 Profile of International Homebuyers of Miami Association of Realtors

HOW TO DO INTERNATIONAL



A MIAMI REALTOR

We are well connected. We have lots of international experience. We have powerful tools to grow our partnership.

INTERNATIONAL TEAM





Attorney

Mortgage



07.0



Accountant

Designer

85% OF LEADS CAME FROM PERSONAL CONTACTS, PREVIOUS **CLIENTS & BUSINESS CONTACTS**

2021 Profile of International Homebuyers of Miami Association of Realtors



IT'S ALL ABOUT RELATIONSHIPS



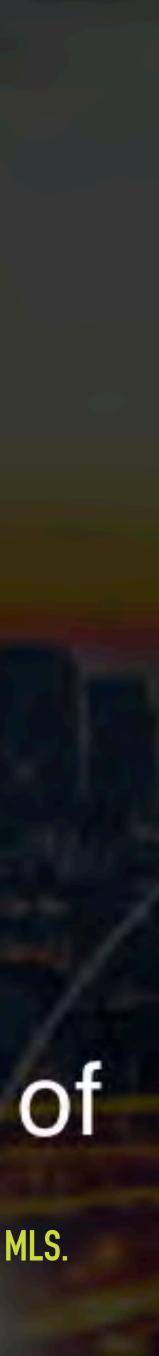
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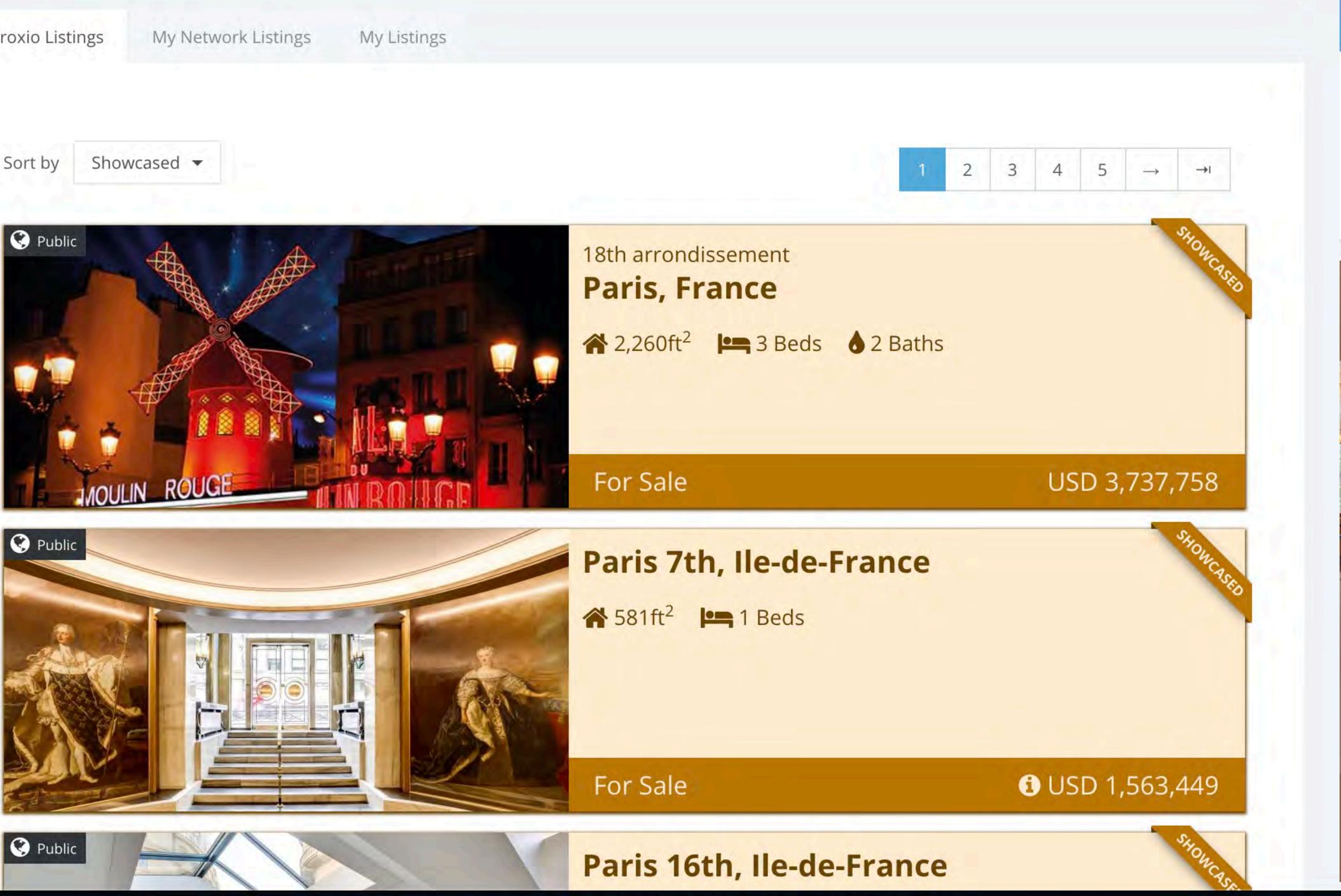
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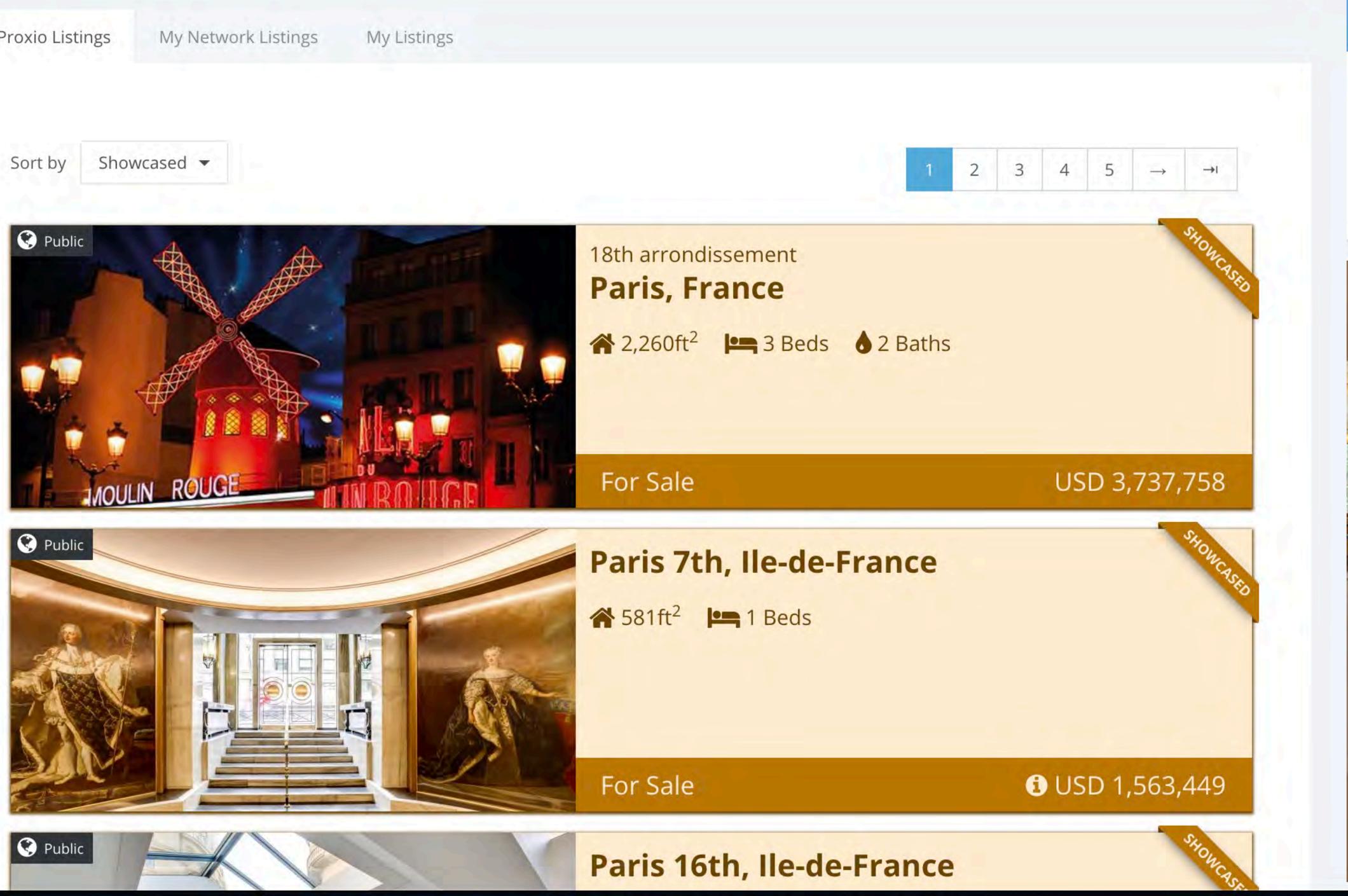
2 View My Profile

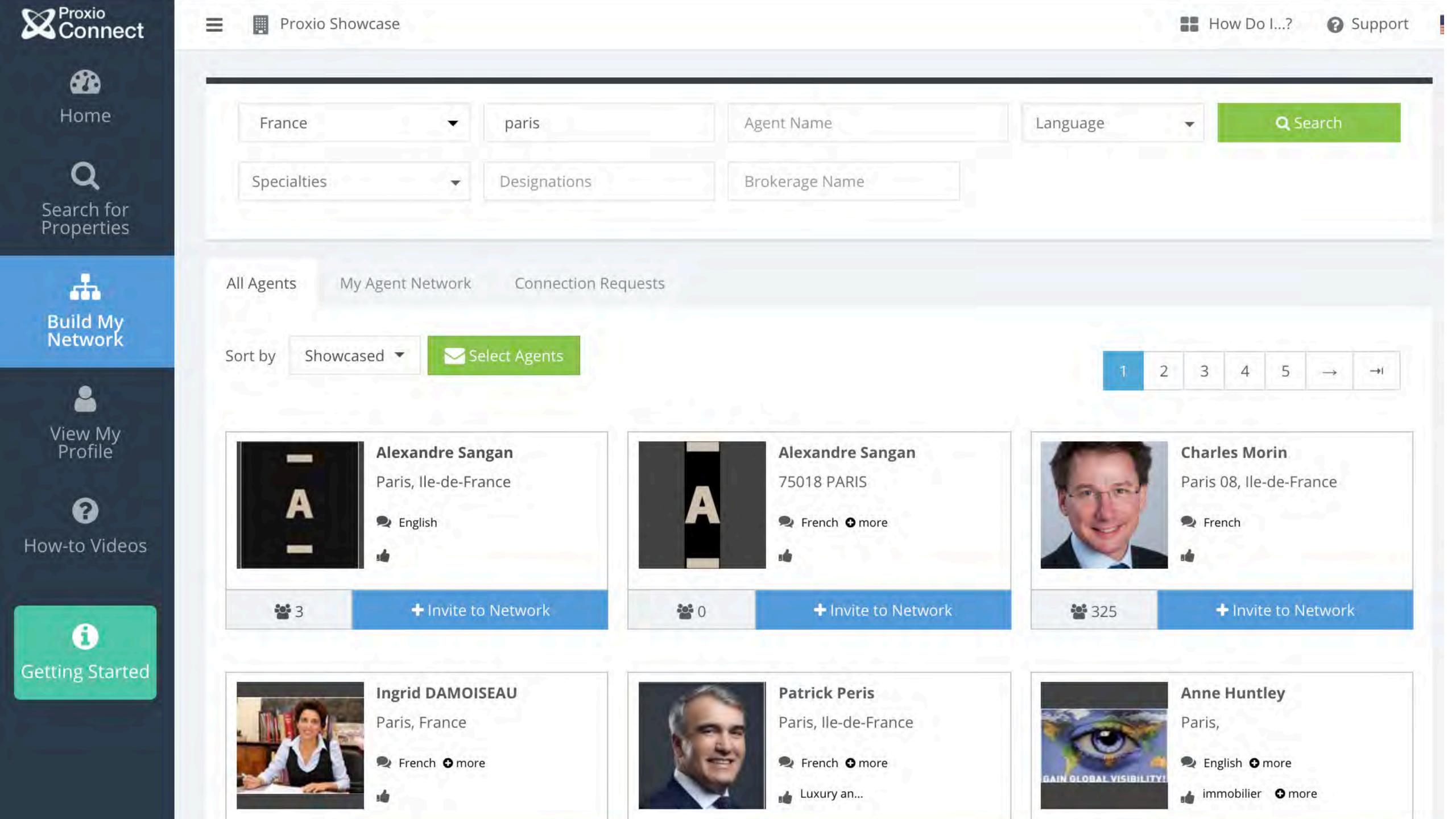
0 How-to Videos

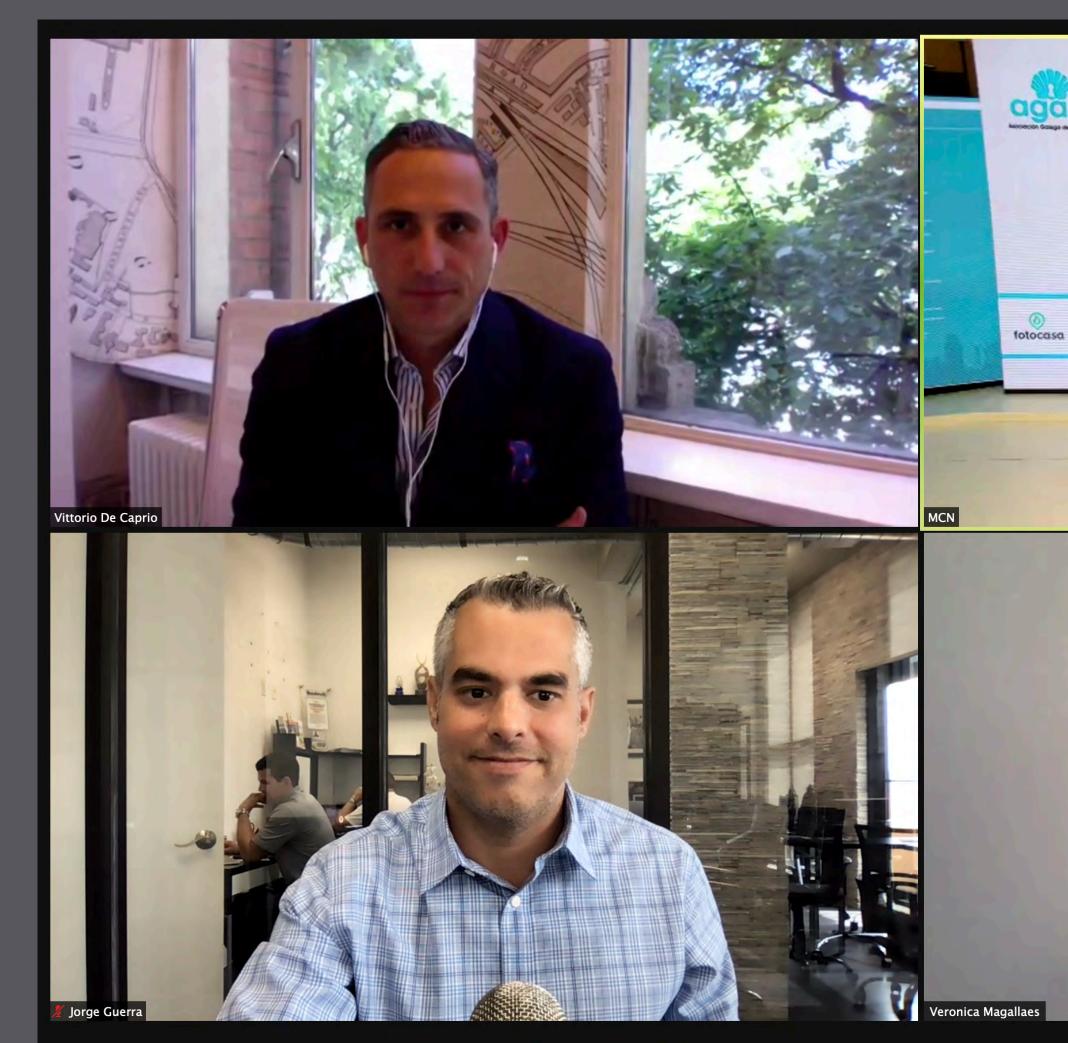


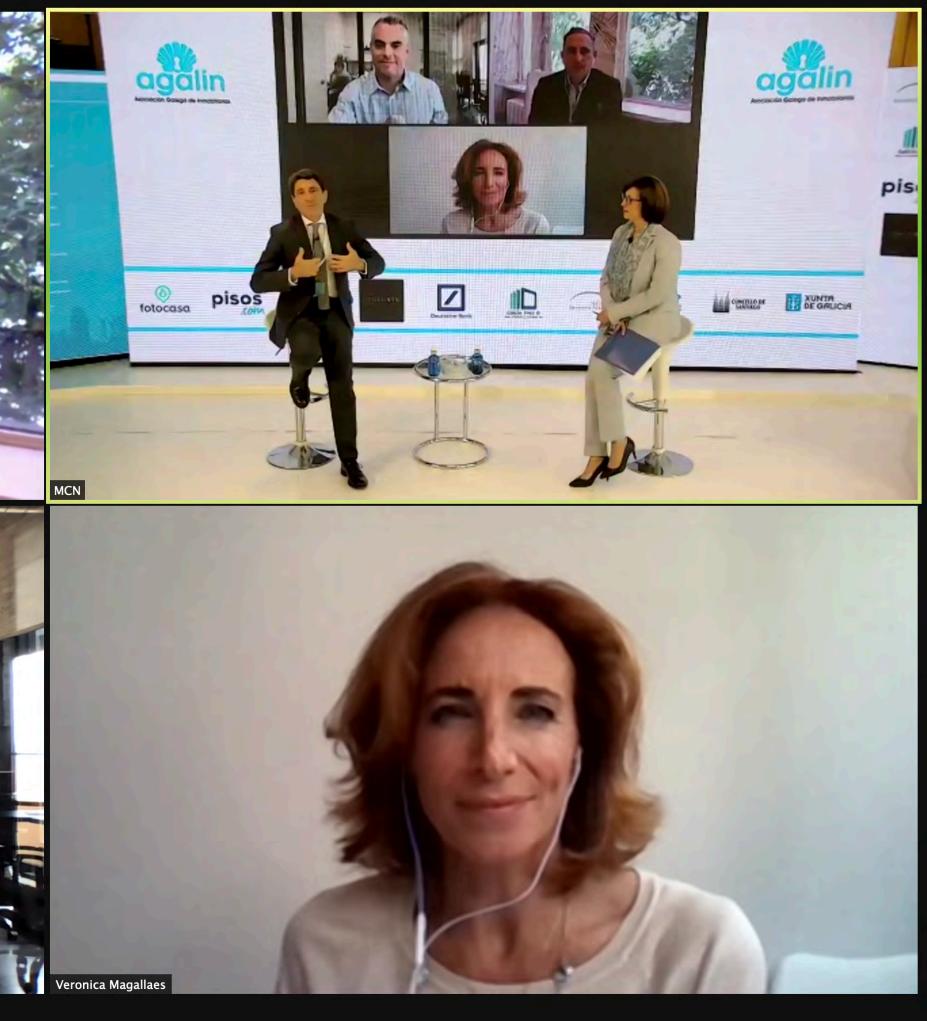
All Proxio Listings My Network Listings

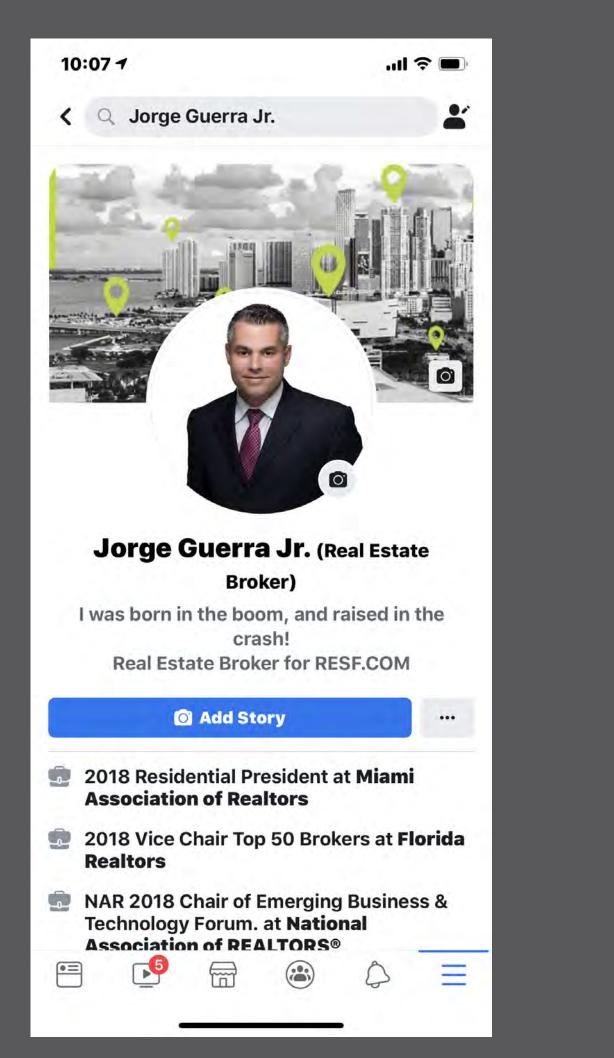


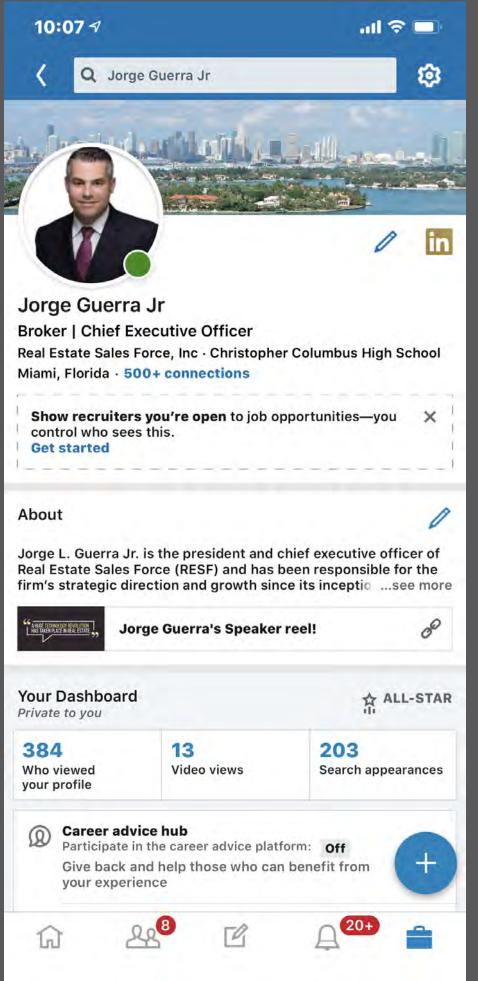


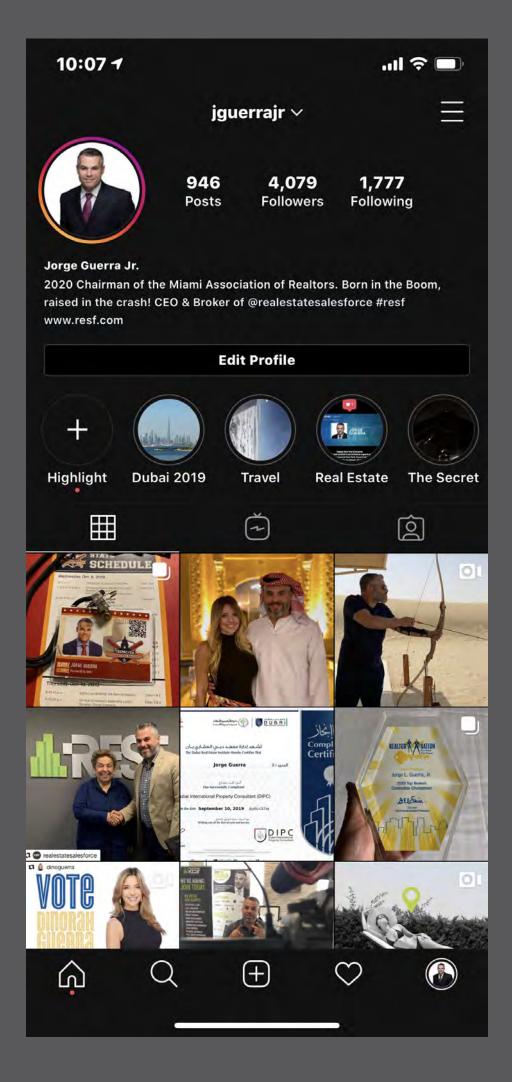














FIND YOUR LEADS





& Proxio





Tax Search

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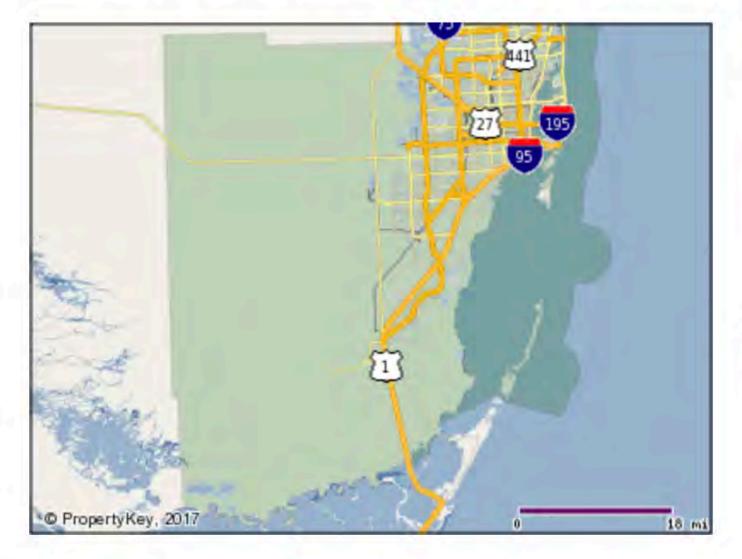
GIVES YOU ACCESS TO: - OWNER'S COUNTRY **OWNER'S NAME OWNER'S MAILING ADDRESS PROPERTY TAXES** AND SO MUCH MORE...

Southeast Florida MLS - IMAPP

Search Tax Records or MLS Listings

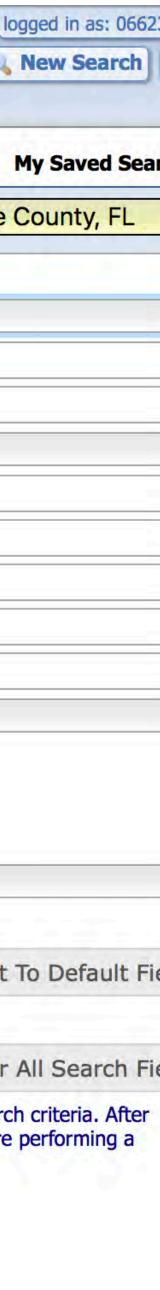
rch Co	ounty Tax Records			Search Area: Miam
	Search Field	 Search Type	- 1	Search Value
	Owner Country	\$ Equal To	\$	COLOMBIA
or	Property Address	\$ Contains	\$	
Oor	Parcel ID	\$ Starts With	\$	
Oor	Subdivision (select)	\$ Equal To	\$	
Oor	Property Zip Code	\$ Equal To	\$	
Oor	Sale Date	\$ Greater Than or Equal To	\$	
Oor	Sale Price	\$ Greater Than or Equal To	\$	
or	Year Built	\$ Greater Than	\$	
Oor	Year Built	\$ Less Than	\$	
Oor	Property Use Code (state)	\$ Equal To	+	

For additional search fields, select the search name from one of the search field select lists.



Complete Map Area		
Start Search	*	Reset
		Clear
*Changing the search area in changing search area, review search.		

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GIVES YOU ACCESS TO: - OWNER'S COUNTRY **OWNER'S NAME** - OWNER'S MAILING ADDRESS **PROPERTY TAXES** - AND SO MUCH MORE...

Results 1-100 📀 next >	Results Not Sorted		show 100/page	e ᅌ
Select All On This Page	Unselect All O	n This Page	show all result	s 🗘
NORTH MIAMI BEACH, FL 33162-1356 Owner(s): MENDEZ ANA MARIA	PID # 07-2208-007-0 Market Value: Assessed Value: Waterfront:	380 Bedrooms: \$164,558 Bathrooms: \$138,221 Stories: No Pool:	5 Living Area: 2 Total Area: 1 Year Built: No Land Area:	1,150 sf 1,818 sf 1953 5,700 sf
Last Sale: \$160,000 9/19/2012	Covered Parking:	No		0.6
No Address Listed	PID # 30-7935-001-0 Market Value:	\$35,000 Bathrooms:	Living Area Total Are	0 sf 0 sf
Owner(s): CORREA M. IA CRISTINA	Assessed Value: Waterfront:	\$35,000 Stories: No Pool:	Year Built: No Land Area:	435,600 sf
Last Sale: \$80,000 or 2/01/1995	Covered Parking:	No		1 212 -6
. 19900 E COUNTRY CLUB DR #1110 AVENTURA, FL 33180-3334	PID # 28-1235-089-1 Market Value:	320 Bedrooms: \$361,862 Bathrooms:	2 Living Area: 2 Total Area:	1,312 sf 1,312 sf
Owner(s): LOPEZ RODRIGO BOTERO PALACIOS FEDERICO Last Sale: \$690,000 on 02/01/2007	Assessed Value: Waterfront: Covered Parking:	\$361,862 Stories: No Pool: No	0 Year Built: No Land Area:	2007
	PID # 30-7935-001-0		Living Area:	0 sf
No Address Listed	Market Value:	\$17,500 Bathrooms:	Total Area:	0 sf
Owner(s): POSADA JORGE H	Assessed Value: Waterfront:	\$17,500 Stories: No Pool:	Year Built: No Land Area:	217,800 sf
Last Sale: \$45,000 on 01/01/1996	Covered Parking:	No Badassa		001 -6
. 41 SE 5TH ST #905 MIAMI, FL 33131-2538	PID # 01-4138-133-0 Market Value:	870 Bedrooms: \$227,707 Bathrooms:	1 Living Area: 1.5 Total Area:	981 sf 981 sf
Owner(s): VEGA BENITO JAVIER MARTINEZ JUL JACQUELINE DAZA Last Sale: \$303,000 on 08/06/2008	Assessed Value: Waterfront: Covered Parking:	\$227,707 Stories: Yes Pool: No	0 Year Built: No Land Area:	2006
. 11620 SW 243RD ST	PID # 30-6019-009-0		4 Living Area:	2,226 sf
HOMESTEAD, FL 33032-4631	Market Value:	\$225,888 Bathrooms:	2.5 Total Area:	3,182 sf
OWNER(S): SANCHEZ CLAUDIO F	Assessed Value:	\$172,848 Stories:	2 Year Built:	2010
QUINTANA MERCEDES Y CABRERA Last Sale: \$175,000 on 04/30/2012	Waterfront: Covered Parking:	No Pool: GARAGE, FINISHED	No Land Area:	4,500 sf
. 1800 N BAYSHORE DR #2307	PID # 01-3231-063-2		2 Living Area:	1,222 sf
MIAMI, FL 33132-3228	Market Value:	\$459,924 Bathrooms:	2 Total Area:	1,222 sf
Owner(s): RUE DE PASSY LLC	Assessed Value: Waterfront:	\$435,180 Stories: No Pool:	0 Year Built: No Land Area:	2007
Last Sale: \$394,000 on 04/07/2008	Covered Parking:	No POOL	NO Lanu Area.	
. 5300 PASEO BLVD #1111	PID # 35-3022-034-1		2 Living Area:	1,103 sf
DORAL, FL	Market Value:	\$343,800 Bathrooms:	2 Total Area:	1,103 sf
Owner(s): INVERJAL LLC	Assessed Value: Waterfront:	\$343,800 Stories: No Pool:	0 Year Built: No Land Area:	2016
Last Sale: \$425,800 on 12/01/2016	Covered Parking:	No POOL	NO Land Area.	
. 21055 YACHT CLUB DR #1405	PID # 28-1235-083-1		3 Living Area:	1,872 sf
AVENTURA, FL 33180	Market Value:	\$530,019 Bathrooms:	2 Total Area:	1,872 sf
Owner(s): BERMO CORP	Assessed Value:	\$530,019 Stories:	0 Year Built:	2002
Last Sale: \$306,000 on 10/01/2002	Waterfront: Covered Parking:	No Pool: No	No Land Area:	
). 750 NE 64TH ST #B409	PID # 01-3218-071-0		2 Living Area:	990 sf
MIAMI, FL 33138-6402	Market Value:	\$196,095 Bathrooms:	2 Total Area:	990 sf
Owner(s): BERCOVICH SHAI	Assessed Value:	\$136,587 Stories:	0 Year Built:	1972
Last Sale: \$95,000 on 08/10/2011	Waterfront: Covered Parking:	No Pool: No	No Land Area:	
Last Sale: \$95,000 01 08/10/2011	PID # 30-5904-052-0		3 Living Area:	1,364 sf
MIAMI, FL 33196-1573	Market Value:	\$161,481 Bathrooms:	3.5 Total Area:	1,364 sf
Owner(s): CASTRO EDWIN JULIAN BARRERO	Assessed Value:	\$150,828 Stories:	0 Year Built:	1989
DE	Waterfront:	No Pool:	No Land Area:	







PID # 01-3231-068-3500 Property Type: Multi-Unit **Property Address:** 888 BISCAYNE BLVD APT 1909 MIAMI, FL 33132-1511 **Current Owner:** GABRIEL MORALES HERNANDEZ **Tax Mailing Address:** CARRERA 1 # 69-69 APTO 401 BOGOTA,

COLOMBIA Use Code: Total Lanu An 0 acres / 0 sf Land Areas: 1. RESIDENTIA TOTAL VALUE : CONDOMINIUM - RESIDENTIAL (0407) Zoning: 6401/COMMERCIAL Waterfront: No Subdivision: MARINABLUE CONDO Census Tract/Block: 003702 / 4000 Twn: 53 / Rng: 42 / Sec: 31 Block: / Lot: Latitude: 25.782486 Longitude: -80.190067 Legal Description: MARINABLUE CONDO UNIT 1909 UNDIV 0.002086139% INT IN COMMON ELEMENTS OFF REC 26234-3186

Building Value Land Value: **Just Market Va** Percent Chang **Total Assessed Homestead Ex Total Exempti Taxable Value** Millage Rate: **Total Tax Amo**

Taxing District(s):

Deed Type: Sala Data

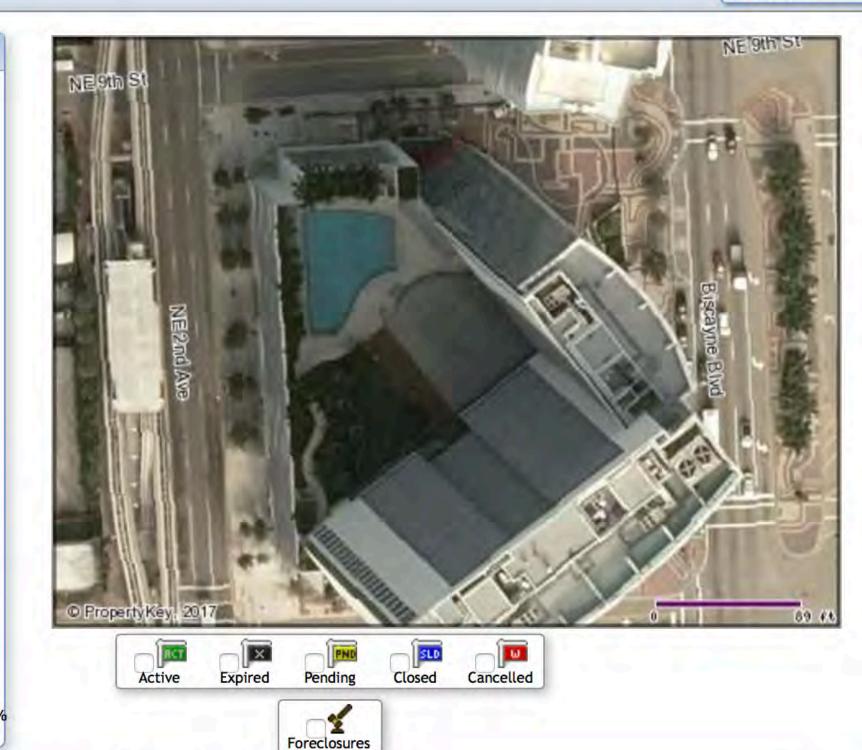


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Southeast Florida MLS - IMAPP Miami-Dade County Tax Report - 888 BISCAYNE BLVD APT 1909, MIAMI, FL 33132-1511

New Search

PROPERTY INFORMATION



	100 CONTENT	INFORMATIO			
	2013	2014	2015	2016	<u>2017</u> *
	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0
ue:	\$368,230	\$368,230	\$368,230	\$416,100	\$416,100
8:	- n/a -	0%	0%	13%	0%
Value:	\$311,575	\$342,732	\$368,230	\$405,053	\$416,100
mption:	NO	NO	NO	NO	NO
ns:		\$0	\$0	\$0	\$0
	\$311,575	\$342,732	\$368,230	\$405,053	\$416,100
	23.1295	-n/a-	-n/a-	-n/a-	-n/a-
nt:	\$7,658.51	\$8,139.85	\$8,359.99 🔺	\$9,111.03	-n/a-

*Preliminary Values Collected From Florida DOR Preliminary NAL files, June-July 2017

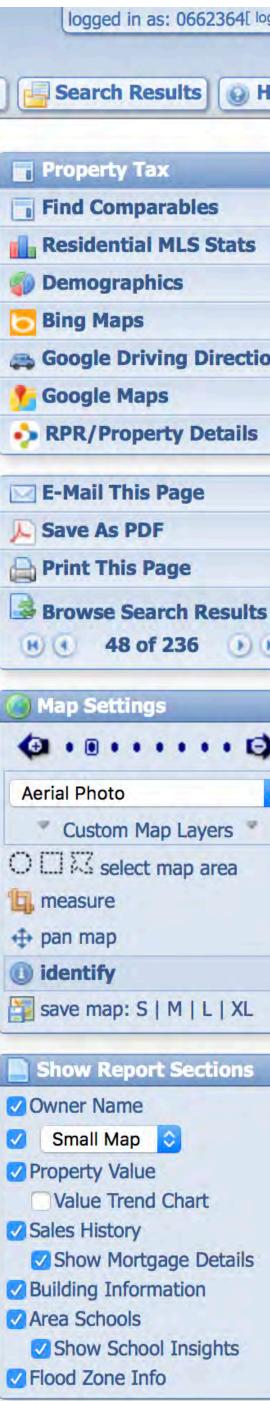
Link To County Tax Collector

X

Q1

SALES INFORMATION

WARRANTY DEED 07/31/2008 Recorded Dates Price: Document # \$423,800 **Qualifiers:** Bk 26521/Pa 318





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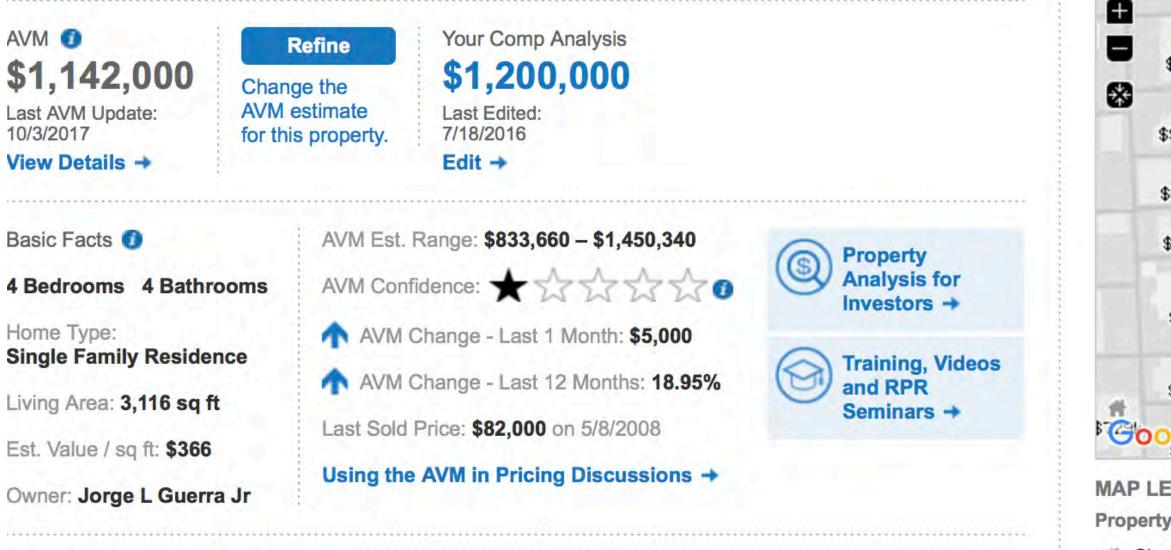
- **POWERFULL BRANDED REPORTS**
- **UPCOMING NEWS, EVENTS &**
- NEW AND UPDATED COMPANY
- **COLLABORATION WITH OTHER**
- AND SO MUCH MORE...



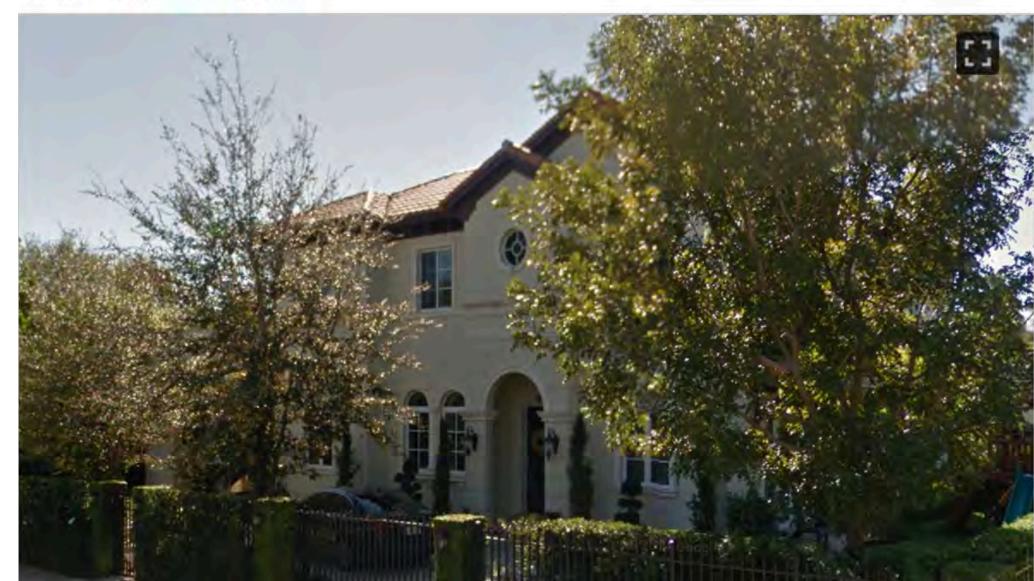
1262 Andalusia Ave, Coral Gables, FL 33134 Find new address +

FF MARKET

Sold Date: 5/8/2008, Public Record



Overhead View Street View

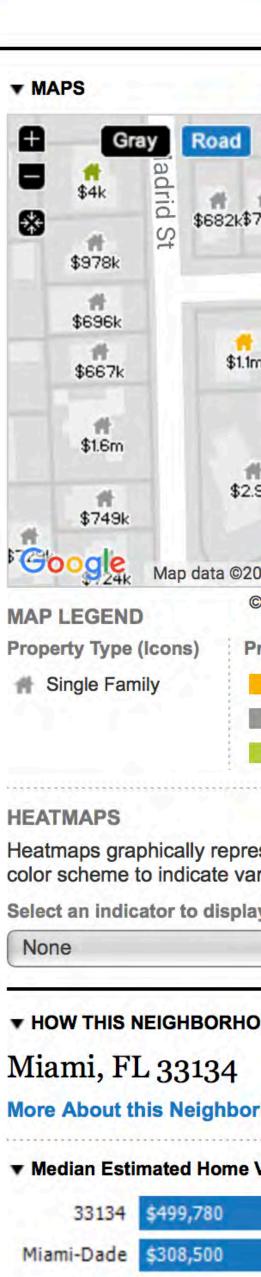


MAP LEGEND Single Family HEATMAPS

MAPS

None

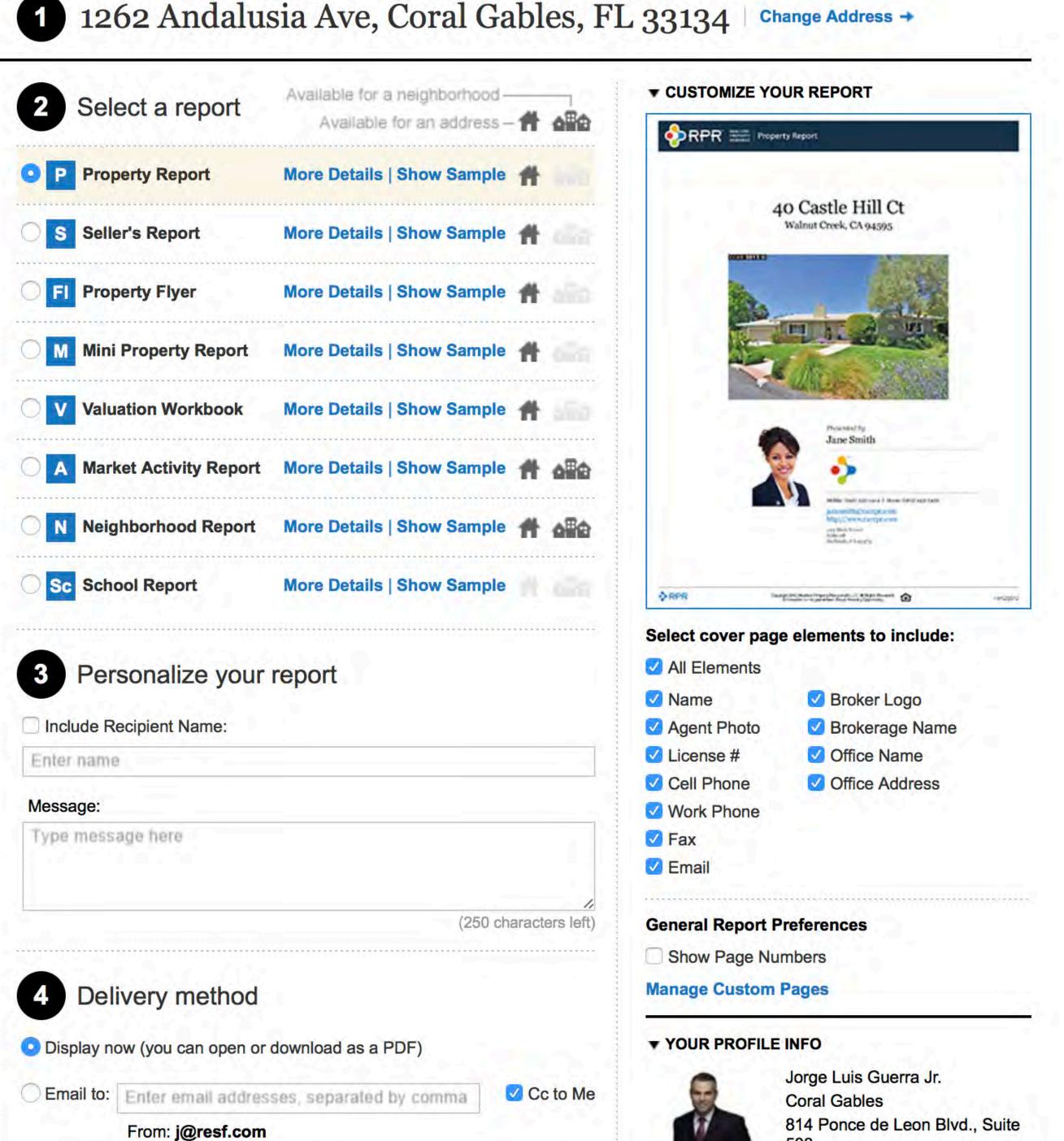
33134





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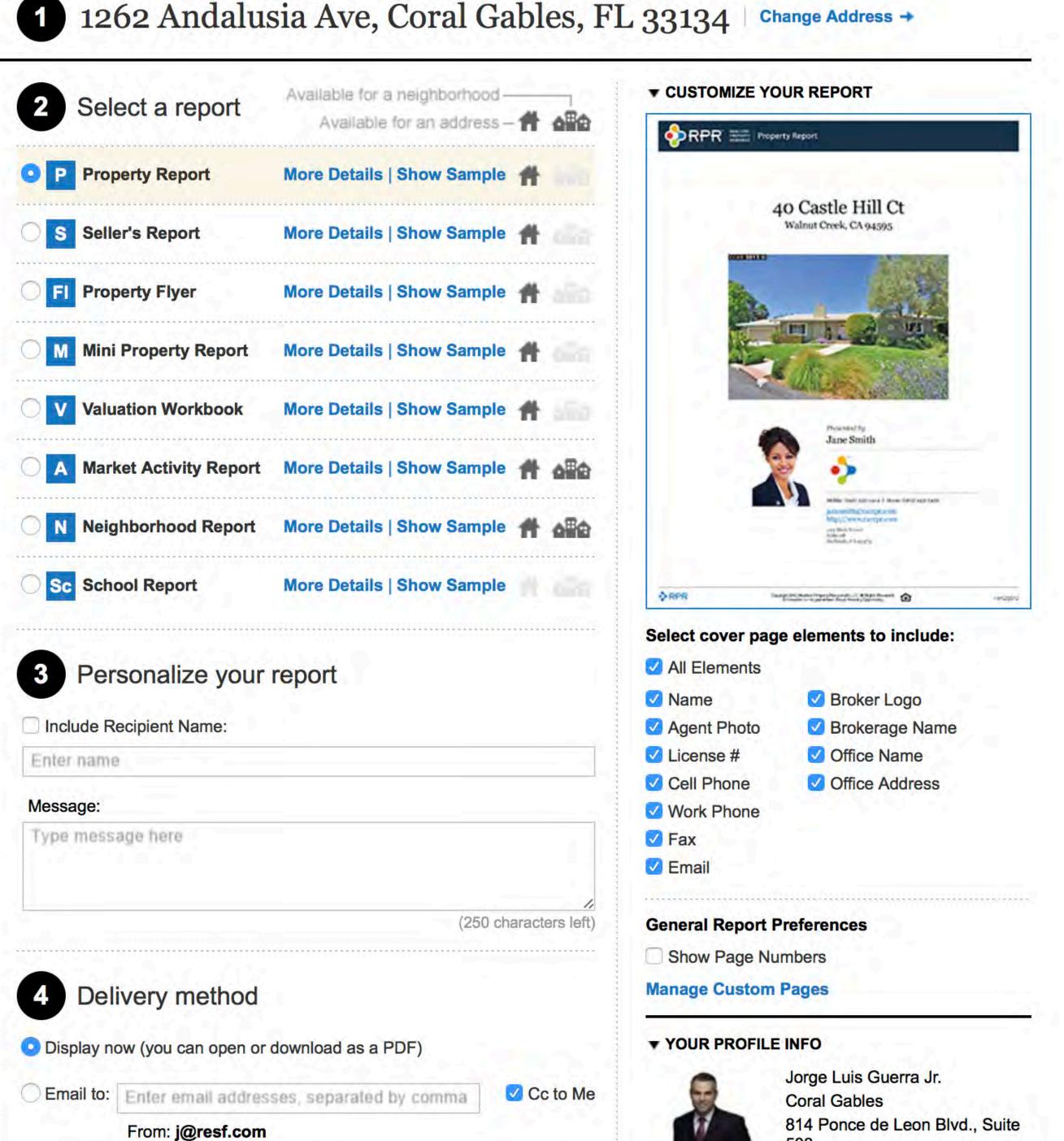
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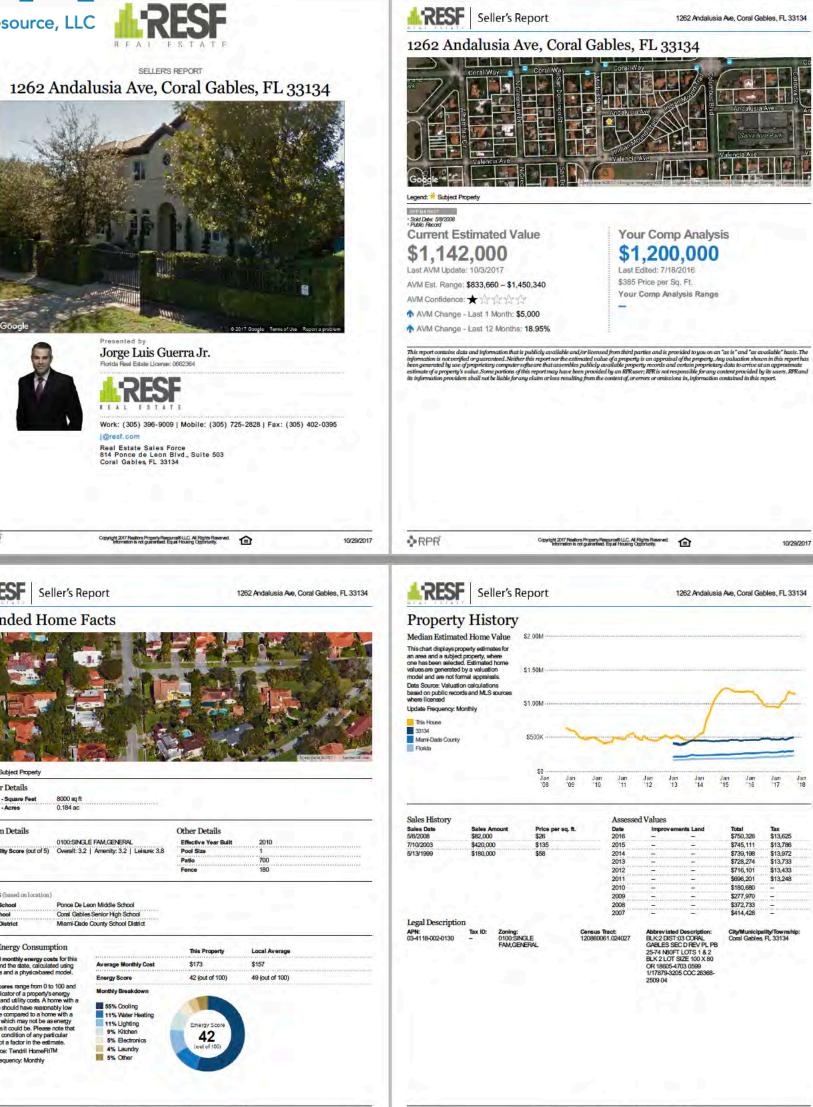


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- **POWERFULL BRANDED REPORTS**
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Legend: H Subject Property

♦ RPR

Seller's Report

Extended Home Facts

>RPR

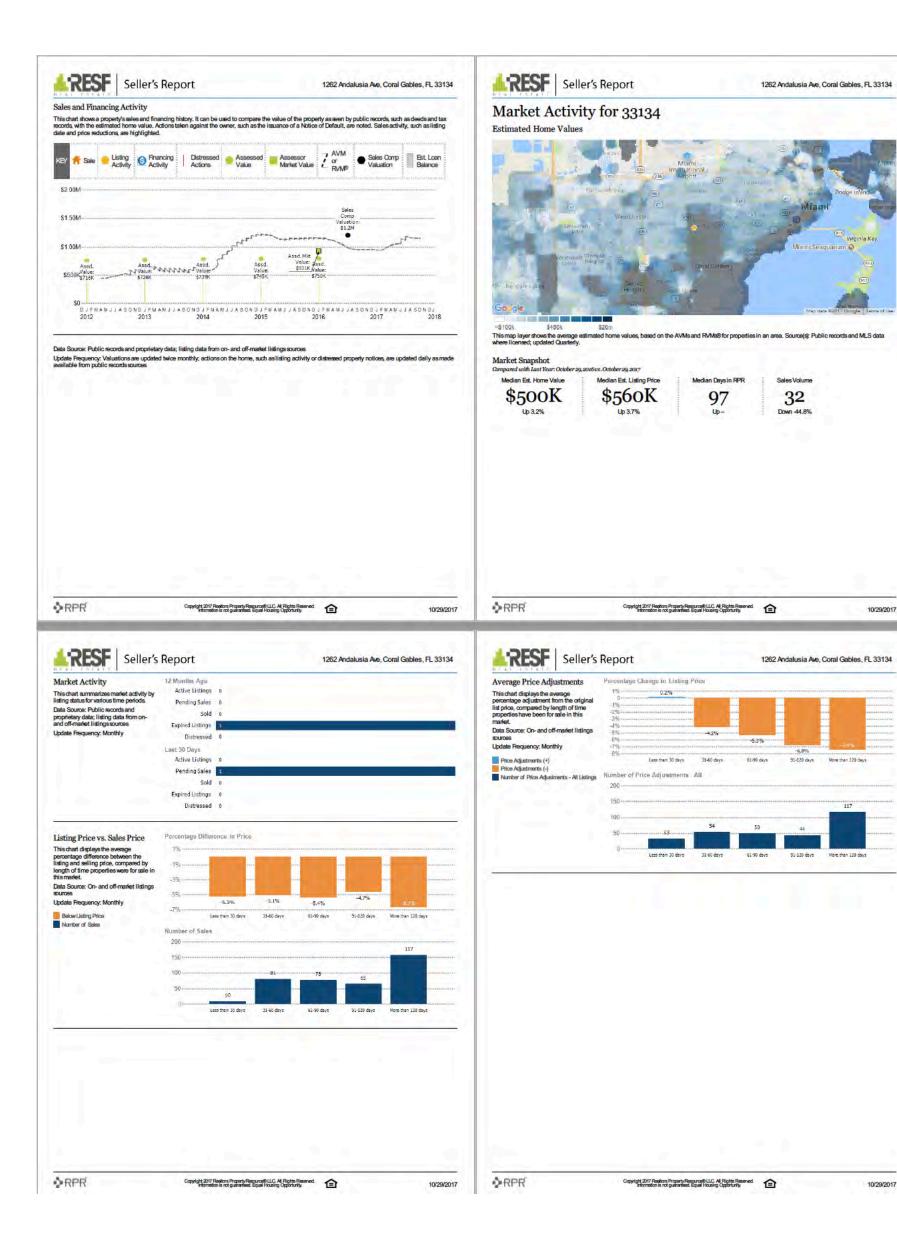
.

Exterior Details Lot Size - Square Feet Lot Size - Acres 8000 sq ft 0.184 ac Location Details Zoning 0100:SINGLE FAM,GENERAL Walkability Score (out of 5) Overall: 3.2 | Amenity: 3.2 | Leisure: 3.8 Schools (based on location Middle School High School School District Ponce De Leon Middle School Coral Gables Senior High School Miami-Dade County School District Home Energy Consumption Estimated monthly energy costs for this property and the state, calculated using home data and a physics-based model. Average Monthly Cost

Energy Score Energy Scores range from 0 to 100 and are an indicator of a property senergy efficiency and utility costs. A home with a high score should have reasonably low energy use compared to a home with a low score, which may not be as energy efficient asit could be. Please note that the actual condition of any particular 55% Cooling 11% Water Heating 11% Lighting 9% Kitchen 5% Electronics Data Source: Tendril HomeF Indate Frequency: Monthly

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10/29/2017



10/29/201

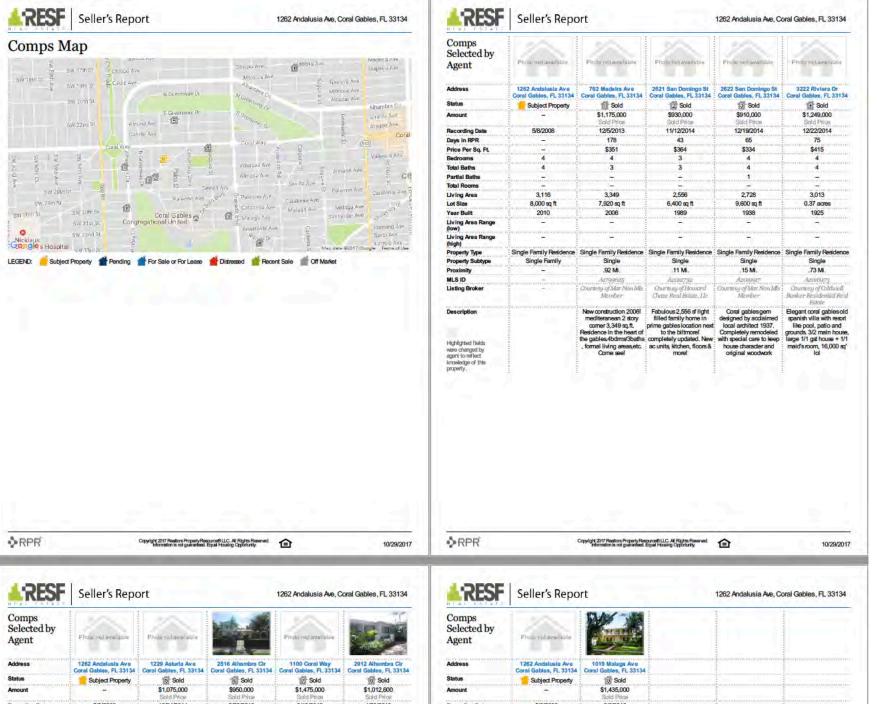
91-120 days None than 120 days

10/29/2017



ARESF Seller's												
Market Health C	Charts and Comparisons			Median Listing Price vs. Listing Volume	Median Lisl Pric							
Median Estimated Home Value rs. Median Listing Price	\$600K		~	This chart compares the listing price and listing volume for homes in an area.	\$450K						,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	*********
'his chart compares a ZIP code's median stimated home value with its median	\$450K			Listing prices often follow listing volume, with a time lag, because supply can drive price movements.	5150K ·······						*********	
sting price. Estimated home values are enerated by a valuation model and are				Data Source: On- and off-market listings sources	\$0 Jul Jan Jul Jan Jul Jan 114 115 115 116 116 117					Jul '17	lul Jari 17 '18	
ot formal appraisals. ata Source: Public records data; listing	\$300K		nundhadhadhadhanas.	Update Frequency: Monthly	Listing Volume							
rice data from on- and off-market listings purces pdate Frequency: Monthly	\$150K			Median List Pilce Listing Volume	600							
Median Estimated Value					300						***=1*****	
Median List Price					150 D							
	Jul Jan Jul Jan 14 15 15 16	Jul Jan *18 *17	Jul Jan '17 '18		Jul 14	Jan '15-	Jul 15	Jan 16	Jul *16	Jan 17	Jul '17	Jan '18
Median Sales Price vs. Sales /olume	Median Sales Price \$3.00M			Listing Inventory	Single Family R							
his chart compares the price trend and ales volume for homes in an area.	\$2.25M			This chart shows the number of For Sale listings in a ZIP code. Data Source: On- and off-market listings	Condo/Townh Multifamily/							
bme prices typically follow sales plume, with a time lag, since sales clivity is the driver behind price	\$750K	won		sources Update Frequency: Daily		Lot/Land 3 Coop 2						
novements. Text a Source: Public records and listings	\$0 Jul Jan Jul Jan '14 15 '15 '16	Jul Jan 16 117	Jui Jan 117 18	ZIP Count Listings by Property Type	Other Re	sidential 1						
lata Ipdate Frequency: Monthly	Sales Volume		9 - S									
Median Sales Price Public Records	200			Price per Bedroom of Homes Sold	This House \$286K	1	_					
Median Sales Price Listings	100		111 1-111 1-11-111-	This chart shows the distribution of homes reported sold in the past six	Comps							
Sales Volume Public Records	50 ······			months at different prices per bedroom in the area of your search. The amount	\$450K - \$500K \$350K - \$400K			_				
Sales Volume Listings	Jul Jan Jul Jan 14 15 15 16	Jul Jan 16 117	Jul Jan '17 '18	shown for the subject property is sold data where available, or the property's estimated value when sales data are	\$300K - \$350K	4						1
<u>b</u> in			· · · · · · · · · · · · · · ·	unavailable (such as a non-disclosure state) or provided in range format.	\$250K - \$300K \$200K - \$250K	2						
				Data Source: Public records and MLS data where licensed	\$150K - \$200K	4						
				Update Frequency: Monthly								
				Comps								
Loop	Consist: 207 Baston Prost-Basonrafill C. M Rinte Basonra	^		A000	Conviati 200	7 Baatras Property	Resource@IIC A	Rights Researed	~		-	an mak
EVERGENCE Seller's Seller	Copyright 2017 Reactors Property Resource PLLC: AN Popter Resourced Report 3,116 sq. ft. (a), 192,000 Compto > 2,400 rg. ft. (5),192,000 > 2,400 rg. ft. (5),210,216	1262 Andalusia Ave, Cora	10/29/2017	Corps Armser of Bedrooms in Homes Sold This chart shows the distribution of homes sold by the set as months of different age ranges in the age argues in the ag	Report This House 2 yes 90 - 200 yrs 80 - 90 yrs 70 - 80 yrs 30 - 40 yrs 31 - 40 yrs 32 - 40 yrs 31 - 40 yrs 32 - 40 yrs 32 - 40 yrs 32 - 40 yrs 33 - 40 yrs 34 - 40 yrs 34 - 40 yrs 35 - 40 yrs 35 - 40 yrs 36 - 40 yrs 36 - 40 yrs 36 - 40 yrs 37 - 40 yrs 38 - 40 yrs 39 - 40 yrs 39 - 40 yrs 30 - 40 yrs 31 - 40 yrs 31 - 40 yrs 31 - 40 yrs 32 -	7 Paulon Property and the land part of the analysis of the land part of the land part of the analysis of the land part of the land part of the analysis of the land part of the land part of the analysis of the land part of the land part of the analysis of the land part of the land part of the analysis of the land part of the land part of the analysis of the land part of the land part of the analysis of the land part of the land part of the analysis of the land part of the land part of the analysis of the land part of the land part of the analysis of the land part of the land part of the analysis of the land part of the land part of the land part of the analysis of the land part of the land part of the land part of the analysis of the land part of the land part of the land part of the analysis of the land part of the land part of the land part of the land part of the land	Respondence and Equil Housing	Rights Resonad	1262 Anda	lusia Ave, Co		10/29/2017
Contract Sector	Report This House 3,116 sq. ft (6), 92,000 Compo > 2,400 ng. ft (51,210,216			Seller's Sel	Report This House 2 yrs 90 - 100 yrs 80 - 90 yrs 70 - 80 yrs 30 - 40 yrs 30 - 40 yrs 31 - 40 yrs 31 - 40 yrs 32 - 40 yrs 32 - 40 yrs 32 - 40 yrs 32 - 40 yrs 33 - 40 yrs 32 - 40 yrs 33 - 40 yrs 34 - 40 yrs 35 - 40 yrs 36 - 40 yrs 37 - 40 yrs 38 - 40 yrs 38 - 40 yrs 38 - 40 yrs 38 - 40 yrs 39 - 100 yrs 30	Pleadous Property attor is not guarantic 1 2 2 4 4 2 3	Rangrad LLC. A	Right Reared Optimity		ilusia Ave, Col		
Actian Sales Price by Square ototage This chart shows the median price of ornes reported cicl in the past six ornes according to the size of the ying space (square footage sourced on public scords). The anount shown or the subject property is solid data where update Source: Public records and MLS ata Where iloaneed potate Frequency: Monthly This Hoase Compe	Report This House 3,116 sq. ft: (6),142,000			Age Range of Homes Sold Age Range of Homes Sold Age Range of Homes Sold Thomesreported sold in the pest six monthsol different age ranges in the see of your search. Data Source: Public records data by date Frequency: Monthly The Hoase Comps Com	Report This House 2 yrs 00 - 100 yrs 80 - 90 yrs 30 - 40 yrs 31 -	P Readron Property attors in no guarantee 2 2 4 4 2 3	Resurce(LLC, A de Bard Hoak)	Rights Resonad		ilusia Ave, Cor		
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Comps Selected by Agent	Phote nul available	Photo nui avai abile		Photo ngi avar abile	
Address	1262 Andalusia Ave	1229 Asturia Ave	2516 Alhambra Cir	1100 Coral Way Coral Gables, FL 33134	2912 Alhambra Cir
Status	organitum removal or a more	Coral Gables, FL 33134		AND THE REPORT OF A PARTY AND A DEPARTMENT OF	Second to the Provide State of the second se
an an old of the second second second	Subject Property	Sold \$1.075.000	Sold	Sold	Sold \$1.012.600
Amount	-	\$1,0/5,000 Sold Price	\$950,000 Sold Price	\$1,475,000 Sold Price	\$1,012,600 Sold Price
Recording Date	5/8/2008	10/24/2014	2/22/2016	3/18/2016	4/29/2016
Days in RPR		52	144		
Price Per Sq. Ft.		\$350	\$336	\$431	\$374
Bedrooms	4	5	4	4	4
Total Baths	4	4	4	5	4
Partial Baths	-	1	1	-	1
Total Rooms	-	-	-	-	-
Living Area	3,116	3,075	2,825	3,426	2,711
Lot Size	8,000 sq ft	9,375 sq ft	0.25 acres	0.34 acres	0.3 acres
Year Built	2010	1926	1936	1938	1947
Living Area Range (low)	-	-	-	-	-
Living Area Range (high)	-		-	-	-
Property Type	Single Family Residence	Single Family Residence	Single Family Residence	Single Family Residence	Single Family Residence
Property Subtype	Single Family	Single	Single	Single	Single
Proximity	-	.23 Mi.	.23 Mi.	.26 Mi.	.35 Mi.
MLS ID		Argogggg	A2183066	Al0052751	A10075261
Listing Broker	-	International	Courtesy of Portfolio Real Estate	Jochem, Llp.	Courtesy of Slesnick & Jochem, Dp.
Description Highlighted fields were changed by agent to reflect knowledge of this property.		Fabulousoid spanish on desirable street steps from granada golf course. 4bd/2.5bs main hes w working fineplace & orig details + channing 1/1 gst hee.	designated homel spacious floorplan, large master suite, den, large comer lot on alhambra cr.		Large 3 bedroom/3.5 balt 1947 home with detached 1 bed/1 bath cottage. Spacious with 3,176 adj.sq.ft. On a 13,200 sq.ft. Lot. Needs updating

Comps Selected by Agent	Photo nul ava-lable		
Address	1262 Andalusia Ave Coral Gables, FL 33134	1019 Malaga Ave Coral Gables, FL 33134	annaan an
Status	Subject Property	Sold	
Amount	-	\$1,435,000 Sold Price	
Recording Date	5/8/2008	3/9/2016	
Days in RPR	-	117	
Price Per Sq. Ft.	-	\$434	
Bedrooms	4	4	
Total Baths	4	4	
Partial Baths	-	1	
Total Rooms		L	
Living Area	3,116	3,307	1
Lot Size	8,000 sq ft	0.31 acres	1
Year Built	2010	1939	E
Living Area Range (low			
Living Area Range (high	CALF MARY DISTORNMENT AND		
Property Type	The Links over a subject to a part of a part of a structure in a subject to	Single Family Residence	
Property Subtype	Single Family	Single	
Proximity	-	5 M. i	
MLS ID	-	A2203250	
Listing Broker		Courtesy of Slesnick & Jochem, Llp.	
Description Highlighted fields were changed by agent to reflect knowledge of this property.		Fabulous 4/3.5 two-tetry home with a 2-car garage built in 1940. Big family room plus an office. Huge screened porch overfools speakling pool.	







THE FUTURE **SHERE**

#1 APP IN DECEMBER 2021





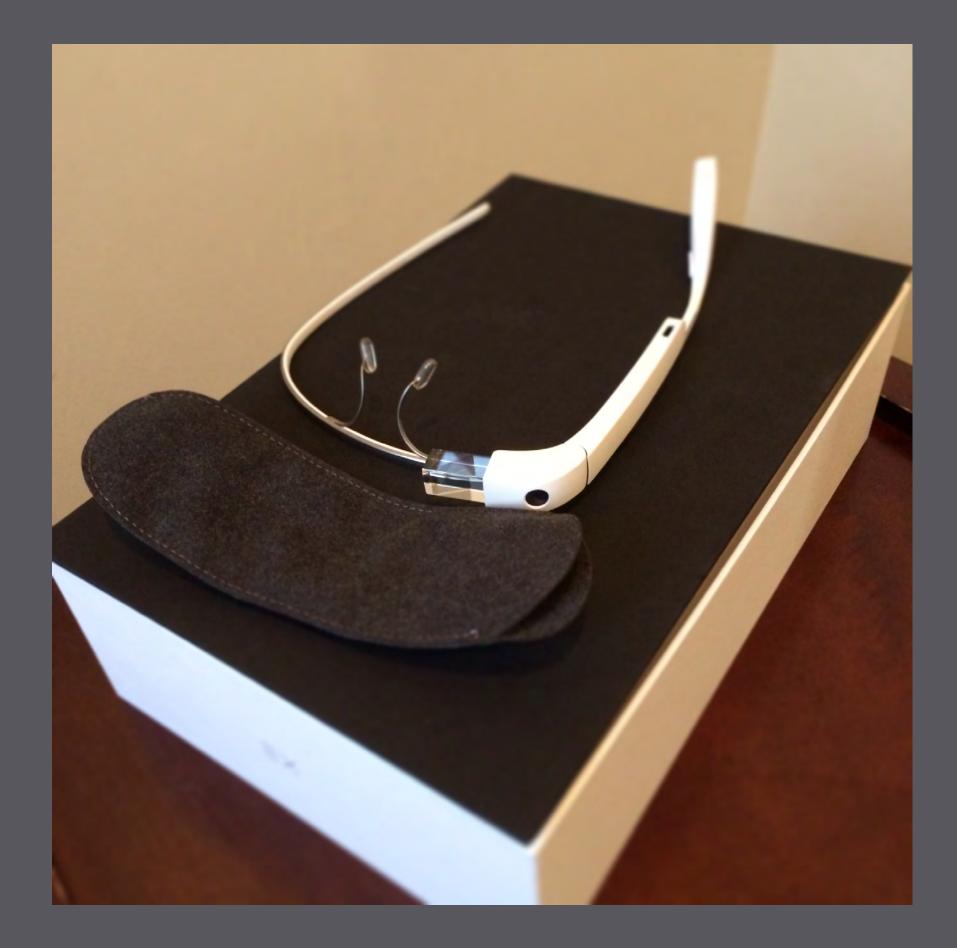
OVER 250 EXPERIENCES AND COUNTING. QUEST IS READY— FROM \$299 USD



11% COULD NOT FIND A PROPERTY

GOOGLE GLASSES 2013





RAYBAN FACEBOOK 2021



RAYBAN FACEBOOK 2021





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International REALTOR® Member

REFERRAL CONTRACT FORM

DISCLAIMER: Neither the National Association of REALTORS® nor its International REALTOR® Member program er er into mediation or arbitration processes

Referring (Source) Broker Aler

NAME:

COMPANY:

BUSINESS ADDRESS:

BUSINESS CITY:

STATE/REGION/PROVINCE:

COMPANY COUNTRY:

E-MAIL ADDRESS:

FAV (include country code).

Ditrof Fofi rra' Agreement:

ALUNAL ACT

POSTAL CODE:

WEB SITE:



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CONTACT INFO: EMAG



R E A L E S T A T E