

# LISTING/ SELLING PARTNERS



**Nancy Jenkins, CRB, CRS**

Nancy Jenkins is the undisputed all time sales leader in residential sales in Vermont with over \$1.135 Billion sold and over 4500 homes sold since 1994. Nancy had consistently ranked first or second in sales volume and homes sold for over two decades. She began her successful real estate career in 1981 and holds both the CRB and CRS designations.

Nancy was President of the Northwest Vermont Board of Realtors in 2001 and was a NVBR director from 2002-2007 and 2013-2014. In 2010, she received NVBR's Distinguished Service Award. Nancy was honored to be named the NVBR Realtor of the Year in 2012.

Nancy has been on the Board of Burlington Boys and Girls Club since 2009. For over 20 years Nancy has sponsored "The Nancy Jenkins Scholarships" for deserving area High School students. She collects food every year for the Chittenden Emergency Food Shelf at her client appreciation "Movie Day" each March and also supports their annual Turkey Drive. Nancy has annually supported Go Red for Women, and United Way of Northwest Vermont for years. Nancy Jenkins "Little Pink Houses" make a splash every year at the annual walk for Breast Cancer awareness.

Nancy received her B.S from Boston University with advanced degree work at St. Michael's College. She lives on Lake Champlain in Shelburne with her husband, and enjoys reading, gardening and spending time with her daughters and four grandchildren.

Involved, innovative and a top producer, Nancy is interested in what is best for each person with whom she works.



**Alison Barges, CRS, SFR**

Alison is a top producer on the Nancy Jenkins team. Since 2003, she has worked with all types of clients, from first-time home buyers to her specialty, repeat clients. A native Vermonter, her hometown is Williston.

Alison serves as the Past President on the board of the Northwestern Vermont Board of Realtors. She is a graduate of the NVBR Evelyn Biddle Leadership Development Program and holds the Council of Residential Specialists (CRS) designation.

Alison has years of client-centered experience. She started her professional career in sales in Raleigh, NC. She was a successful Semiconductor sales person for 9 years in both Silicon Valley and the Boston Metro West area. Alison moved back to VT for the opportunity to work with the Nancy Jenkins Team.

Alison loves living in Vermont with her young daughter and taking advantage of all four seasons. She enjoys Lake Champlain, traveling, checking out new restaurants in the area, and spending time with family and friends. Alison is a Phi Mu Alumna and active in the alumnae organization. She received her B.A. in International Studies at the School of International Service at The American University in Washington, DC.

Alison's decade-plus knowledge of the ever-changing real estate market and her attention to every detail will ensure she provides you with an enjoyable real estate process. Alison listens to her clients Real Estate needs and is dedicated to helping accomplish their goals, making sure they have the best possible experience along the way.



**Amanda Gerlack, ABR, SRES, e-PRO, SRS, MRP, PSA**

Amanda has a passion for Real Estate and a dedication to her clients and customers. Amanda holds the broker's license and is an Accredited Buyer's Representative (ABR), a Seniors Real Estate Specialist (SRES), e-PRO certified, a Seller Representative Specialist (SRS), a Military Relocation Professional (MRP) and a Certified Pricing Strategy Advisor (PSA).

Amanda has participated in national StarPower conferences since 2005 and is active with the national Real Estate Visions conference. With years of experience at Nancy Jenkins Real Estate working with both buyers and sellers, she strives for excellence.

A native Vermonter, Amanda lives in South Burlington with her three children. She enjoys being involved with the local schools.

Prior to joining the team, Amanda held a sales management position in Boston as one of the top 5 salespeople for a national Telecom company. Her sales experience started when she was five, selling painted rocks in the popular Williston neighborhood of Lamplite Lane.

Amanda graduated Summa Cum Laude with a Bachelor's Degree from the University of Massachusetts at Boston.

Amanda has been licensed since 2003 and continues to provide exceptional service as a vital member of the Nancy Jenkins Real Estate team. Her achievements in Real Estate make her a valuable asset to the Nancy Jenkins Team.

Clients say she is enjoyable to work with and goes above and beyond to meet their needs. Amanda believes it's not just about selling, it's about the relationships you build and providing outstanding service!



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# BUYER SPECIALISTS



**David Miner**  
BUYER SPECIALIST/ REALTOR  
David has been a licensed real-estate Broker for over 25 years. He co-owned a restaurant in Sheburne Village and taught skiing in Austria for many years. He loves to sail and will help you sail into your new home.



**Lori Mallette**  
BUYER SPECIALIST/ REALTOR  
Lori was born and raised in the Burlington area, enjoying the great outdoors in this beautiful State. She brings an extensive administrative background in banking, securities and insurance. She has always been magnetically drawn to Real Estate, and looks forward to helping you find the perfect home.



**Dick Elkins**  
BUYER SPECIALIST/ REALTOR  
With 32 years of experience as a Broker-owner of his own real estate office, Dick joins our team with ample knowledge of working with buyers, sellers, builders and land. He is a native Vermonter, retired Veteran and proud grandfather to three wonderful grand kids. Dick finds great satisfaction in finding and selling homes for his clients and is ready to help find the perfect match for you!



**Andrea Hossley**  
BUYER SPECIALIST/ REALTOR  
Andrea was raised in Williston and returned to Vermont to raise her two children in her beautiful home state. She loves all that Vermont has to offer, from outdoor recreation and family fun to unparalleled quality of life. Andrea is a people person, smart and quick to understand customers' needs. A former local business owner, her background includes sales, business administration and customer service. Andrea is dedicated to helping you find your perfect home.



**Kristin Ouellette**  
BUYER SPECIALIST/ REALTOR  
A native Vermonter, Kristin currently resides in Essex with her husband and two children. Kristin enjoys spending her spare time hiking, boating on Lake Champlain and gardening. Kristin earns the respect of her clients by working tirelessly on their behalf. Kristin is committed to serving her clients and looks forward to providing personalized and professional service to home buyers!



**Vera Lisnic**  
BUYER SPECIALIST/ REALTOR  
Vera has lived in Vermont for more than 15 years and loves it. With a vast experience in customer service she listens and works hard for her clients so their ultimate goals becomes a reality. When Vera isn't helping buyers achieve their Real Estate goals she enjoys going on hikes, cooking and planning for the next adventure with her husband and their two daughters.



**Siobhan Philbin**  
BUYER SPECIALIST/ REALTOR  
Originally from Vermont, Siobhan studied fine arts and art history at Rollins College in Florida. She loves cooking for friends and family, baking bread and admiring historic buildings with her preservation minded partner. Her many years in customer service and hospitality allow Siobhan to focus on each buyers specific home needs.

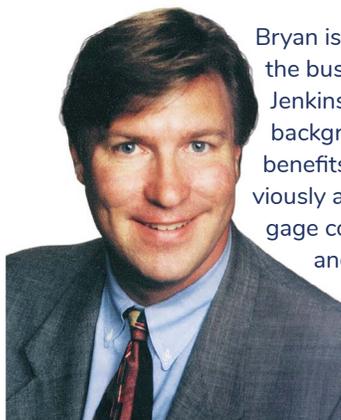


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# ADMINISTRATIVE STAFF

**Bryan Jackson**  
BUSINESS MANAGER/ REALTOR



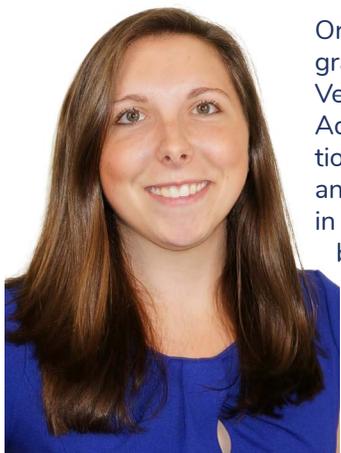
Bryan is both Nancy's husband and the business manager for Nancy Jenkins Real Estate. His extensive background in finance and marketing benefits both buyers and sellers. Previously a Vice President of a local mortgage company, he uses his experience and skills to oversee your transaction to a successful closing. He has lived in Vermont since 1966 and has been licensed as a salesperson in Vermont.

**Carol Blouin**  
CLOSING COORDINATOR



Carol has an extensive background in customer service and sales. She previously worked for Nancy as a Buyer Specialist from 2000–2002. She now works with our teams clients and customers to make the moving process as stress-free as possible. Carol is also a Vermont licensed salesperson.

**Kelsey Houle**  
DIRECTOR OF OPERATIONS



Originally from Middlebury, Kelsey graduated from the University of Vermont with a BS in Business Administration with a concentration in Marketing. She loves biking and enjoys exploring all the trails in the Burlington area. With her background in customer care and marketing, she will provide excellent service to our clients. Kelsey is also a Vermont licensed salesperson.

**Charlotte Carr**  
LISTING COORDINATOR



Originally from Massachusetts, Charlotte studied Russian and Global Studies at the University of Vermont and graduated with a dual Bachelor of Arts degree. She enjoys reading anything she can get her hands on, watching anything related to true crime and trying new recipes with her Crockpot. Charlotte's extensive customer service experience and cheerful personality will make each client feel right at home during the selling process.

## Photographer



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# A REPUTATION FOR RESULTS

## MISSION STATEMENT

Nancy Jenkins Real Estate provides unmatched service to our customers and clients, continually striving to exceed their expectations. We recognize that each customer's needs are unique, and our consistent ability to fulfill them is supported by cutting-edge technology and marketing systems.



Bryan Jackson



Alison Barges



Amanda Gerlack



David Miner



Lori Mallette



Dick Elkins



Andrea Hossley



Kristin Ouellette



Vera Lisnic



Siobhan Philbin



Carol Blouin



Kelsey Houle



Charlotte Carr



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# THE TEAM DIFFERENCE

In a Traditional Brokerage, the Real Estate Agent is in the Center Being Pulled in Many Directions



You Are the Center, the Most Important Part of Our Team. We Have Created Systems to Respond to Your Needs Quickly and Professionally. Discover the Team Advantage!



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Revised 4/26/2016

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# TESTIMONIALS

SATISFIED CLIENTS

"Andrea and the entire Nancy Jenkins team were amazing to work with. The entire process didn't take very long but I immediately felt at ease like I had known Andrea for years. The team at Nancy Jenkins made our house buying process easy and simple and the free moving truck was a great perk! This is my second home purchase and I will be using Nancy Jenkins and her team for all my real estate needs going forward."

 Ian Magnant - 3/20/19

"Andrea and the Nancy Jenkins team were AMAZING!! As my agent, Andrea was on it 24/7, even replying to emails and texts in the wee hours as I searched for a home. Andrea was instrumental in avoiding a major disaster during the government shutdown, which held up my loan approval. She worked with more the sellers and convinced them to hold off on closing for more than a month! And she gave me great advice and negotiated hard to make sure the deal didn't fall apart. I was amazed at how effectively she handled things, it was like a walk in the park here. Long story short, we closed and even the sellers were all smiles at the end. Highly recommend Andrea and the Nancy Jenkins team to anyone looking to buy a home or condo."

 Ryan Mercer – 3/4/19

"Our experience with Nancy Jenkins and Patti Brinckerhoff was the absolute best. Their professionalism and knowledge provided us with a smooth beginning and ending in purchasing our new home. We would highly recommend them to any buyer or seller of a new home. We were kept informed of any problem or development that took place. We love our new place and hope to spend many years here."

 Patty & Gary Thomas – 2/28/19

"The Nancy Jenkins team exceeding our expectations. They were easy to work with and incredibly responsive. We needed to sell our house quickly, and they made that happen! We received 7 offers on our house in the first week - over asking price! Amanda walked us through the offers and was there with us every step of the way. Once we were under contract, the rest of the team (Chelsea, Carol, etc) were there to help us with all of the details. Everyone was so friendly and when we had a couple of scares on the day of closing, they calmly helped us through it and it ended up being the easiest closing! The moving van was a great bonus too! I would recommend Nancy Jenkins Real Estate to all sellers and buyers. I couldn't be happier with the experience! "

 Anna & Kyle David – 2/27/19

"Our experience with the Nancy Jenkins team was amazing. When Kim and I put the condo on the market with Amanda that first night, we were optimistic but we never thought that the unit would be sold in less than two months. Especially during the winter months! From the beginning to the end the team helped us step by step to get the place sold and into the new owners hands. We did get lucky though that the buyers were amazing to work with as well. If anyone ever comes up to me in that area asking for a realtor, I will definitely tell them to look into Nancy Jenkins."



Jon Thomas – 2/22/19



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## TESTIMONIALS

SATISFIED CLIENTS

"We bought a house recently and our agent was David Miner with Nancy Jenkins Real Estate. David was very responsive, knowledgeable, and gave us some great advice. We were very happy with his service and would highly recommend him!"

 Jen Hill – 4/30/19

"Andrea and the rest on the Nancy Jenkins team were an absolute pleasure to work with. Andrea was very responsive to our schedule and questions, and was always able to get us what we needed."

 Alexander Hill – 4/28/19

"Nancy and her team are the very best. I previously listed the house with three different agencies, as well as for sale by owner, and the local "Picket Fence Previews," a for sale by owner publication. None of the previous agents sold the house over a period of nearly ten years. I hired Nancy as my agent to sell the house and that is exactly what she did. She made recommendations on specific things that needed to be done to the house including painting and some minor repairs. Nancy and her team helped me hire the workman to get the jobs done quickly and all at very favorable prices. Nancy and her team worked closely with my in the preparation of "Seller Property Information Disclosure" as well as the physical brochures and the online listings to show the house well. They created a 3D walkthrough of the house which I think was very helpful in getting traction with potential buyers. Her team regularly reported back to me on the showings and provided detailed feedback on comments through the many buyers that looked at the house. We had an offer in a little more than two months, Nancy worked diligently to address the many contingencies, and spearheaded all the steps to get to a successful closing. Having worked with many other real estate agents in the past, without hesitation I recommend Nancy and her team over all of the rest. They are very organized, go way beyond the expected, and did everything possible to get a good selling price in a reasonably short period of time."

 Gordon Troy – 4/15/19

"This was the second time we worked with Nancy and her team. Their professionalism, knowledge, efficiency, and attention to details were prominent and appreciated throughout the process. Nancy was at our side every step of the way. She helped us with valuable staging suggestions months before we listed the property, she was there when the last signature was inked at the closing, and she was there for everything else in between. We were pleased with the quality of the marketing materials, and the number of media choices where the listing appeared. The photos were great, and the virtual reality tour in the online listings was a great touch that few realtors in our area offer. I lost count of how many showings we had, but I can say that there were more than I dared hope for. We received multiple offers, and a sales agreement was signed in less than a week and a half. I'm sure I'll work with Nancy again in the future. Nothing says more about how pleased we have been with the experience than that!"

 Jennifer Perry – 9/30/18

"Coming from New York, we had no realtor connections in VT; but we had a general sense of what area(s) we wanted to search. The realtor Nancy Jenkins appointed to us was Richard Elkins. When Richard began working with us on the houses we targeted, everything became so much easier. His knowledge of the area, his openness and friendliness in making us feel at ease with our first foray into home ownership, and his guidance on the machinations of closing on a property made our first home purchase a very happy and successful endeavor. I would recommend Richard to anyone seeking "an honest broker" and a calm and steady hand in working through the processes of home ownership, from start to finish!"

 Crispina & Dion Pincus 9/24/18



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# TESTIMONIALS

SATISFIED CLIENTS

"We loved working with Patti who is a super responsive and knowledgeable agent for NJ. She was very patient and accommodating as we searched properties and was always willing to show us any home we wanted. Her expertise definitely guided us away from a few properties that didn't make sense to us, even if we initially thought they did. In the end, we found the perfect home for us and felt more than comfortable placing an offer."

 Mark Labus - 9/20/18

"Patti and the whole team at Nancy Jenkins were phenomenal from beginning to end. Their quick responses to any inquiry, proactive communication, and ability to help us identify the pros and cons of each property we looked at made this a successful experience. I would highly recommend their services."

 Lauren Bode 8/23/18

"We have had over a year of experience with Andrea, on again, off again. Once our home was on the market we reconnected with her and began to look in earnest. We found Andrea to be accommodating, knowledgeable, helpful and understanding as well as patient. She seemed to grasp what we were looking for and never, ever, pressured us to make a decision. She is an asset to your company. We appreciated the loan of the truck which help immensely. Also everyone we came in contact with in the office was pleasant and helpful. Chances are we will not be moving again (who can really know), but we can recommend your company with out caveat; especially Andrea."



Ken & Darlene Dehart 8/24/18

"We worked with Andrea for about 1.5 years looking for the right home to fit our budget, Andrea did a great job of working within our budget and being extremely helpful throughout the whole process of searching and buying our home. I'd recommend Andrea and the team at Nancy Jenkins to anybody."

 Brandon Smith 7/30/18

"I worked with Alison Barges to sell a townhouse and purchase a single family home. When looking for my new home, Alison was exceptionally knowledgeable of the local inventory and neighborhoods. She won over my husband, a retired general contractor, with her knowledge of construction, plumbing and heating. Alison was always reliable and supportive through the stressful process of home buying. Alison excelled at the support. I appreciated her relaxed confidence."

 Francesca Berriman - 8/3/18

"Working with Alison was a breeze and really took the pressure of what could have been a very stressful process. She carefully walked me through every step of the process and the in depth analysis of the market was key to getting top dollar for my home. I was under contract within 3 days and sold at over asking price."

 Nick Yardley - 8/3/18

"This firm runs exactly the way a real estate company should. And they have gotten the job done for me three times in the last 3 years. Perfectly. It's a great team."



Sue Paulsen - 8/2/18



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## TESTIMONIALS

"We had a great experience with the Nancy Jenkins group. We used them twice, first to buy a house and then to sell it. They kept us updated and informed. The teamwork was great and we would highly recommend them."



Gwyn Travis & Jim Cardinal - 11/1/17

"Bryan was great, when closing was not going as planned he came up with contingency plans for my furniture and saved the day! Everyone in the office is very helpful and knowledgeable, highly recommend the office!"

 Jennifer Huldin – 7/20/18

"Nancy was great. Highly knowledgeable and very professional. The team was outstanding. She was a great resource and guided us throughout the process. We would definitely recommend."

 Pat Sokolowski – 7/21/18

"As first time home buyers the concept of house-hunting and navigating the real-estate world was overwhelming and often nerve wracking. My husband and I met Lori Mallette by chance, as she happened to be the contact agent for an open house we found online. After touring the open house I was honest and transparent with Lori regarding my hesitations about becoming a homebuyer and working with a realtor given that I had no prior experience. From the start Lori was very helpful in addressing my concerns and educating me about everything I needed and wanted to know. I felt as though like Lori Listened closely and paid attention to every detail along the way. Looking back, there truly wasn't any moment that I didn't feel supported throughout the buying process. We had complete trust in Lori and because of the relationship she built with us, we became increasingly confident each step of the way."

 Dylan Reno 7/19/18

"We recently worked with Lori Mallette to purchase our very first home. She was very knowledgeable and listened to our needs and wants. She was always available to answer our questions and she made us feel completely at ease in buying a house. She has called and followed-up with us after closing to make sure everything was going ok with my new house. Definately a stand-out realtor! You won't go wrong if you use Lori Mallette to buy your house!"

 Amy Traquair - 06/11/2018

"We recently contacted the Nancy Jenkins Real Estate Agency for help to sell our home and purchase a condo. We found the staff to be very friendly, and eager to answer our questions to be sure we understood everything clearly. We were thrilled to find that within less than two weeks after listing we had a buyer. To anyone looking to buy or sell, we highly recommend the Nancy Jenkins Real Estate Agency."

 Pat & Roger Gleason – 5/22/18

"Alison Barges is wonderful, responsive and great to work with. The experience of buying my first home was much less stressful than I would have expected."

 Erin Flaherty – 5/11/18

SATISFIED CLIENTS



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# THE THOUSAND TOP SALES PROFESSIONALS

The Nancy Jenkins Team was recently named one of America's top real estate sales teams by *The Wall Street Journal* and *REAL Trends*. The South Burlington based group, led by Vermont's top-selling realtor Nancy Jenkins, is now a member of the 'Top 250 Teams by Transaction Volume,' a national distinction conferred by the two publications.

According to *REAL Trends*, the Nancy Jenkins Team had transaction-side sales totaling over \$52 million in 2011, earning them a ranking of 203rd in the nation. The Nancy Jenkins Team was one of only nine teams in New England to be named to the Top 250 Teams by Transaction Volume and the only real estate group in Vermont to be ranked among The Thousand Top Real Estate Professionals.

"The best individual agents and teams – including Nancy Jenkins's award-winning efforts – were nothing short of phenomenal considering the challenging real estate market," said Steve Murray, founder of Denver-based publishing and communications company *REAL Trends*, which compiled the list.

"Becoming a member of such an elite group as The Thousand is an incredible accomplishment in any market, but what Jenkins did during these challenging times is impressive on so many levels," said Marti Gallardo of *The Wall Street Journal*. "Her efforts topped 99.99 percent of REALTORS nationwide."

This award comes at an exciting time for Jenkins and her team. Jenkins launched Nancy Jenkins Real Estate at the end of August as an independently owned and operated residential brokerage firm. For the first time, Jenkins and her team will be helping customers and clients buy and sell homes relying on her personal brand and the reputation she has built over the last 31 years.

"I am absolutely thrilled to be named to The Thousand," said Jenkins, who is a recognized industry leader in the Greater Burlington Area and nationally. "Even with the market's challenges, it's incredibly gratifying to help clients fulfill their dreams and goals, whether selling, buying, or investing."

This distinction rounds out a banner year for Jenkins and her team. In May, Jenkins was named 2012 Realtor of the Year by the Northwestern Vermont Board of Realtors.



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# TOP 100 SALESPEOPLE

BY LESLIE CUMMINGS

FIVE WHO MADE THE LIST



p. 29  
**ALLAN DOMB**  
Ranking: 1



p. 30  
**CRISTINA MARTINEZ**  
Ranking: 10



p. 31  
**JILL RUDLER**  
Ranking: 16



p. 34  
**SAM GOTTLIEB**  
Ranking: 19



p. 35  
**DEBBIE SCHRADER**  
Ranking: 25

They're the Tower of Pisa, the smile on the Mona Lisa. They're Botticelli, Keats, and Shelley. Baby, they're the top: REALTOR® Magazine's top 100 U.S. residential salespeople—100 individuals whose production levels mark them as the mega-performers of the industry.

The ranking was drawn from more than 1,000 practitioners who reported their numbers to us. Our stars were identified using a formula that factored together their transaction sides closed in 2000 and their 2000 sales volume (see "Our formula for success," page 32), so as you scan the list, don't be taken aback by the fact that neither factor solely determined the ranking. Sales volume numbers range from a formidable \$24.5 million to an astounding \$153 million. Transaction sides range from 121 at the low end to 985 at the top.

Our list also shows the number of assistants working with each of the top 100. Not surprisingly, many of our stars have enough help to crew a large yacht, but there are a few highfliers out there who are going it alone or working with only

one assistant. We highlight those top performers on page 26 (see "Look ma, no team!").

Seeing what these top players are doing gives you a benchmark and—if you're ambitious—a goal to shoot for. But it's also valuable to understand *how* top performers reach such heights. Five practitioners from the list, some with big teams and others with smaller operations, tell how they succeed beyond most salespeople's wildest expectations. Be sure to read their stories and see how your numbers and selling strategies compare with theirs.

We tip our hats to all these successful, hardworking pros. We hope their numbers will inspire you to set—and achieve—higher goals for yourself in the coming year.

RANK	Salesperson	Company, location	Transaction sides closed in 2000	Sales volume in 2000 (in millions)	No. of assistants
1	<b>Allan Domb</b>	Allan Domb Real Estate; Philadelphia	754	\$135.00	2
2	<b>Jack Gross</b>	Coldwell Banker Heritage Real Estate; Bethlehem, Pa.	724	132.11	3
3	<b>Gil Clark</b>	Clark Select Properties Inc.; Burke, Va.	487	109.94	0
4	<b>Joe Rothchild</b>	RE/MAX Fry Road; Katy, Texas	573	86.63	3
5	<b>Mark Spain</b>	RE/MAX Greater Atlanta; Dunwoody, Ga.	487	87.00	12
6	<b>Joye Kuhn</b>	RE/MAX DFW Associates; Coppell, Texas	378	88.48	2
7	<b>Gregg Neuman</b>	Neuman & Neuman Real Estate Inc.; San Diego	335	102.00	7
8	<b>Glen Calderon</b>	Prudential Action Real Estate; Ozone Park, N.Y.	537	73.00	2
9	<b>Jerry Mahan</b>	John L. Scott Real Estate; Puyallup, Wash.	340	93.00	4
10	<b>Cristina Martinez</b>	Century 21 North Valley; San Jose, Calif.	312	152.77	9

continued on page 26



# TOP 100 SALESPEOPLE

continued from page 24

## LOOK, MA, NO TEAM!

There's a great industry debate about whether sales-team leaders belong on any list of top-producing salespeople. How can they be compared with people who provide excellent service and earn an excellent living without the help of an entourage?

It's an interesting question, but ultimately the answer doesn't matter. Teams are the way more and more top salespeople are doing business. And choosing to delegate work that they're not good at or don't enjoy doesn't make them less successful. GE Chairman and CEO Jack Welch still gets credit (and more recently, blame) for his company's results—and GE employs 313,000 people worldwide.

Remarkably, eight practitioners working solo or with only one assistant still managed to find their way to the "Top 100" list:

		No. of assistants
1	<b>Gil Clark (3)</b>	0
2	<b>William Barnes (13)</b>	1
3	<b>Mike Agee (31)</b>	0
4	<b>Dean Street (34)</b>	1
5	<b>David Mills (38)</b>	0
6	<b>Kraig Domogalla (61)</b>	1
7	<b>Anna King (70)</b>	1
8	<b>Tim Surratt (72)</b>	1

Gold numbers represent "Top 100" ranking.

**ONLINE**  
More top salespeople...  
See our "Top 300" list at  
[www.realtormag.com](http://www.realtormag.com).

RANK	Salesperson	Company, location	Transaction sides closed in 2000	Sales volume in 2000 (in millions)	No. of assistants
11	<b>Ronnie Matthews</b>	RE/MAX Northwest; Spring, Texas	451	\$70.67	10
12	<b>Michael Mendoza</b>	Keller Williams Realty; Phoenix	359	77.00	6
13	<b>William Barnes</b>	Gracious Living Realty Inc.; Providence Forge, Va.	985	58.80	1
14	<b>Bill Minett (Team)</b>	The Real Estate Co., Lake & Country Inc.; Oconomowoc, Wis.	364	73.42	10
15	<b>Sherry Wilson (Team)</b>	RE/MAX Leaders; Purcellville, Va.	325	82.42	9
16	<b>Jill Rudler</b>	HER, REALTORS®; Westerville, Ohio	318	58.06	9
17	<b>Leo Nordine</b>	Leo Nordine, REALTORS®; Redondo Beach, Calif.	304	61.81	5
18	<b>Ron Kohl</b>	RE/MAX Optimum Group; Greeley, Colo.	358.5	48.99	6
19	<b>Sam Gottlieb</b>	Windermere Real Estate/East Inc.; Kirkland, Wash.	261	66.38	2
20	<b>William Ryan</b>	Realty Executives; Chandler, Ariz.	409	45.46	11
21	<b>Barbara Wilson</b>	Smythe, Cramer Co.; Cleveland	302	57.34	6
22	<b>Eric Anderson</b>	Realty World Team Advantage; San Jose, Calif.	212	123.00	3
23	<b>Jeff McKelvey (Patti)</b>	McMillin Realty; Chula Vista, Calif.	230	75.37	2
24	<b>Judie Crockett</b>	Smythe, Cramer Co.; Mentor, Ohio	318.2	46.86	10
25	<b>Debbie Schrader</b>	RE/MAX Excels; Geneva, Ill.	243	62.21	3
26	<b>David J. Caracausa</b>	Coldwell Banker Realty Corp.; North Wales, Pa.	263	52.06	3.5
27	<b>Ron Landis</b>	Coldwell Banker Landis & The Professionals; Reading, Pa.	321	44.36	2
28	<b>Christine Cormack</b>	CC Sells Team; Ashburn, Va.	225	65.00	9.5
29	<b>Philip Herman</b>	RE/MAX Real Estate Specialists; Dayton, Ohio	331	42.46	7
30	<b>Sandy Ogburn</b>	RE/MAX Excellent Properties; Prairieville, La.	280	44.57	3
31	<b>Mike Agee</b>	John L. Scott Portland Metro; Portland, Ore.	379	37.37	0
32	<b>Richard Schilling</b>	ERA Muske Company Real Estate; Forest Lake, Minn.	266	44.78	2
33	<b>Joseph Larry Bonner</b>	Coldwell Banker Heritage New Homes; Bethlehem, Pa.	237	49.06	11
34	<b>Dean Street</b>	Dean Street & Associates; Bellevue, Wash.	251	46.37	1
35	<b>Jack Klemm</b>	Preferred Real Estate Group Inc; Tracy, Calif.	216	54.73	9
36	<b>Timothy Wood</b>	Coldwell Banker Mountain Gallery; Big Bear Lake, Calif.	326	37.23	3
37	<b>John Toye</b>	RE/MAX Hometeam; Westland, Mich.	315	39.21	7
38	<b>David Mills</b>	John L. Scott Real Estate; Bellevue, Wash.	184	96.86	0
39	<b>William Cain</b>	RE/MAX Universal Realty; Plymouth, Wis.	315	37.16	2
40	<b>Zac Pasmanick</b>	RE/MAX Greater Atlanta; Atlanta	201	55.00	7
41	<b>Jeff Litton</b>	Realty Executives; Palm Springs, Calif.	253	41.00	2
42	<b>Rachel DeHanas</b>	RE/MAX 100 Real Estate; Waldorf, Md.	246	42.00	11
43	<b>Rick Smith</b>	Coldwell Banker Bob Yost Homesale Services; York, Pa.	317	36.27	5
44	<b>Mary B. Harker</b>	Keller Williams; Dallas	204	48.47	3
45	<b>Russell Shaw</b>	John Hall & Associates; Phoenix	278	36.66	8
46	<b>Lillian Montalto</b>	Lillian Montalto Signature Properties; Andover, Mass.	169	97.00	5
47	<b>Elaine Northrop</b>	Long and Foster; Ellicott City, Md.	185	58.00	5
48	<b>Alan Sandlin (Linda)</b>	RE/MAX Results Realty; Marco Island, Fla.	195	49.50	7
49	<b>Marc Willcuts</b>	Coldwell Banker Professional Group; Newberg, Ore.	263	35.64	5
50	<b>James Wedgeworth</b>	Charter I Realty; Hilton Head Island, S.C.	169	73.97	2.5
51	<b>Tom Clements</b>	The Village, REALTORS®; San Lorenzo, Calif.	188	49.23	2
52	<b>Kathy Irvine</b>	Gundaker, REALTORS®; Chesterfield, Mo.	189	48.42	6
53	<b>Pieter Dijkstra</b>	Realty Executives; Chandler, Ariz.	235	36.97	4
54	<b>Linda McKissack</b>	Keller Williams Realty; Denton, Texas	287	32.69	4
55	<b>Royce Cablayan</b>	Coldwell Banker; Los Altos, Calif.	161	97.36	2

continued on page 32



# TOP 100 SALESPEOPLE

continued from page 26

RANK

RANK	Salesperson	Company, location	Transaction sides closed in 2000	Sales volume in 2000 (in millions)	No. of assistants
56	<b>Debbie Yost</b>	RE/MAX Casa Grande; Casa Grande, Ariz.	270	\$32.88	10
57	<b>Patrick Murney</b>	Murney Associates; Springfield, Mo.	224	37.11	4
58	<b>Tupper Briggs</b>	RE/MAX Alliance Evergreen; Evergreen, Colo.	178	54.48	8
59	<b>Alicia Trevino</b>	Coldwell Banker Apex, REALTORS®; Rockwall, Texas	257	32.57	5
60	<b>Ron Campbell</b>	Campbell & Campbell Real Estate; Albuquerque, N.M.	245	33.00	6
61	<b>Kraig Domogalla</b>	RE/MAX Associates Plus Inc.; Anoka, Minn.	216	36.37	1
62	<b>Suzanne Glocker</b>	O'Connor, Piper & Flynn ERA; Hagerstown, Md.	259	31.28	8
63	<b>Greg Wang</b>	Realty World Alliance; Milpitas, Calif.	151	86.07	3
64	<b>Gene Rivers</b> (Rebekah)	Keller Williams Town and Country Realty; Tallahassee, Fla.	206	36.00	6
65	<b>Jane Fairweather</b>	Coldwell Banker Realty Pros Ltd.; Bethesda, Md.	159	62.27	2
66	<b>Kathy Williamson</b>	Prudential Georgia Realty; Buford, Ga.	332	25.26	2
67	<b>Marti Hampton</b>	RE/MAX ONE Realty; Raleigh, N.C.	194	38.06	5
68	<b>Nancy Davis</b> (Bob Yoder)	Boice Countryside, REALTORS®; Truckee, Calif.	162	50.67	4
69	<b>Matt Epstein</b>	RE/MAX on the Boulevard; Sherman Oaks, Calif.	145	76.82	2
70	<b>Anna King</b>	ERA King Real Estate Co.; Anniston, Ala.	232	29.53	1
71	<b>Lucinda O'Gorman</b>	Ebby Halliday, REALTORS®; Dallas	166	47.38	4
72	<b>Tim Surratt</b>	Greenwood King Properties; Houston	156	57.83	1
73	<b>Kevin Hildebrand</b>	RE/MAX Unlimited; Mason, Ohio	204	33.00	4
74	<b>Kay Deen Patterson</b>	Prudential Professional, REALTORS®; Colorado Springs, Colo.	176	41.00	3
75	<b>Elwyn Matthews</b>	Resort Realty Associates Inc.; Destin, Fla.	138	82.54	2
76	<b>Sande Ellis</b>	RE/MAX Realty Group; Fort Myers, Fla.	207	32.00	5
77	<b>Scott Gove</b>	Carlson GMAC Real Estate; Stratham, N.H.	181	38.95	6
78	<b>Curt Gasper</b>	Coldwell Banker Diamond, REALTORS®; Philadelphia	320	24.50	6
79	<b>Bruce Larson</b>	Larson Team, Shores & More Realty; Crosslake, Minn.	182	37.30	6
80	<b>Val Nunnenkamp</b>	Prudential Fox & Roach, REALTORS®; Voorhees, N.J.	186	36.10	3
81	<b>Ethel Curbow</b>	Coldwell Banker Vanguard, REALTORS®; Springfield, Mo.	207	30.63	4
82	<b>Janet Parsons</b>	RE/MAX House of Brokers; Springfield, Mo.	219	29.00	5
83	<b>Char MacCallum</b>	Char MacCallum Real Estate Group Inc.; Olathe, Kan.	213	28.25	7
84	<b>Janice Miller</b>	ERA First Advantage Realty; Newburgh, Ind.	185	34.40	4
85	<b>Roy Claytor</b>	Coldwell Banker Premier; Huntsville, Ala.	194	32.77	5
86	<b>Neal Weichel</b>	RE/MAX of Valencia; Santa Clarita, Calif.	157	44.54	3
87	<b>Nancy Jenkins</b>	Prudential Realty Mart; South Burlington, Vt.	199	29.80	7
88	<b>Eleanor Mowery Sheets</b>	Coldwell Banker Residential Brokerage; Dallas	125	123.00	8
89	<b>Marcie Maxwell</b>	Windermere Real Estate; Renton, Wash.	171	37.01	2.5
90	<b>Kelly Cobb</b>	Fonville Morisey Realty; Cary, N.C.	168	38.37	7
91	<b>Frank Russo</b>	RE/MAX Integrity, REALTORS®; Glendale, Ariz.	197	29.00	4
92	<b>Kevin Mihm</b>	Coldwell Banker; Pittsburgh	162	40.81	3
93	<b>Barbara Fitch</b>	RE/MAX Partners; Corona, Calif.	172	35.13	5
94	<b>Craig Lerch Jr.</b>	Coldwell Banker Realty One; Philadelphia	220	26.00	7
95	<b>Nate Martinez</b>	RE/MAX Integrity, REALTORS®; Glendale, Ariz.	185	31.35	4
96	<b>Wayne Loranger</b>	ERA Hearth & Home Real Estate & Mortgage; Wenatchee, Wash.	202	26.94	14
97	<b>Sandra Andrew</b>	RE/MAX Around Atlanta; Duluth, Ga.	178	32.80	5
98	<b>Judy Johns</b>	Keller Williams Realty Partners Inc.; Overland Park, Kan.	182	31.45	7
99	<b>Toni Tygart</b>	Toni Tygart Real Estate Group Inc.; Independence, Mo.	171	34.00	2
100	<b>Raju Chhabria</b>	Shorewood, REALTORS®; Manhattan Beach, Calif.	121	97.38	4

## TOP 10\* RANKED BY TRANSACTION SIDES

Gold numbers represent "Top 100" ranking.

1	<b>William Barnes (13)</b>	985
2	<b>Allan Domb (1)</b>	754
3	<b>Jack Gross (2)</b>	724
4	<b>Joe Rothchild (4)</b>	573
5	<b>Glen Calderon (8)</b>	537
6	<b>Gil Clark (3)</b>	487
7	<b>Mark Spain (5)</b>	487
8	<b>Ronnie Matthews (11)</b>	451
9	<b>William Ryan (20)</b>	409
10	<b>Mike Agee (31)</b>	379

\*From "Top 100 Salespeople"

## TOP 10\* RANKED BY SALES VOLUME (in millions)

Gold numbers represent "Top 100" ranking.

1	<b>Cristina Martinez (10)</b>	\$152.77
2	<b>Allan Domb (1)</b>	135.00
3	<b>Jack Gross (2)</b>	132.11
4	<b>Eric Anderson (22)</b>	123.00
5	<b>Gil Clark (3)</b>	109.94
6	<b>Gregg Neuman (7)</b>	102.00
7	<b>Raju Chhabria (100)</b>	97.38
8	<b>Royce Cablayan (55)</b>	97.36
9	<b>Lillian Montalto (46)</b>	97.00
10	<b>David Mills (38)</b>	96.86

\*From "Top 100 Salespeople"

**Our formula for success** Only members of NAR who sent us an application were considered for the "Top 100 Salespeople" list. We began our quest by announcing the feature in REALTOR® Magazine last year. We put a form online for salespeople, their brokers, or their coworkers to fill out. We also faxed the form to people who requested it and sent multiple notices to local and state associations, franchises, and top brokers around the country. For roughly 150 people who topped the transaction sides list and for 150 who topped the sales volume list, we asked for a signed statement from the designated REALTOR® verifying that the salesperson had achieved the stated numbers with the number of assistants claimed. With a verified list in hand, we again ranked and scored the candidates according to their transaction sides and sales volume, giving the transaction sides score double the weight of the sales volume score. Applicants' final rankings were based on the total of their two scores.

# HOW YOU CONTROL THE SALE OF YOUR PROPERTY

**There are four (4) reasons a property sells:**

- 1) Location
- 2) Price
- 3) Condition
- 4) REALTOR

**Location:** You have no control over the location of your property, but it does help determine its value.

**Price & Condition:** You control both price and condition, but it is important to recognize that price is 80% of why a property does or does not sell. Remember, you can counter any negatives in location and condition through pricing.

**REALTOR:** The REALTOR you choose advises you on market conditions, pricing, staging, contracts, financing, and closing activities. Just as you insist on a well-prepared doctor to treat your family, you want a REALTOR with a proven track record that proves they are qualified to handle the sale of what is possibly your largest financial investment.

Do NOT list with the agent who gives you the highest price. Instead, insist on a written, well-researched analytic market analysis to determine the realistic amount your property will bear in today's market and price your property accordingly. *Select your realtor based on their credentials, then decide on price. Never select an agent based on the price they recommend.*



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# BROKER TO BROKER MARKETING

We market our listings directly to other real estate brokers and agents as an active way to connect properties with highly motivated buyers who are already out shopping in our area. When brokers know about a property, they are more likely to match us to that perfect buyer.

## **Online Listing Services**

We post detailed information about each of our listings on MLS and ListHub, where it can be easily accessed and reviewed by agents. MLS is a database of all homes listed by local real estate agents who are members of the service, which includes virtually all local agents.

## **E-Mail Flyers**

We send "Newest Listing" and "New Price" e-mails to local agents as soon as we list a new home or change a price to let them have the most up-to-date information on our properties.

## **Networking**

Our office interacts with dozens of real estate offices and agents throughout the day who are scheduling showings, providing buyer feedback, and negotiating contracts. Each of these conversations is an opportunity to share pertinent information on your property.

## **Agents on Our Team**

We have nine Buyers Agents on our team who are the first to find about our new listings and new prices through group voicemail messages. We send these out the moment a house goes on the market or a new price is finalized. We also discuss listings during our Team Meetings.

## **Calls & Contacts**

When we receive an offer on a property, we call or e-mail all of the real estate agents who have shown the house to inform them that an offer is in. This gives them a chance to discuss the property again with their buyers and hopefully present an offer of their own.

## **Real Estate Web Portals**

We post our listings on the most-visited national real estate websites, including Realtor.com, Zillow.com, Homes.com, and Trulia.com, enabling national and international agents to help buyers find new homes, vacation homes, and investment properties.

## **Social Media**

A significant portion of our Facebook friends and Twitter followers are fellow real estate agents. For agents who are active online, we maintain social media channels with fresh content and engaging conversations about our listings, new prices, and featured homes.



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# MARKETING REVIEW

## The Best Advertising Available!

HOMES & LAND of VERMONT	Monthly with state wide circulation, 2-page front position, high gloss full color.
REAL ESTATE EXTRA	First Thursday of every month, 2-page front position, full color.
TOWN PUBLICATIONS	Bi-weekly ads in a variety of local publications.
MLS DIGITAL FLYERS	Emailed to Local Agents
OTHER	5-5-10 flyer/ postcards to your neighborhood, Moving Truck available to you for your move (Call as soon as possible to schedule your date)
ON THE WEB	Below is a sample of the websites that will display your home. (Some are criteria dependent) Your property will also be included in the Northern New England Real Estate Broker Reciprocity Program:

NancyJenkins.com	Boston.com	CLRSearch.com
GlobalListings.com	Golf Homes	NEREN.com
REALTOR.com	Home Listings Finder	Trulia.com
Zillow.com	HotPads	Homes.com
Google Base	LakeHouse.com	HomesandLandofVermont.com
Locanto.com	Mitula	Homefinder.com
RealtyStore.com	Mansion Global	Oodle.com
MyRealty.com	LandWatch	HomePath.com
RealEstate.com	Homesnap.com	UniqueHomes.com
HomeGain.com	The World Property Journal	HomeScout.com
	Trovit	

REAL ESTATE APPS	Your property will receive featured placement on the REALTOR.com and Zillow tablet and smartphone apps. It will also be seen on the Trulia app.
HIGH END	Depending on your property's list price, it may be marketed through one or all of the following websites: Wall Street Journal, International New York Times, International New York Times: Great Homes and Destinations, Mansion Global, RobbReport.com/Real-Estate, Boston.com, The Washington Post, UniqueHomes.com and duPontREGISTRY,
FEATURE SHEETS	Delivered to your home in color. Informational Packet and Flyer's to leave out of your home. Please leave them out for showing agents
MATTERPORT 3D TOUR	We have employed new photography to boost your home to the public. The newest most advanced technology, a 3D Interactive Virtual Reality Tour. "The Matterport"



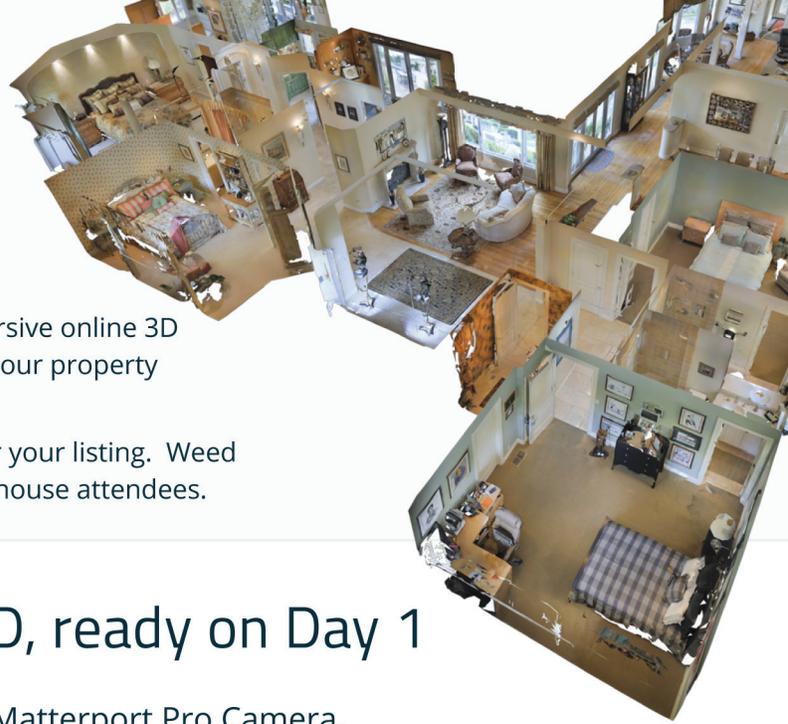
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# Bring your home to life

## The Matterport 3D Media System

Blow prospective buyers away with 3D Showcase - an immersive online 3D experience that gives buyers a true sense of the **feeling** of your property before they ever see it in person.

We put Matterport's industry-leading technology to work for your listing. Weed out less interested buyers, and attract more qualified open house attendees.

## Your property in immersive 3D, ready on Day 1

1. We scan your property with the Matterport Pro Camera.
2. Within hours, your virtual Matterport Space is ready to experience.
3. Anyone can explore with ease, right from their browser.



### Inside View

Navigate a property like a videogame with **Inside View**.



### Dollhouse View

Proprietary **Dollhouse View** shows how an entire property fits together.



### Floorplan View

Understand layout in a glance with top-down **Floorplan View**.



### Create a connection

Home buyers will create an immediate, lasting emotional connection to a property because they can experience it as if they were really there.



### Engage more buyers

Matterport spaces are easy to share, so anyone with a computer or mobile device can have the open house experience from anywhere.



### Build buzz

Generate momentum like you wouldn't believe before the first open house with a space-age tool that will captivate buyers and motivate them to make an offer.

# Advertising Deadlines 2019

Burlington Free Press

## REAL ESTATE

*extra*

THE PREMIER VERMONT HOME GUIDE

ISSUE	AD DEADLINE	PUBLISHED	ISSUE	AD DEADLINE	PUBLISHED
January	Dec 7	Jan 11	July	June 17	July 12
February	Jan 14	Feb 8	August	July 15	Aug 9
March	Feb 11	Mar 8	September	Aug 12	Sept 6
April	Mar 11	April 5	October	Sept 9	Oct 4
May	April 8	May 3	November	Oct 14	Nov 8
June	May 13	June 7	December	Nov 11	Dec 6

# HOMES & LAND

OF VERMONT

Deadline is the 20th of every month



# MARKET VALUE

## What Your Home is / is not Worth

### **The Market Value of Your Home is NOT:**

1. What you have in it.
2. What you need out of it.
3. What you want.
4. What it appraised for.
5. What you heard your neighbor's house sold for.
6. What the tax office says its worth.
7. How much it is insured for.
8. Based on memories and treasures.
9. Based on prices of homes where you are moving.

### **The True Market Value of Your Home Is What a Buyer is Willing to Pay:**

1. Based on today's market.
2. Based on today's competition.
3. Based on today's financing.
4. Based on today's economic condition.
5. Based on the buyer's perception of the condition.
6. Based on location.
7. Based on normal marketing time.
8. Based on showing accessibility.

### **Properties That Sell in Today's Market: On a Scale of 1-10, The "10's" Are the Ones That are Selling. How Can Your Property be a "10"?**

1. By improving the condition dramatically.
2. By offering good terms.
3. By improving the way the home shows.
4. By adjusting the price.

### **As a Seller you Control:**

1. The price you ask.
2. The condition of the property
3. Access to the property.

### **As a Seller you Do Not Control:**

1. Market conditions.
2. The motivation of your competition.
3. Value.



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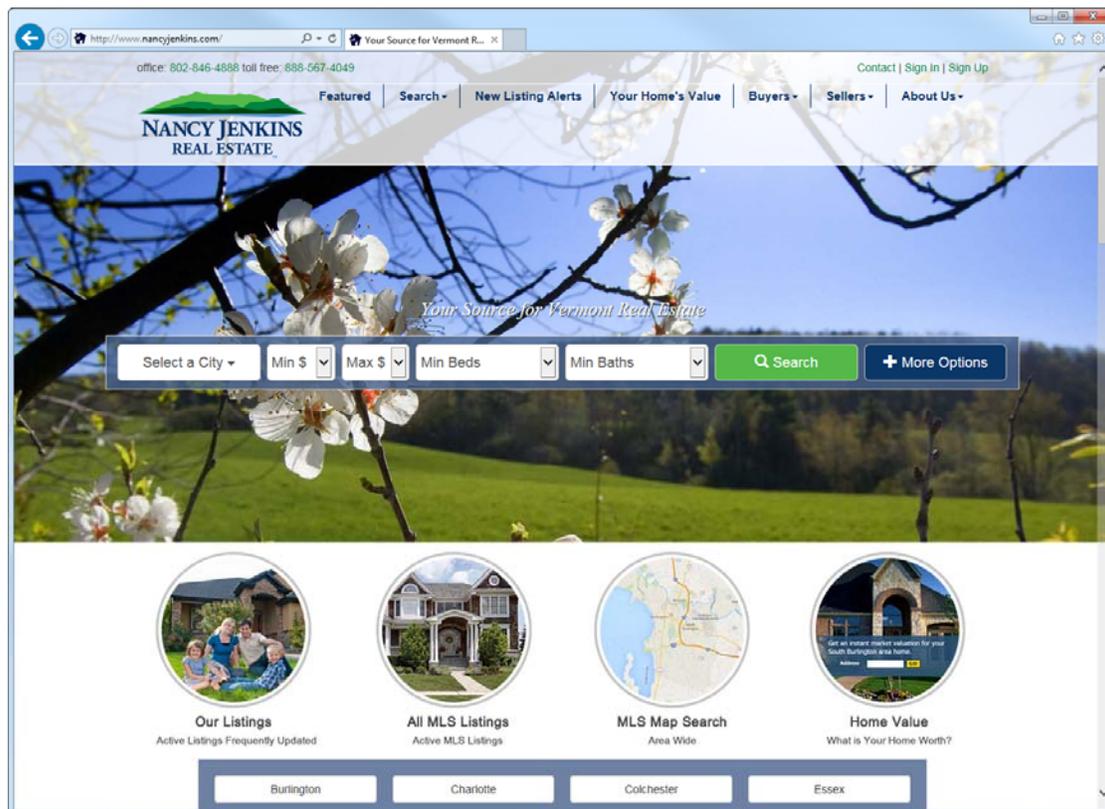
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# NANCYJENKINS.COM SERVICES

## Our Web Services

- **MLS Properties** – Search all active MLS listings by price, town, number of bedrooms, etc.
- **MLS Map Search** – Search for properties in MLS using a familiar Map format
- **My Featured Homes** – View all of Nancy’s current listings (houses, condos, land, etc.)
- **Email Home Search** – Sign up to receive emails of properties that match your search criteria
- **Real Estate Reports** – Access local and national real estate market reports that will help you buy or sell your home
- **Your Home’s Value** – Request an estimated home value report. (Only available for properties in Addison, Chittenden, Franklin, Grand Isle and Lamoille Counties.)
- **Town Information** – Research the many towns and cities in our coverage area with links to schools and town halls, maps, points of interest, and more
- **Vermont School and Data Reports** – Find information on school performance from the Vermont Department of Education
- **Moving Truck** – Borrow one of our moving trucks that are available to clients who buy or sell with the Nancy Jenkins Team



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# DON'T JUST SHOW YOUR PROPERTY, SHOW IT OFF!

## Get Ready for Action

- Open the drapes and shades and turn on the lights to make it look bright and cheerful.
- Tidy up each room. Pick up toys, shoes and other items that may be scattered about. Keep dishes out of sight. Be sure the beds are made and clothes are put away in closets and drawers. The kitchen and bathrooms should sparkle. Don't forget to give the whole place a quick once-over with the vacuum.
- Keep pets out of the way and make sure that pet areas are clean and odor-free.
- Turn off your television. Soft music on the radio can be appealing, but keep it low.
- Secure jewelry, cash and other valuables. You may want to consider placing these items in a safety deposit box while your property is on the market.
- Trust the sales associate to show your property to its best advantage. Potential buyers may talk more freely and feel more at home if you're not there.
- Save the business cards of sales associates and brokers who show your property so that I can follow up and get the results of their showings.
- If people who are not represented by a broker ask to see your property, please refer them to me. I will pre-qualify prospective buyers and screen all inquiries for your convenience and peace of mind.
- Please notify me if you're leaving town, and leave a number where you can be reached in case an offer to purchase is presented.



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# MOVING CHECKLIST

Moving, because it is such an enormous task, requires both teamwork and attention to detail. Carefully planning your move will make it more efficient and pleasant for everyone involved. In planning, call the mover well in advance of your move date. This step is extremely important during the summer months as this is the busiest time for movers. Make sure you ask your mover for an accurate estimate. Estimates are determined by the weight of your possessions and the distance you are traveling. Make sure you show your mover everything that is to be moved, as this will make their estimate more accurate.

If you are making a work-related move, many of the costs of the mover are deductible for tax purposes. Go to [www.irs.gov](http://www.irs.gov) for a F.A.Q. on work related moves. This will help ensure that you are making the most of your moving deductions.

## As Soon As You Know You Are Moving:

- Use up the food in your pantry and freezer
- Go through belongings: throw out, have a yard sale, give away
- Obtain children's school records
- Get estimates from at least three moving companies
- Close checking and savings accounts
- Have your car serviced
- Call Utilities: phone, gas, electric, oil and let them know your plans
- Obtain school and medical information from your new location
- Start collecting boxes for packing
- Fill out change of address forms at post office
- Inform friends, magazines, credit cards, insurance companies, book/ record clubs, etc.
- Collect all dental, medical records
- Copy birth and baptismal records
- Cancel home deliveries: newspaper, etc.
- Close savings deposit box
- Do an inventory of furniture
- Call utilities at new location
- Inform loan institutions of your move

## Upon Arrival At New Home:

- Call the DMV to obtain a driver's license and registration
- Make sure your utilities are on
- Make sure you are receiving all correspondence (magazines, bills, etc.)
- Visit your new bank
- Register your children in school
- Go to post office for mail being held
- Get to know the area for shopping needs
- Interview doctors, repair companies, etc.



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# WHAT DO YOU DO IF YOU...

See another company's SIGN?

Read another company's AD?

See a "FOR SALE BY OWNER"?

Hear of a home from a FRIEND?

See a NEW MODEL HOME?

Hear about an OPEN HOUSE?

**CALL US FIRST!**

**802-846-4888**

*Nancy Jenkins Real Estate*

*And our Team of Buyer Specialists Can Help You!*



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