

KICKOFF 2016

REAL ESTATE REDEFINED



SOLD



BERKSHIRE
HATHAWAY
HomeServices

Georgia
Properties

berkshirehathaway.com

Senator Isakson Video

KICKOFF 2016

REAL ESTATE REDEFINED

Toni McGowan
Executive Vice President





G.W Bailey

Video



2016
Company Goal:
\$80 Per Agent



SSK PLEDGE

Let's make 2015 a special one for the Sunshine Kids Foundation. We are asking that you sign the pledge below and make a set donation after each closing you are a part of. The donation will be automatically deducted from your commission and sent directly to the Sunshine Kids.

I _____ hereby accept the SSK Pledge
and agree to donate \$_____ per each closing I have in 2015
to be deducted from my commission after each closing.

Signature: _____

Branch: _____ Date: _____

**BERKSHIRE
HATHAWAY**
HomeServices
Georgia Properties

Gino Blefari

Video



Swanepoel

POWER 200

The Most Powerful People in Residential Real Estate 2015/16



Atlanta's Most Admired CEO

National Broker of the Year

ABR Realtor of the Year

Gordon Brown Award

Past President - ABR

Elite Broker Award



Swanepoel 200 List

RISMedia Power Broker

J.M. Tull Award - UGA

Top 40 Under 40

National Speaker

KICKOFF 2016

REAL ESTATE REDEFINED

Dan Forsman
President & CEO



ENGAGE. SURGE. EXCEL.

2015

F.O.C.U.S.

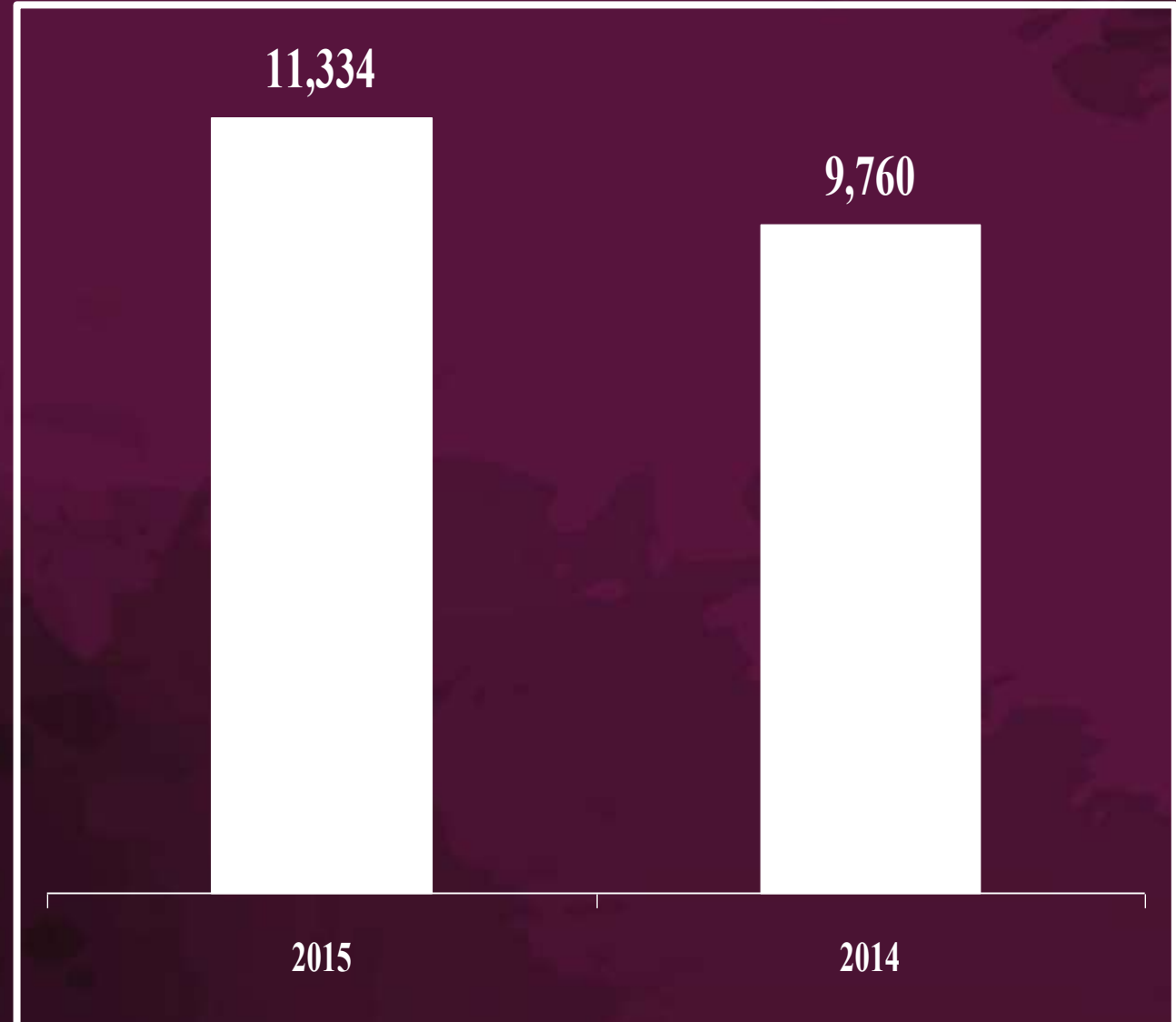
REFLECT. RENEW. REDEFINE.

2016

F.O.C.U.S.

Closed Units Summary

- Units Up 16% vs. 2014.
- Metro Atlanta Market Up 12% in 2015.
- YOU Outperformed the Market by 33%!



Average Sales Price

- ASP Up 9% vs. 2014.
- Metro Atlanta Market Up 7% in 2015.
- YOU Outperformed the Market by 28%!



Closed Volume Summary

- Volume Up 26% vs. 2014.
- Metro Atlanta Market Up 19% in 2015.
- YOU Outperformed the Market by 36%!





**Better
Homes**
and Gardens.
REAL ESTATE



Prudential
Atlanta Realty
Georgia Realty



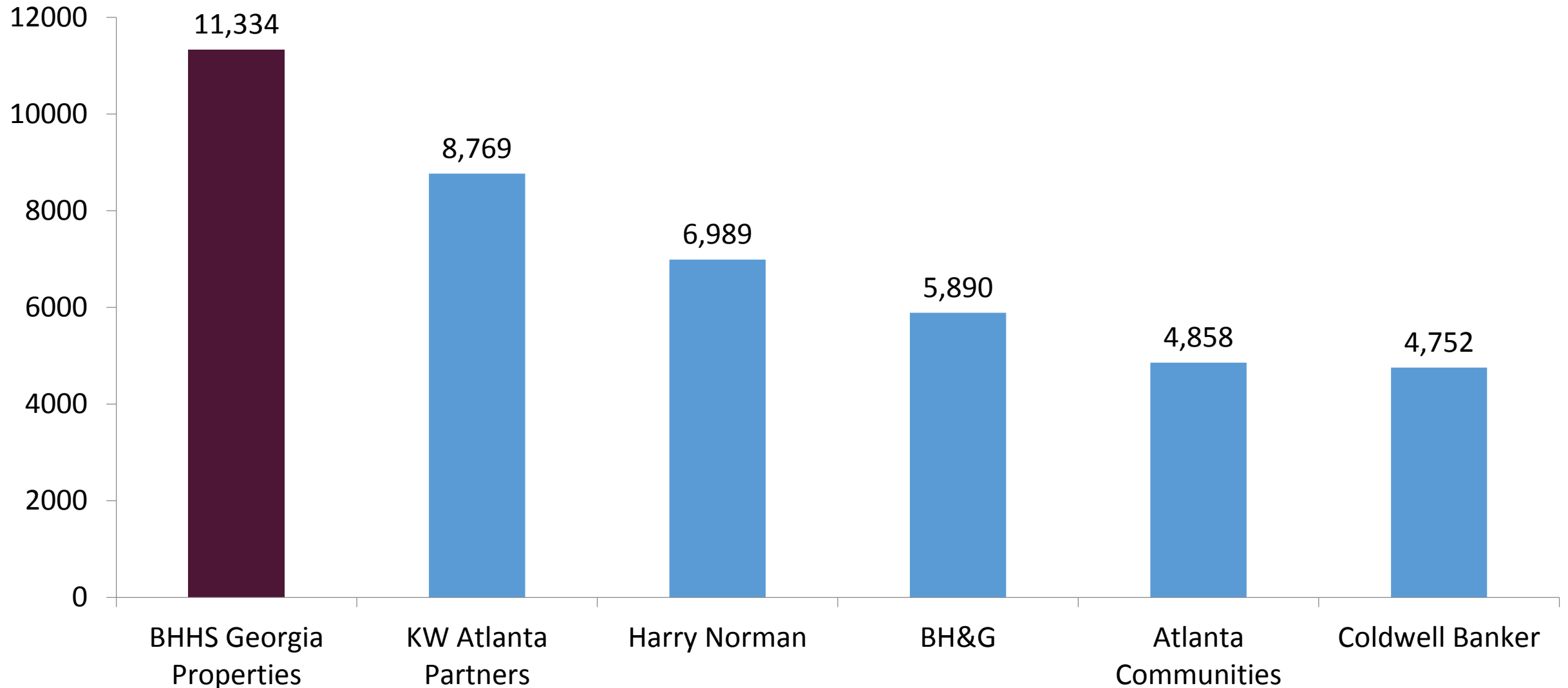
Prudential
Georgia Realty



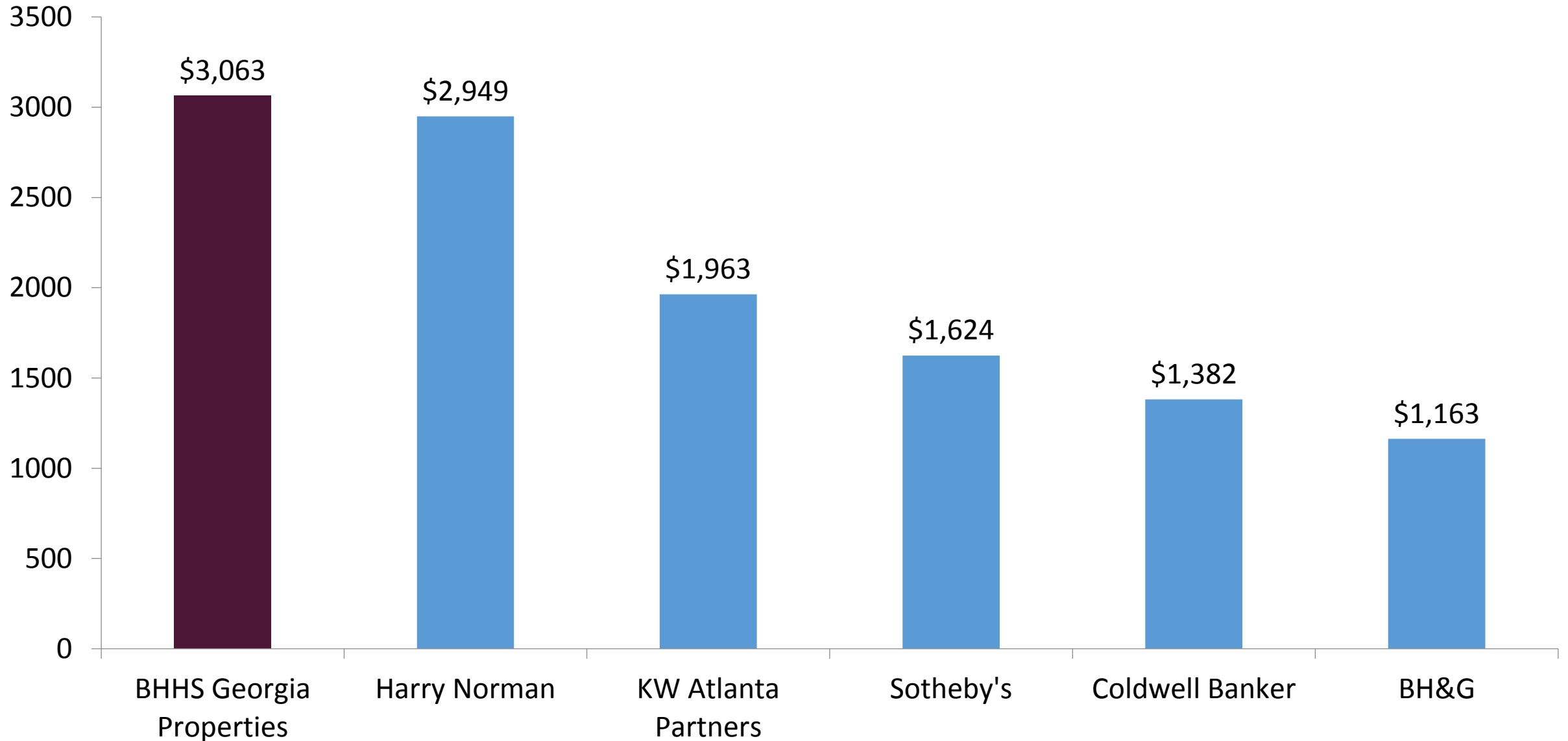
**BERKSHIRE
HATHAWAY**
HomeServices
Georgia Properties

\$3,063,402!!!

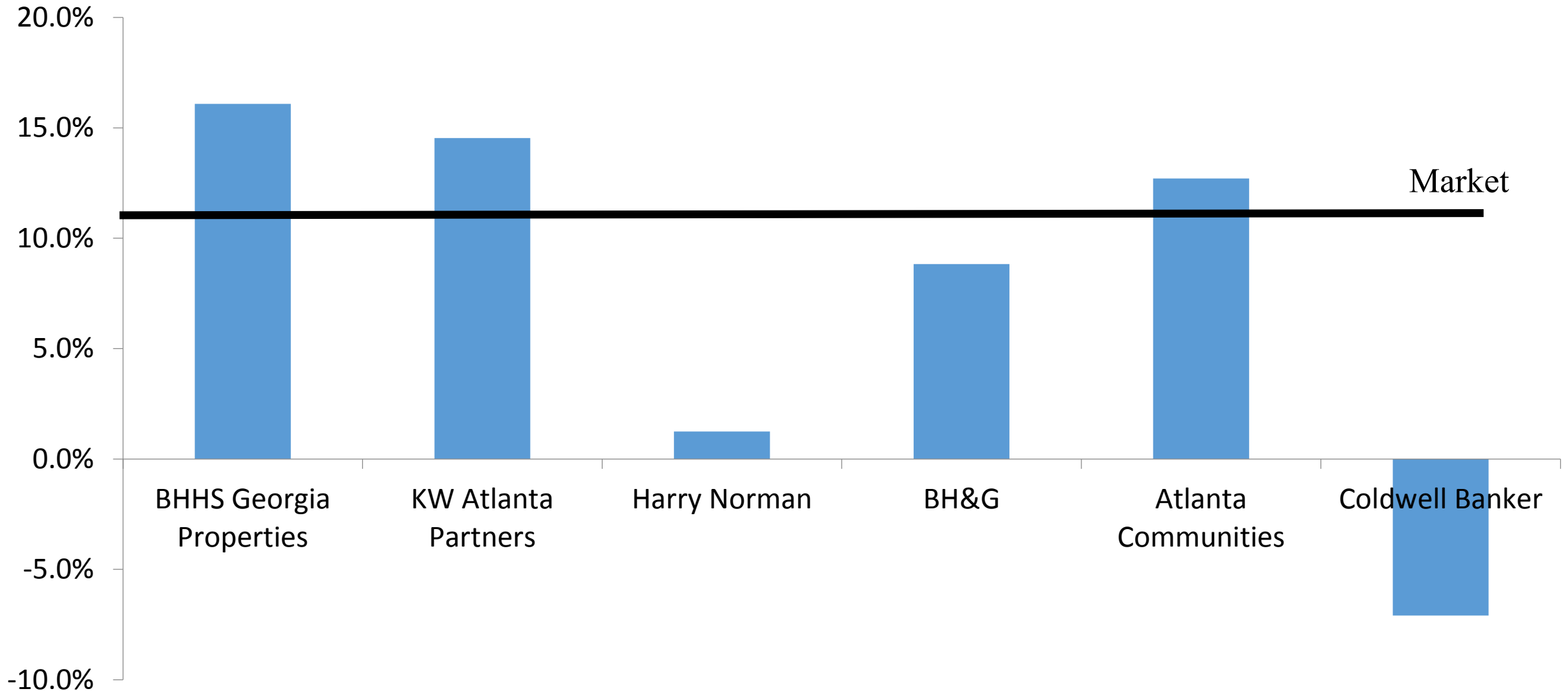
Closed Units 2015



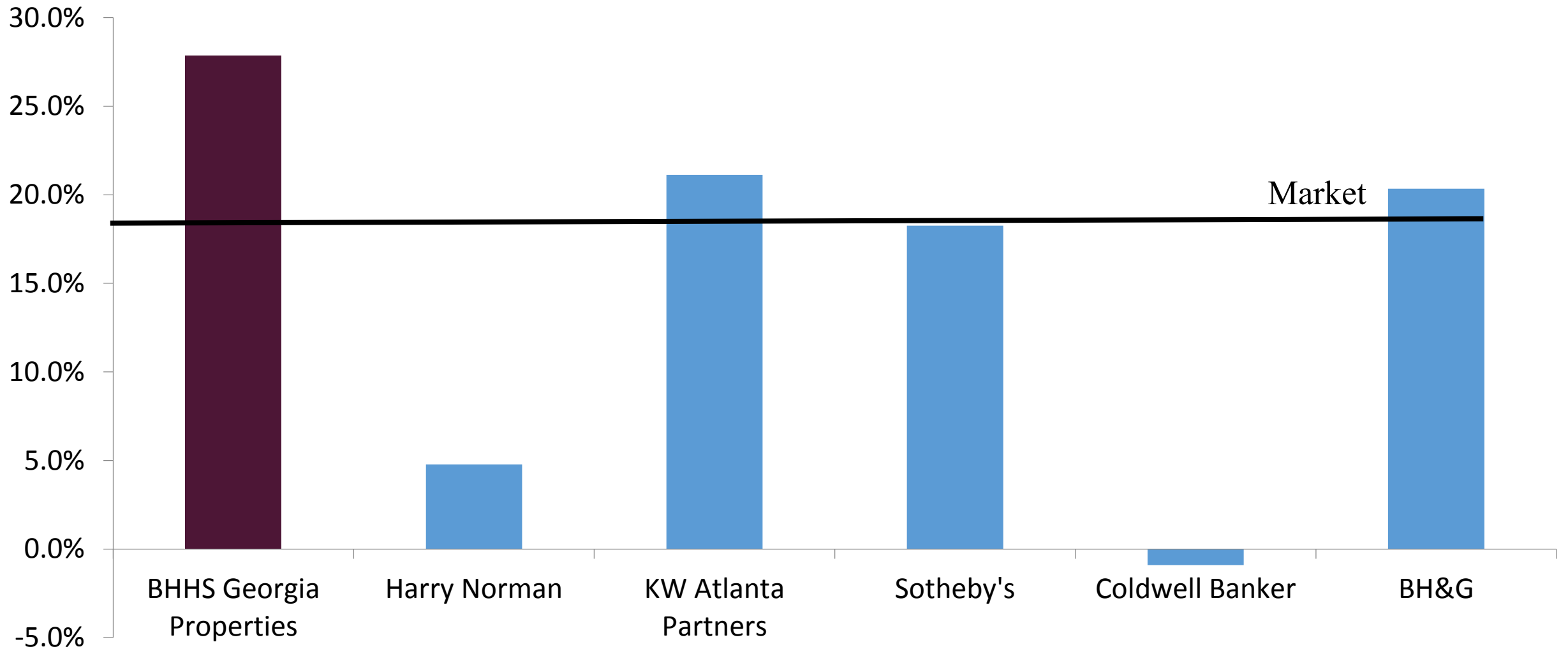
Closed Volume 2015



Closed Unit Growth 2015



Closed Volume Growth 2015

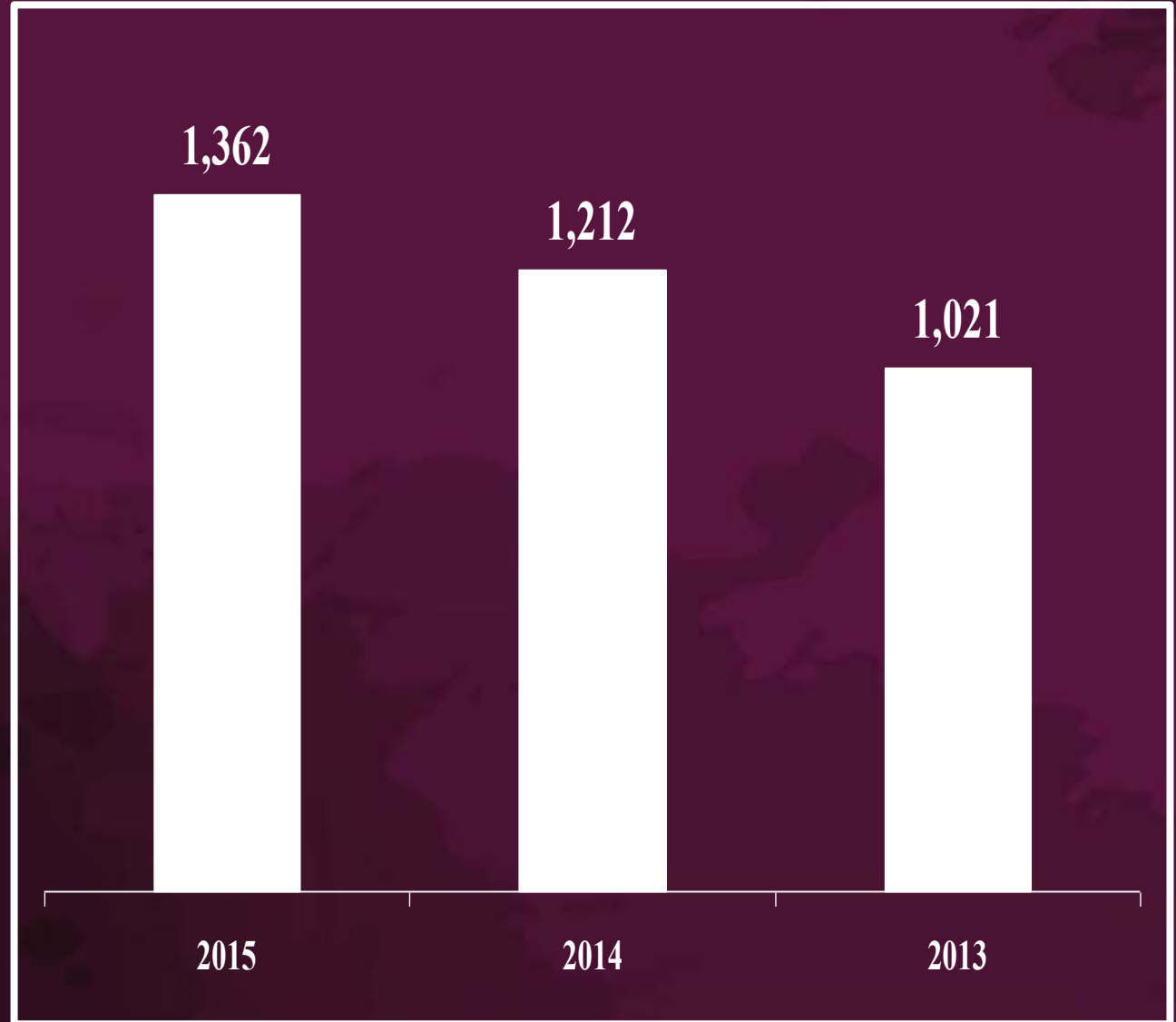


Listings Summary

	12/31/15	12/31/14
Beginning Inventory	1634	1714
Listings Taken	8191	7693
Listings Sold	5485	4973
Listings Expired	2513	2801
Ending Inventory	1827	1634

Sales Associates

- Agents Up 12% vs. 2014.
- Averaged 9 Sales/ Agent.
- Market Averaged 3.
- YOU Closed 3X Other Agents in the Market!



TeamBuilder

- 451 Registrations
- 146 Hires
- \$206,350 Paid
- \$587 Million Volume

Do Not Miss This
Opportunity To Earn
More Income In 2016!





	2015	2014	
Honor Society \$75,000/ 25 Units	140	114	+23%
Leading Edge \$120,000/ 35 Units	88	87	+1%
President's Circle \$185,000/ 50 Units	81	35	+132%
Chairman's – Gold \$280,000/ 70 Units	33	31	+6.5%
Chairman's – Platinum \$500,000/ 100 Units	13	4	+225%
Chairman's – Diamond \$750,000/ 150 Units	4	4	
Total	359	275	+30%



Alliance Partners

HomeServicesLending^{LLC}

Weissman Nowack
Curry & Wilco
ATTORNEYS AT LAW



HomeServicesInsurance



Home Partners
of AmericaTM



Georgia Natural Gas[®]

BERKSHIRE HATHAWAY
HomeServices
Georgia Properties
PROPERTY MANAGEMENT DIVISION

Dergalis[®]
ASSOCIATES

Weissman, Nowack, Curry & Wilco



Seth Weissman
WNCW Law

- 3204 Units in 2015
- 55% Capture Rate
- Contract Training from The Best — Seth
- Heat Is On Campaign
- TRID Support/ Training

H.S.A. Home Warranty



Fran
Stiakakis

Tammy
Rich

Monique
Guerrero

- Capture Rate 54%
- 2991 Warranties
- Paid \$1,098,000 in Claims
- Our Local Team #1 in America for H.S.A.

HomeServices Lending



Dusty Hill - Regional Mgr.

- Largest Rollout in History of Mortgage Industry
- 611 Loans in 2015
- 13% Capture
- Launched Second Opinion

HomeServices Insurance Georgia



Karen Brown



Vivienne Baker

- Full Service Insurance Agency
- Multiple Carriers
- Home, Auto, Umbrella, Personal Liability, and more...

Georgia Natural Gas Partnership

CHOOSE YOUR WAY TO SAVE WITH GEORGIA NATURAL GAS®

Sign up and choose up to **20¢ per therm discount**
or a **\$50 Visa Reward Card.***

Looking for even more ways cut energy costs in your new home?
Here's a tip from GNG.



Install a programmable thermostat that automatically adjusts the temperature when you're away. You could save up to 15% per year!



Sign up and save at gng.com/HOUSEWARMING or 888.258.5897

Promo Code: **BERKSHIRE HATHAWAY**



BERKSHIRE HATHAWAY
HomeServices
Georgia Properties



Georgia
Natural Gas

Dergalis & Associates – Agent Benefits



310 Agents

- Medical, Dental, Vision
- Financial Planning
- Life Insurance
- Disability
- Long-Term Care
- 401K with 3% Match

Property Management



Pam Wetzel

- Over 2000 Rental Leases
- 611 Residential Properties Under Management
- Tenant Screening, Owner Managed Services, Fully Managed Owner Services

HomePartners of America

BERKSHIRE HATHAWAY
HomeServices
Georgia Properties



The banner features the Home Partners of America logo, a house icon, and a section titled 'HERE IS HOW IT WORKS' with five circular icons: 'Contact Your Local BAAH Expert', 'Apply and Get Pre-Approval', 'Find a Home with BAAH Expert', 'Home Partners Buy the Home', and 'Homeowners can Buy from Home Partners'. Below this are two screenshots of a real estate website. A red circle on the left screenshot highlights a 'Home Partners of America' badge, and a red arrow points from it to the right screenshot, which shows a similar badge on a property listing. A text box at the bottom right explains that these banner ads will appear in search results for properties between \$150,000 and \$550,000.

Home Partners of America

Berkshire Hathaway HomeServices Georgia Properties, together with Home Partners of America, Inc., introduces "A New Path to Homeownership". This program is designed for potential buyers who may not yet qualify for a mortgage or may be unsure about purchasing or selling. Terms and conditions apply.

HERE IS HOW IT WORKS

- Contact Your Local BAAH Expert
- Apply and Get Pre-Approval
- Find a Home with BAAH Expert
- Home Partners Buy the Home
- Homeowners can Buy from Home Partners

Berkshire Hathaway HomeServices Georgia Properties will be launching new banner ads to create more leads for Home Partners of America. These banner ads will appear in the "search results pages" for all rentals and "for sale" properties between \$150,000 - \$550,000. This new functionality will be available soon on all company, office and agent websites.

Home Partners of America

NO LEASE MORE, RECENT A LEASE WITH A RIGHT TO PURCHASE PROGRAM. [CLICK HERE](#)

REAL ESTATE REDEFINED

- 168 Transactions
- Average Lease Commission - \$450
- Average Sales Commission - \$8100

Top Two Agents:

- Jamie Bateman (20 - PTC)
- Denise Griffith (9 - PTC)

Local Company Awards

Consumer's Choice Residential

Consumer's Choice Commercial

Most Admired CEO

NAHREP President

Elite Circle

WCR State President

OBIE's – New Homes

Phoenix & MMDC

Marketing Print

National Relocation



ERC, RDC, NAHREP, HSoA Leadership and More...



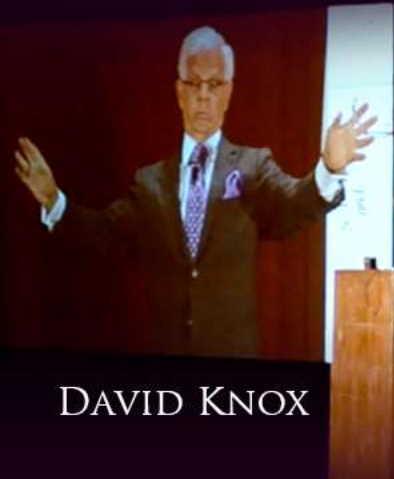
TOM FERRY

BILL PIPES

JOHN HAMILTON

SKILLS TRAINING

Over 100,000 Hours of Skills Training



DAVID KNOX



SETH WEISSMAN

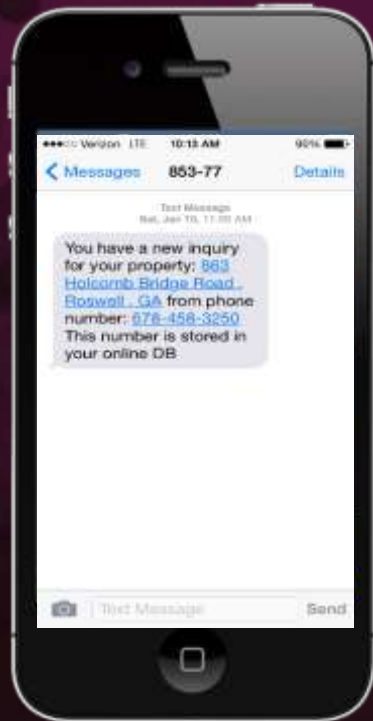


DAN FORSMAN



New Media Generated More Leads!

Text &
Selfies



Video Email

Digital eCampaigns



Power Lunch – Fridays at Noon



SURGE 4-DAY ACTION CARD

Name: _____
Office: _____
☐ I hereby acknowledge all data and information recorded is accurate and correct.

DAILY TASK		ACTION RESULTS TRACKER	
DAY 1 1/15/16	SEND INVITATIONS TO WIN AN iPad	ACTIVITY	RESULTS
DAY 2 1/16/16	MAKE PERSONAL FOLLOW UP CALLS	ACTIVITY	RESULTS
DAY 3 1/17/16	SHARE HOME VALUE AMN/ SOCIAL MEDIA	ACTIVITY	RESULTS
DAY 4 1/18/16	SHARE MEGA OH AMN/ SOCIAL MEDIA	ACTIVITY	RESULTS

Generate New Leads to SURGE to a Strong Start in 2016.

Paid Ads for Facebook



Home Partners of America
A NEW PATH TO HOMEOWNERSHIP
(Formerly Figure 8 Homes)

Agents - Submit an Offer Request

About Hire it Works Commitment Apply Find a Home

Step 1: Understand our Lease with a Right to Purchase
Step 2: Apply and get approved
Step 3: Find a home that is right for you
Step 4: We buy the home. You rent it and have the right to buy later if you want to.

Lease with a Right to Purchase
You find a home. We approve it, buy it, and rent it to you. You have the right to buy it later if you want to.
[Learn more](#)

The Right Choice For You
Buying a home can have many advantages compared to renting. Carefully evaluate your options before applying.
[Learn more](#)

Pre-Approval
Check key issues. A full credit and background check is also required.
[Learn more](#)

Impact Activities

- BreakThrough By Design Coaching from Tom Ferry
- Over 200 Participants
- Increase GCI by 68%





LEAD GENERATION

DAY 1 | SEND AMN & POST CARDS
WED, JAN 14 | HOME VALUE ESTIMATES

DAY 2 | MAKE PERSONAL PHONE CALLS
THU, JAN 15 | MORTGAGE PRE-APPROVAL

DAY 3 | SEND E-CAMPAIGN
FRI, JAN 16 | REAL ESTATE ADVISOR

DAY 4 | DROP-OFF OR POP-BY
MON, JAN 19 | APMS BROCHURE

BUSINESS PLANNING

DAY 1 | SEND INVITATIONS TO
FRI, OCT 9 | MEGA OPEN HOUSE

DAY 2 | MAKE PERSONAL
MON, OCT 12 | FOLLOW UP CALLS/ POP-BYS

DAY 3 | SHARE HOME VALUE
TUE, OCT 13 | AMN/ SOCIAL MEDIA

DAY 4 | SHARE MEGA OH
WED, OCT 14 | AMN/SOCIAL MEDIA

Generate New Leads to SURGE to a Strong Finish in 2015.



MEGA

OPEN HOUSE EVENT

SUNDAY | 2-5

BHHSGeorgia.com

BERKSHIRE
HATHAWAY
HomeServices
Georgia Properties

- 10 MEGA Open House Events with over 3000 Homes Open
- Billboards, Ads, Local Marketing – New Facebook Ads in 2016
- YOU must do the marketing activities to make this work.

Ivan Savant
1st Year – New Agent
15 Transactions
\$4.3 million





VETERANS PROGRAM SUMMARY

- Veterans Lapel Pin
- Veterans Group Intranet Page
- BHHS Veterans Group Facebook Page
- Tactical Real Estate Training
- Onboarding for Veterans
- Veteran Ambassadors
- Meetings Included: Message from Johnny Isakson, VA Loan Process, Veteran of Iraq & Afghanistan with his Military Working Dog
- Two USO Supply Drives





2013 – 2015 STATISTICS

Year	Agent Basis	Agents with Production
2013	\$ 629,866	26
2014	\$ 1,144,125	48
2015	\$ 1,874,468	59





BERKSHIRE HATHAWAY
HomeServices

Good to know:

BerkshireHathawayHS.com

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Award-Winning National TV Ad

THE MOST SUCCESSFUL TV AD EVER ON HGTV



Enter for a chance to win \$50,000
and a consultation with the stars
of *HGTV's Fixer Upper*.



50kFixUp.com

Digital Advertising Network



Berkshire Hathaway HomeServices Welcomes

TOM FERRY

JANUARY 21 | COBB GALLERIA CENTRE

BHHSGeorgia.com

**BERKSHIRE
HATHAWAY** | Georgia
HomeServices Properties

A member of the franchise system of BHH Affiliates, LLC

AVA LON

BERKSHIRE
HATHAWAY
HomeServices
Luxury Collection



LUXURY REAL ESTATE REDEFINED

Luxury is a life well lived in a home
worthy of your aspirations.

BERKSHIRE HATHAWAY HOMESERVICES
GEORGIA PROPERTIES

© 2014 Berkshire Hathaway HomeServices Georgia Properties, LLC

AVA LON

BERKSHIRE
HATHAWAY
HomeServices
Georgia Properties

WORK

HOME

DriveTime

SEARCH FOR HOMES
BASED ON DRIVE TIMES



- MORE PROPERTY DATA
- SEARCH BY DRIVE TIMES
- FASTER MLS UPDATES

DOWNLOAD OUR
FREE APP TODAY!

TEXT "BHHS" TO 404-620-2300
OR SEARCH "BHHS GEORGIA"



REAL ESTATE REDEFINED

© 2014 Berkshire Hathaway HomeServices Georgia Properties, LLC

Interactive Kiosks



Dunwoody/ Sandy Springs



Smyrna/ Vinings & Towne Lake



2014 WHO'S WHO
IN ATLANTA RESIDENTIAL REAL ESTATE



Susan
FITZGERALD

Berkshire Hathaway HomeServices Georgia Properties congratulates Susan Fitzgerald, of our Peachtree City office as the #1 Individual in our company for 2014.



SUSAN
FITZGERALD
Ranked #1 in the Southern Crescent

2011 - 2014
#1 Individual Agent
Berkshire Hathaway HomeServices
Georgia Properties

2011 - 2014
Top Listing & Selling Agent
Berkshire Hathaway HomeServices
Georgia Properties

1999-2014
Top Fayette County Agent

Chairman's Circle
Diamond
Top One Half of 1%
Agents Worldwide
Berkshire Hathaway HomeServices
Georgia Properties



Susan Fitzgerald
770-652-7376
Email: Susan.Fitzgerald@BH-HSGA.com
Web: FitzgeraldsRealEstate.com

Peachtree City Office
244 Cap Lane "The Atrium"
Peachtree City, GA 30269
Broker Office: 770-487-8300

BERKSHIRE HATHAWAY HomeServices Georgia Properties

Agent Recognition

BERKSHIRE HATHAWAY
HomeServices

Introducing Our 2014 ELITE SALES ASSOCIATES



THE
PETERSEN
PARTNERS

#1 Overall
#1 Team

SUSAN
FITZGERALD
#1 Individual

JAMES
CANTRELL
#1 Units

2014 INDIVIDUALS



2014 TEAMS



2014 NEW HOMES



SPECIAL RECOGNITION



REAL ESTATE REDEFINED

BERKSHIRE HATHAWAY HOMESERVICES GEORGIA PROPERTIES | 770-992-4100 | BH-HSGA.COM



2014 WHO'S WHO
IN ATLANTA RESIDENTIAL REAL ESTATE



Jill & Dan
PETERSEN

The Petersen Partners of Jill and Dan Petersen are proud to announce that they have been named the #1 Overall and #1 Team Company-Wide in the Southern Crescent for 2014. This is a testament to their exceptional service and dedication to their clients. They have consistently delivered exceptional service and value to their clients and customers. It is an honor and privilege to have them as part of our team.

BERKSHIRE HATHAWAY
HomeServices

Congratulates PETERSEN PARTNERS #1 OVERALL AND #1 TEAM COMPANY-WIDE



Petersen Partners
678.439.6699

Email: info@petersenpartners.com
Web: PetersenPartners.com

Berkshire Hathaway HomeServices Georgia Properties congratulates Petersen Partners, of our Smyrna Vinings office as the #1 Overall and #1 Team in Our Company for 2014.

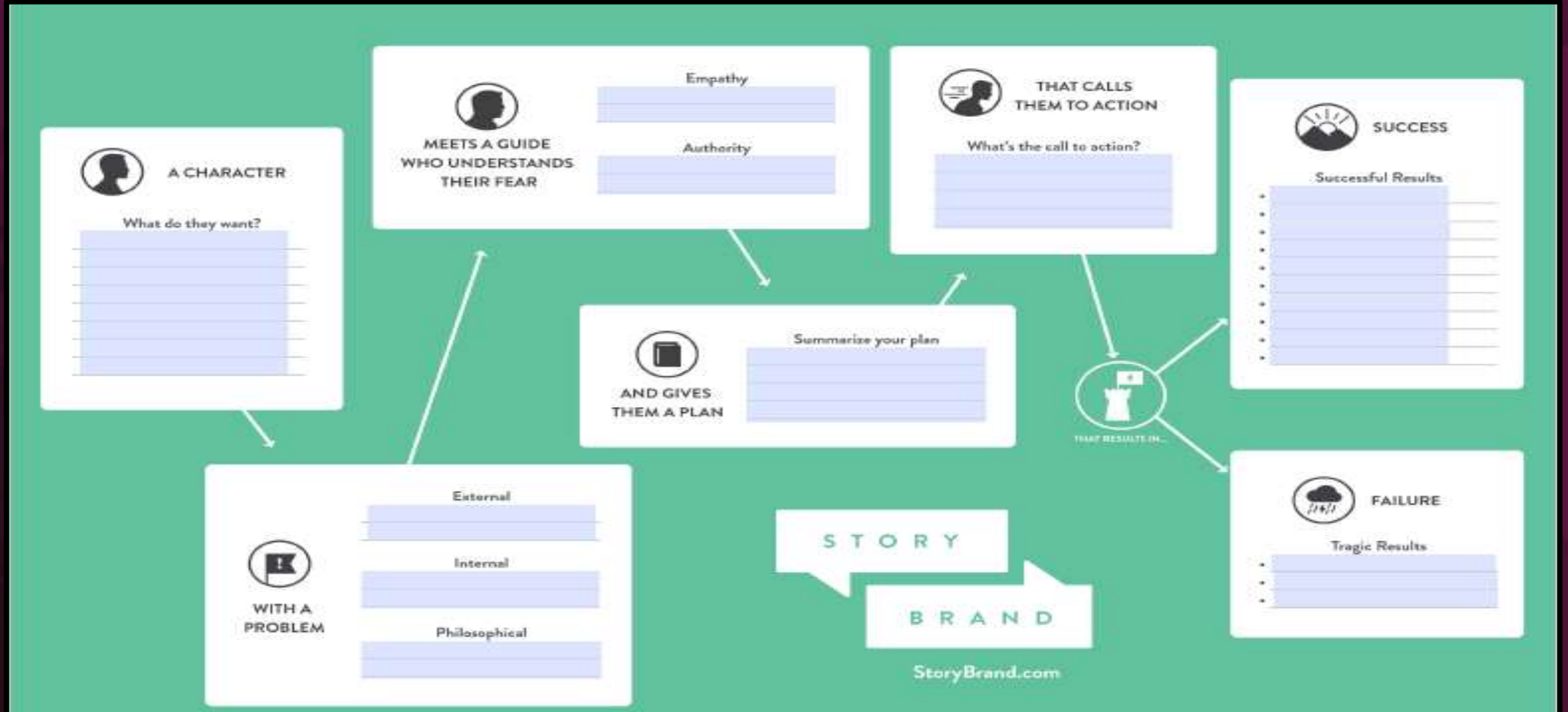


"Congratulations to Petersen Partners as our top overall agents in the company! They consistently deliver exceptional service and value to their clients and customers. It is an honor and privilege to have them as part of our team."

BERKSHIRE HATHAWAY
HomeServices
Georgia Properties

REAL ESTATE REDEFINED
BH-HSGA.COM

Story Brand Marketing



BERKSHIRE HATHAWAY HOMESERVICES GEORGIA PROPERTIES 3RD QUARTER REPORT

July - September 2015

REAL ESTATE REDEFINED

3RD QUARTER EVENTS & INITIATIVES

Most Admired CEO: Congratulations to Dan Forsman for being awarded the "Most Admired CEO in Residential Real Estate" by the Atlanta Business Chronicle. This is the second year in a row that Dan has been recognized with this prestigious honor. The other nominations included: Jimmy Pruitt (Atlanta Fine Homes), Dan Palmer (Hartman REALTORS), Charlotte Sears (Coldwell Banker) and Richard Dugas (Pulte Group). We are proud to have Dan leading our team into the future.



Tom Ferry Sales Edge: The Tom Ferry organization hosted Sales Edge at the Cobb Energy Centre in September. Our company had 220 attendees in the room of 350 total participants. Bill Pipes and his team did an amazing job of sharing powerful scripts that will make a difference for everyone. Look for our company to incorporate some of these scripts into our marketing and training.

The Heat is On: Our affiliated services including Mortgage, Closing & Title, Home Warranty and Insurance are a very important part of our business. Our "Heat is On" campaign was very successful in helping us increase the focus on these important services and help us achieve our goals. Thank you for supporting HomeServices Lending, WNCW, HSA Home Warranty and HomeServices Insurance.



Manager's Leadership Conference: Dan Forsman and our managers for a 2-day Leadership Conference event was FOCUS - Follow One Course. The event was a successful leadership, motivational and development inspired to help our associates finish strong.

Home Values: We released our newest version of Home Value Estimates. This new solution offers 3 value estimates including Zillow, Colliers Analytics and RPR (Realtors' Property Resource). The consumer will be able to adjust their value estimates plus save, share, print and set reminders to be notified as values change. This powerful innovation is another great tool for lead generation and is not offered by any other company in our market.

4TH QUARTER PROGRAMS



SURGE for Lead Generation: In October and November, we will be launching SURGE programs to help you finish strong in 2015 and Set & Sell in 2016. The October SURGE is designed to promote the MEGA Open House Event on October 30th. We will also leverage our newest solution for Home Values. The November SURGE is intended to help agent success for spring listings during the holiday season and to focus on strategic planning and business plans. Let's get ready to SURGE!

Luxury Collection Event: On the morning of October 29th, we will host a Luxury Collection event at the Cobb Energy Centre. The event will feature the latest options for the Luxury Collection and the Signature Collection. We will also introduce a new luxury designation that also help you stand out in your marketing. Our Luxury Collection and Signature Collection Programs are turning heads and continue to make our company the leader in luxury marketing growth.



MEGA Open House: Our first MEGA Open House for 2015 is going to be a huge event. We expect over 400 open houses on October 30th. Remember, the pre-event and post-event marketing is the key to develop new relationships and get more listings. This year, we have sold homes from every MEGA Open House. The one to get to be amazing! Look for the first MEGA Open House in 2016 on February 26th.



Microsoft Office 365 (Phase II): In the next phase, we will introduce new solutions including OneDrive cloud-based storage for business files, video across all devices, One Exchange of storage, Skype for Business (instant messaging, screen sharing, video conferencing), OneNote (keeping track of notes, lists and notes) and SharePoint (present secure website for group collaboration).

Microsoft Office 365 (Phase I): We have completed the migration to the Microsoft Office 365 platform. This new cloud-based collaboration platform will provide our associates many advantages plus establish a powerful foundation for future additions. In Phase I, we are focusing on email and will introduce more solutions this fall.

SOLD Properties On Websites: We are still one of the only brokerages to provide SOLD Properties without registration for consumers on our websites and mobile app. We also added over 70,000 Agent SOLD Properties so you can display your past results for both sellers and buyers.

New Office and Agent Search Tool: We launched a new Office and Agent Search tool on the company and office websites. The new format includes a "universal search bar" so consumers can just type in the agent name or partial name. There are new business card formats that present our associates in a better visual format and make it easier for lead generation.



Online Reputation Management: We launched a broad initiative to help our associates manage their online reputation when prospective clients check them out online. The RealSatisfied platform leverages client surveys and allows agents to post ratings (stars/percentages) and/or testimonials. These can be posted to your agent website and also distributed to Realtor.com, social media and other platforms. Remember to include your client email on the PCI Form so we can send the survey on your behalf. In addition, we provided details to show you how to optimize your profiles on Zillow, Trulia, Realtor.com, Google+, the BHHS Resource Center and your agent website. Have you Googled yourself lately? Your prospects have!



2016 Business Strategy and Plans: We, you can work smarter! This fall, we will be focusing on creating strong strategic planning so you can take your business to a higher level in 2016. We have several formats including the Tom Ferry business plans and our Advanced Agent Business System plans. By investing a few days in your strategy and plan, you can achieve your dreams in 2016!



Introducing VideoWalkthrough: BHHS has introduced a new video platform that allows associates to easily record video from your phone or iPad and create a professional video. Just log on to the BHHS Resource Center and click the Marketing Resource section to get started. A great way to use VideoWalkthrough is to record a quick video in front of your MEGA Open House and send the neighbors. Video is a powerful medium and agents using video will be able to stand out in their marketing!

Commercial ICSC: We will be hosting a booth and private event for potential clients at the ICSC (International Council of Shopping Centers) Southwestern in October at the Cobb Center. The annual event is one of the largest commercial gatherings for our region. Our commercial team is having a great year and building momentum for 2016!



Insurance Services: We are officially launching HomeServices Insurance Georgia as a full-service insurance agency, offering a full range of insurance solutions for home, auto, umbrella, general liability, and more. Valerie Baker and Karen Brown have joined our team and are ready to assist your clients and customers. Dergalis & Associates offers a wide range of insurance and financial services for our associates including health, dental, vision, life insurance, disability, long-term care, college savings plans, tax and retirement savings plans through automatic contribution and more. Dergalis & Associates will be introducing a new 401K program that includes a 3% match. Protect your business. Protect your Health. Protect your Future.

Strategic Partnership with Zillow: It is clear that Zillow is the online leader for consumers. We are constantly looking for ways to give our associates and clients a competitive advantage. Several years ago, we were one of the first 10 companies to implement the iPro Program. Now we are one of the first companies to launch the new iPro Broker Pro program. This includes over 25,000 of our SOLD properties displayed on Zillow. We can also working with Zillow exclusively to develop a new set of enhanced capabilities that will be introduced in October.



AGENT MARKETING SERVICES



Custom Postcards + Database for Mailing



Custom Flyers



eCampaigns For Farming

Over 30,000 Hours Delivered In 2015



Responsive Websites With Custom Searches

- Neighborhoods
- Schools
- Features & More



**Search by Drive Time
or School District**

Agent Intranet

- The Single Source of Information & Access
- More “Single Sign On”

The screenshot displays the Berkshire Hathaway Agent Intranet dashboard. At the top, a navigation bar includes the Berkshire Hathaway logo, a 'Georgia Properties' link, and icons for Home, User, Site Builder, Listings, Clients, Help, Email, and Logout. Below the navigation bar, a 'Show Activity Report Charts' link is visible. The main content area is divided into three columns. The left column contains a sidebar with sections: 'CLIENT SERVICES' (including SBO Center and Resources), 'ADDITIONAL QUICK LINKS' (including MLS Login and Georgia MLS), 'CONVERSION ARCHIVE', 'GENERAL FORMS & DOCS' (including Special Situations and Property Management Forms), and 'INTERNAL ADMIN PAGES' (including XpressDocs Admin Guide and Recruiting). The middle column features a 'SURGE 5-DAY ACTION PLAN' banner, 'BERKSHIRE HATHAWAY STOCK QUOTES', 'January Market Stats & Market Trends', a 'THINK SAFETY' banner, and a 'NEWS' section. The right column contains a 'YOUR LAST LOGIN' section, a 'WEBSITE REPORT' section, and a 'Listings' section. The bottom of the dashboard shows a 'HOME VALUES' section.

CLIENT SERVICES

- + SBO CENTER
 - Improv Marketing Center
 - Toolkit CHA
 - David Knox
 - VMT
 - Xpress Docs
- + RESOURCES
 - IL Score Card Menu
 - Webmail Information
 - Do Not Call SEARCHLET
 - Company Roster
 - Help & Manual
 - Office Files - Admins Only
- + ADDITIONAL QUICK LINKS
 - MLS Login
 - Georgia MLS
- + CONVERSION ARCHIVE
 - BHHS Conversion Archives
- + GENERAL FORMS & DOCS
 - Special Situations
 - WNCW Buyer/Seller Info Sheets
 - Property Management Forms
 - Outgoing Referral Form & Links
 - Accounting Forms
 - Agent Company Policy
 - BRC / BHA Documentation
 - Legal Forms
 - Presentation Documents (Admin Only)
 - Relocation Docs (Admin)
 - Mac Documents (Admin)
- + INTERNAL ADMIN PAGES
 - XpressDocs Admin Guide
 - Recruiting
 - Agent Benefits Website - Managers Only
 - Admin Guide to Agent Access & Services
- + MARKET REPORTS
 - Callateral Analytics 1-4/11
 - Case-Shiller Nov 2014 - Print Version
 - RealValuator.com Login
 - RealityTree Georgia Foreclosure Trends

SURGE 5-DAY ACTION PLAN

Generate New Leads to SURGE to a Strong Start in 2015!
YOU COULD WIN \$500!

Click Here for Contest Info

BERKSHIRE HATHAWAY STOCK QUOTES

January Market Stats & Market Trends

THINK SAFETY

MAKE YOUR WORKPLACE A SAFE AND HEALTHY ENVIRONMENT

NEWS

NEWS, EVENTS & CONTESTS

YOUR LAST LOGIN

1/20/15 at 4:03 PM

WEBSITE REPORT

Administrative

- MLS Update Report
- Domain Policy Report
- Market Source Report
- Broker Login Report
- Region Display Refresh at Login
- Search in Client Manager
- My Clients Web Activity
- Domain Policy Report
- Marketing Source Report

Listings

- MLS Update Report
- Seller Report Summary
- Listings Viewed on My Website
- Website Viewed by Client

Website

- Company Website Traffic
- Top Agent Website Traffic
- Top Office Website Traffic
- Office Group Website Traffic
- Office Agent Website Traffic
- My Website Traffic

HOME VALUES

BHHHS REsource Center

- Marketing REsource (eCards, Videolicious)
- LearnCenter REsource
- Events, Awards, Info



GLOCAL



- **International MLS**
- **Zillow Leju – Behind Firewall**
- **WSJ/ Mansion Global – Europe, Asia, China, India, South America**
- **LuxuryRealEstate**
- **duPont Registry**
- **Unique Homes/ Prestige**

- **CoStar/ Xceligent**
- **Loopnet Premium Listings**
- **New Commercial Website**
- **Commercial Booth & Private Event at ICSC Atlanta**
- **ICSC Las Vegas - 2016**

BERKSHIRE
HATHAWAY
HomeServices

Georgia
Properties

COMMERCIAL
REAL ESTATE REDEFINED

HOME

AGENTS

LISTINGS

CAREERS

CONTACT




OFFICE / MIXED USE

LOG-IN TO COMM

Delivering exceptional results in commercial real estate

We are proud to be part of the Berkshire Hathaway family of companies. By 2015, our Chairman and CEO, Warren Buffett, is among the world's most influential business leaders. Berkshire Hathaway has consistently been one of the top companies in Barron's annual survey of most admired companies.

Our award-winning local organization has also been recognized with many awards, including Most Admired CEO (Atlanta Business Chronicle), and the Consumers' Choice Award.

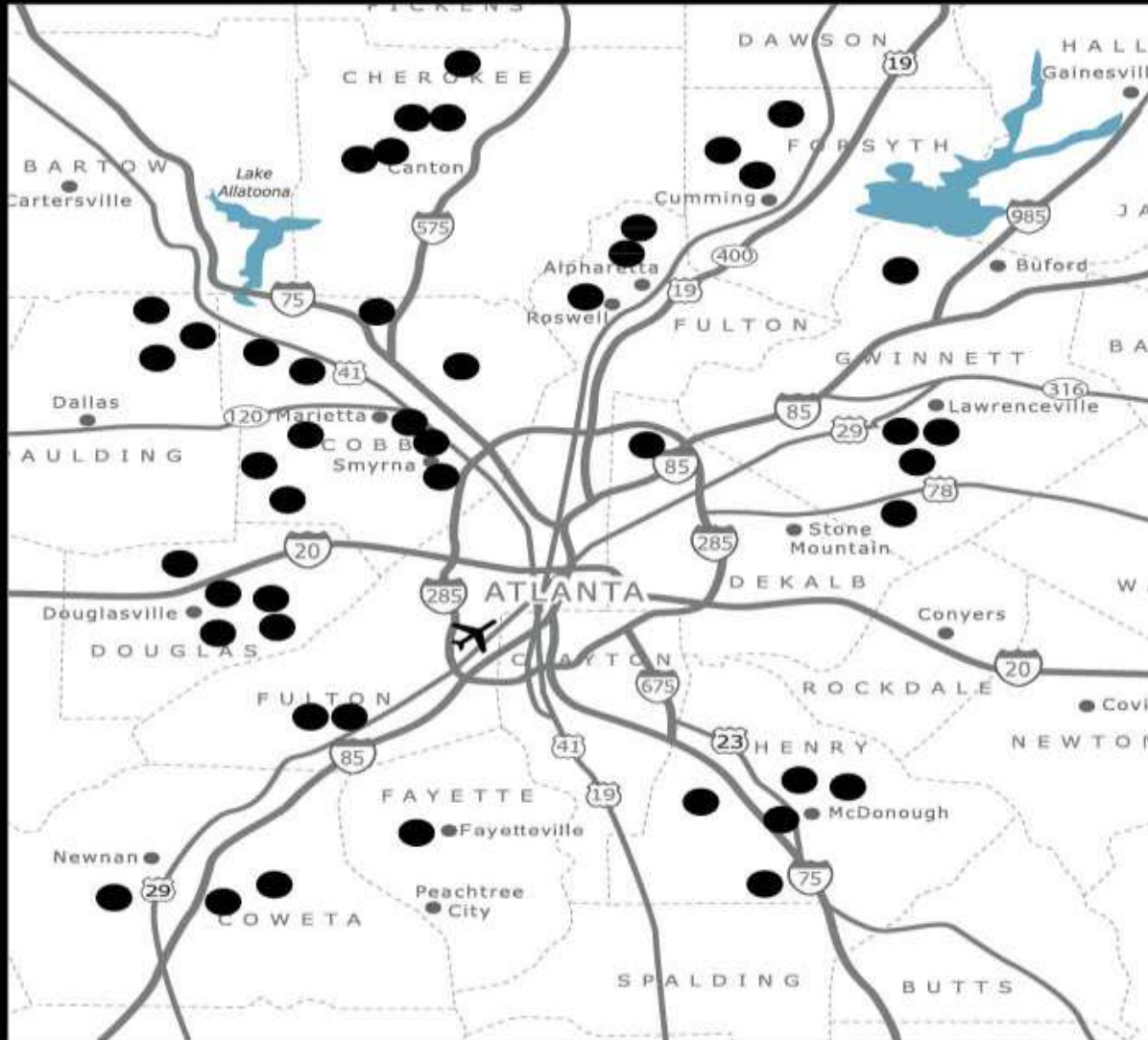


NEW HOMES CELEBRATES AN EXCELLENT 2015!



OVER
\$200,000,000
IN SALES
REPRESENTING
OVER 800
TRANSACTIONS!

OVER 60 NEW HOME COMMUNITIES



CHEROKEE COUNTY
Soleil at Laurel Canyon
Golfview at Laurel Canyon
The Preserve at Canyon Ridge
Telfair Grove at River Green
Franklin Park at River Green

COBB COUNTY
Burnt Hickory
Blue Springs Commons
Tate Creek Estates
Willows at Chastain
Cambridge Preserve
Dogwood Park
Silverbrooke
Central Garden
Laurel Gate Townhomes
Smyrna Grove
Kyle Farm

COWETA COUNTY
Stonebridge
Cottages at Stillwood Farms
Belmont Park

DOUGLAS COUNTY
The Legends at Bear Creek
Brookmont - Cottages, Meadows and Reserve
Chaparral Ridge
Chicago Park
Perennial Walk

FAYETTE COUNTY
The Canoe Club

FORSYTH COUNTY
Indian Springs
Tatum Ridge
Waterford

FULTON COUNTY (INTOWN)
Preston Hills

FULTON COUNTY (NORTH)
Five Oaks Farm
Lake Haven
Barrington Farms

FULTON COUNTY (SOUTH)
Enclave at Durham Lakes
Durham Lakes

GWINNETT COUNTY
River Springs
The Estates of Ewing Chapel
Freeman Crossing
Riverside Manor
Springdale Falls

HENRY COUNTY
Heron Bay Golf and Country Club
ClearWater Pointe
West Park at Avalon
North Valley
Dutchtown

PAULDING COUNTY
Oak Glen
Senator's Ridge
Seven Hills

TOP BUILDER & DEVELOPER CLIENTS

NEW HOMES SERVICES
SALES • MARKETING



AWARD WINNING

BHHS NEW HOMES SERVICES & MARKETING RESULTS

OVER 40
PROFESSIONALISM
AWARDS
IN 3 YEARS!

NEW HOMES SERVICES
SALES • MARKETING





Mercedes-Benz



at&t



PORSCHE



The Coca-Cola Company

Newell Rubbermaid
Brands That Matter



Baxter



Corporate Relocation Management Companies

- Brookfield Global Relocation
- Graebel Relocation Services Worldwide
- Altair Global
- NEI Global Relocation
- Weichert Workforce Mobility
- AIReS Corporate Relocation



- WHR 2014 & 2015
Partner in Quality Award
- Lexicon Relocation 2015
Supplier Excellence Award

TERESA SMITH

2015 PRESIDENT
NATIONAL ASSOCIATION OF HISPANIC
REAL ESTATE PROFESSIONALS



Internet Marketing

- Focus On IDX/ General Leads
- All Leads For Agent Listings Go To Listing Agent
- Over 450 Closed Sales
- One Cavo for Scale in Lead Response and Qualification
- More Leads for E-Teams!



Listing Syndication

- 40,000+ Websites
- The MOST, the BEST Exposure Online!





Redefining The Real Estate Office

2016

East Cobb | Midtown | 400 North
Fayetteville | Henry County | Home Office

KERMAN HAYNES

MANAGER - MIDTOWN





BERKSHIRE HATHAWAY
HomeServices

LUXURY
Collection

Luxury Real Estate Redefined

Luxury is a life well lived in a home worthy of your greatest aspirations.

BERKSHIRE HATHAWAY
HomeServices

LUXURY
Collection

Billboard - Day

BERKSHIRE HATHAWAY
HomeServices

LUXURY
Collection

LUXURY REAL ESTATE REDEFINED

Berkshire Hathaway HomeServices Georgia Properties | BHHSGeorgia.com | A member of the franchise system of BHH Affiliates, LLC. | Equal Housing Opportunity



BERKSHIRE HATHAWAY
HomeServices

LUXURY
Collection

Billboard - Night

BERKSHIRE HATHAWAY
HomeServices
LUXURY
Collection
LUXURY REAL ESTATE REDEFINED



The Franchise System of ERIK Alliances, LLC | Equal Housing Opportunity

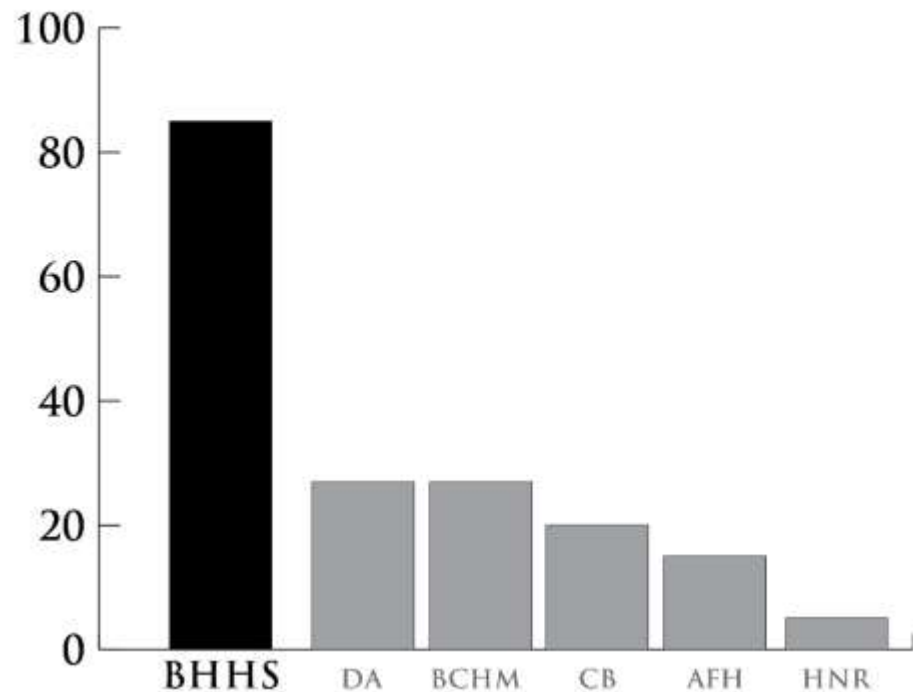
2015 ELEGANCE CAMPAIGN MARKETING MATERIALS



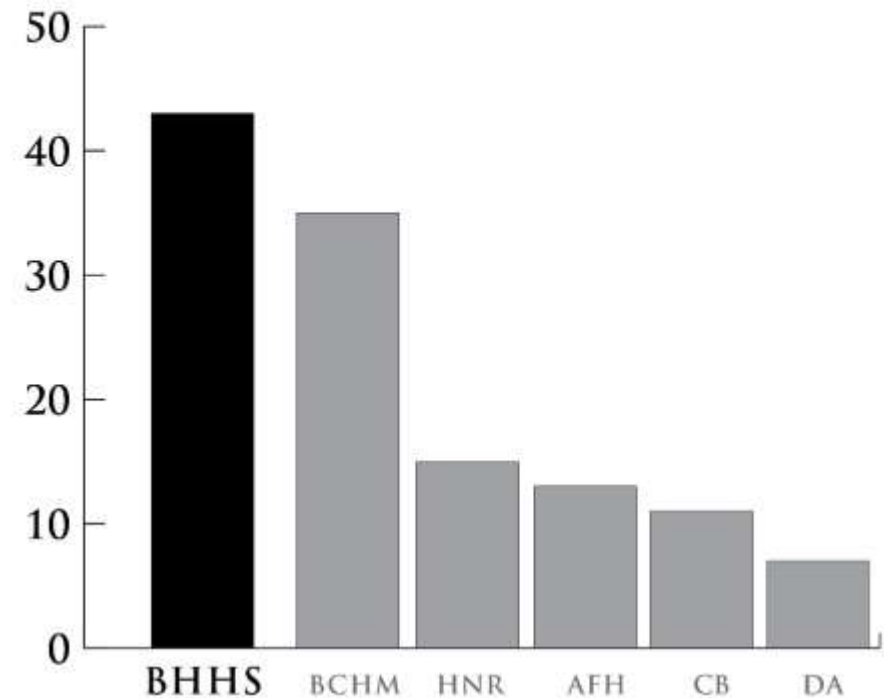
- Listing Presentations
- Institutional Campaign
- Market Share Report
- Name Badges
- Business Cards
- Stationary

2015 LUXURY MARKET SHARE GROWTH

LUXURY MARKET SHARE UNITS GROWTH
2015 - METRO ATLANTA (\$1 MILLION +)



LUXURY MARKET SHARE UNITS GROWTH
2015 - METRO ATLANTA (\$500,000 +)



Leadership & Support Team

- Managing Brokers & Office Staff
- Property Management
- Corporate Relocation
- HomeSale
- HomeFinding
- Internet Marketing
- Business Development
- Corporate Marketing
- Agent Marketing Services
- New Homes
- Luxury Marketing
- IT & Help Desk
- Training & Coaching
- Transition Services & Recruiting
- Accounting
- Legal & HR
- Events & Home Office
- Executive Team



**Better
Homes**
and Gardens.
REAL ESTATE



Prudential
Atlanta Realty
Georgia Realty



Prudential
Georgia Realty



**BERKSHIRE
HATHAWAY**
HomeServices
Georgia Properties

OUR MISSION.

Provide the **highest quality** real estate brokerage **services** to our customers and clients, with an exemplary **“We Care” spirit.**

OUR VALUES.

Integrity First.

Deliver service that **exceeds expectations** between each other, our clients, and our customers.

Provide a positive environment, grounded in faith and principles, which rewards commitment and personal growth and **encourages life balance.**

OUR VISION.

Our Philosophy is Simple ... **“The Right Choice!”**

It means doing **the right thing everyday** to earn the **trust** and **respect** of each other, our clients, and our customers.

Your Mindset Matters

Responding with a sense of urgency is the *ante to play*. **CLARITY.** NOTHING CLARIFIES LIKE
EVERY SECOND COUNTS. BE HAPPY. If opportunity doesn't knock, BUILD A DOOR.
Teamwork divides the task and multiplies the success.
Be Somebody who makes everybody feel like a somebody.
NEVER GIVE UP.
A penny saved is a penny.
A smooth sea never made a SKILLFUL sailor.
Don't look back You're not going that way.
If it doesn't CHALLENGE YOU it won't CHANGE YOU.

Together Everyone Achieves More.
You'd be surprised how often WHAT IF works.
BE AWESOME TODAY.
Everyday is a second chance.

THINK BIG

BERKSHIRE HATHAWAY HomeServices Georgia Properties

If you are not prepared to be wrong, THEN YOU'LL NEVER COME UP WITH ANYTHING ORIGINAL.
Nothing is IMPOSSIBLE the word itself says I'M POSSIBLE.
Some are *destined to succeed* some are DETERMINED to succeed.
Be SO good They can't ignore you.
Innovation distinguishes between a LEADER and a FOLLOWER.
When Placed in Command, TAKE CHARGE.
The Game Ain't Over 'til it's Over.
Alleviate Toxic Thoughts Infecting Traumatic Unstoppable Despairing Emotions
IN THE MIDDLE OF DIFFICULTY LIES OPPORTUNITY.
Remember the difference between a boss and a leader
A boss says "GO"
A leader says "LET'S GO!"

NEVER. GIVE. UP.

Doing is better than Perfect.
TRANSFORM YOUR THINKING.
If you can't explain it simply, understand it well enough.
You don't control the card you're dealt, You control the way you play your hand.
ABILITY is what you are capable of doing.
MOTIVATION determines what you do.
ATTITUDE determines how well you do it.

TAKE ACTION

BERKSHIRE HATHAWAY HomeServices Georgia Properties

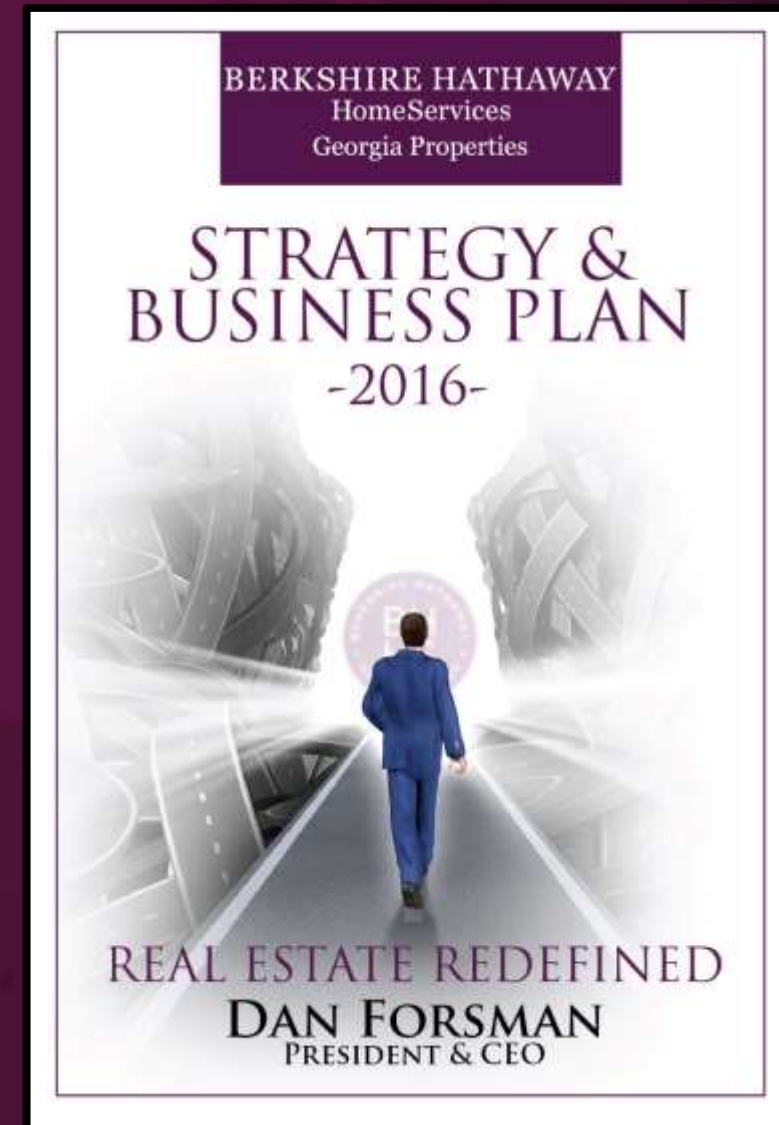
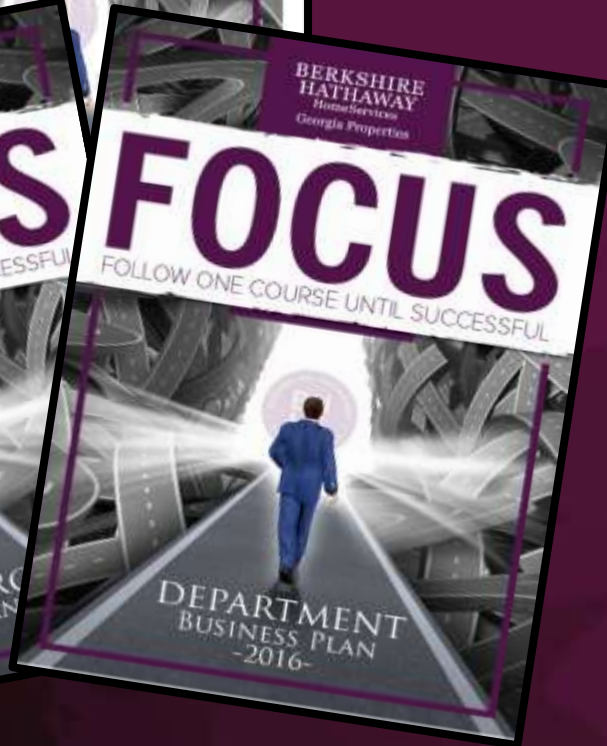
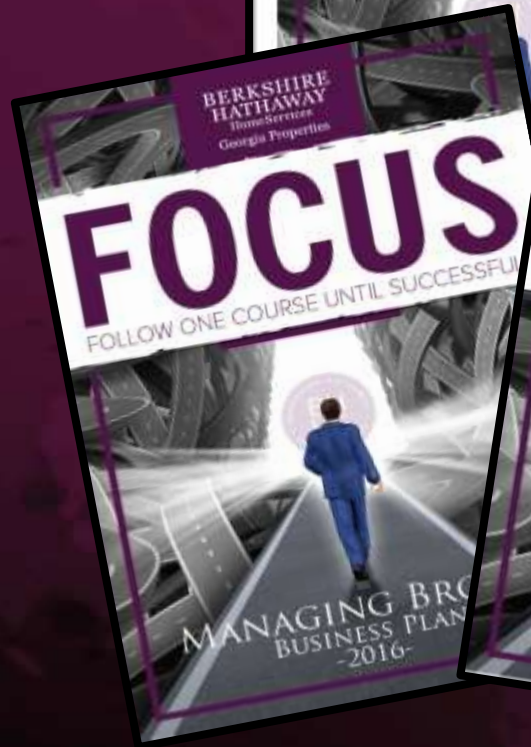
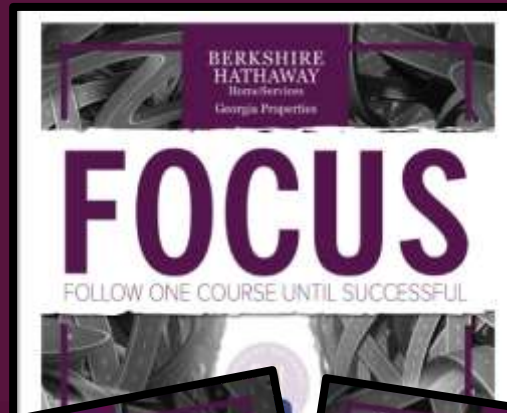
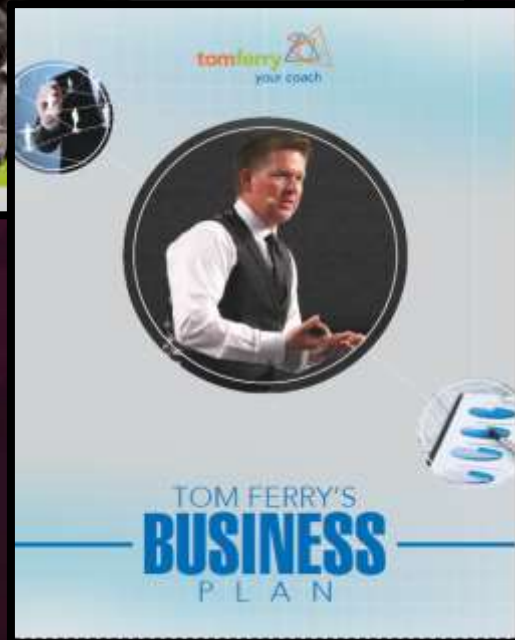
COMING TOGETHER IS THE BEGINNING. KEEPING TOGETHER IS PROGRESS. WORKING TOGETHER... IS SUCCESS.
YES BEFORE NO.
WORK SMARTER NOT ~~WISER~~ HARDER
CLIMB THE LADDER OF SUCCESS and TAKE YOUR FAMILY WITH YOU.
BEGIN WITH THE END IN MIND.
We are the THEY.
Ignore the NOISE.
A visionary sees light in the dark.
DO THE RIGHT THING.
Simplicity IS GENIUS.
If you work hard at your job YOU CAN MAKE A LIVING.
If you work hard on yourself YOU CAN MAKE A FORTUNE.
The only place where success comes before work IS A DICTIONARY.

EVERY Client. EVERY Time. NO Exceptions. NO Excuses.
Those who know WHY can beat those who know how.
YOU GOT WHAT IT TAKES. BUT IT WILL TAKE EVERYTHING YOU'VE GOT.
We'll figure it out.
EVERY SECOND COUNTS.
An Expert in ANYTHING was once a beginner.
WE SUPPORT OUR FAMILY.
Honor Promises.
The only place where success comes before work IS A DICTIONARY.

BERKSHIRE HATHAWAY
BH HS
HOMESERVICES

SUCCEED

BERKSHIRE HATHAWAY HomeServices Georgia Properties



Renew

REAL ESTATE REDEFINED 2016

Year-To-Year Comparison

	2015	2014	2016
Closed Units	11334	9760	12,500
Sales Volume	\$3,063,402	\$2,425,759	\$3,500,000
Listings	8191	7693	9000
TeamBuilder	146	121	200



Alliance Partners

HomeServicesLending^{LLC}

Weissman Nowack
Curry & Wilco
ATTORNEYS AT LAW



HomeServicesInsurance



Home Partners
of AmericaTM



Georgia Natural Gas

BERKSHIRE HATHAWAY
HomeServices
Georgia Properties
PROPERTY MANAGEMENT DIVISION

Dergalis^{HA}
ASSOCIATES

Enterprise TV- Live Today!

FOR SALE

BERKSHIRE
HATHAWAY
HomeServices

Georgia

**FEATURED
LISTINGS**

BH
HS

View All Listings at
BHHSGeorgia.com

DESIRABLE LOCATION FOR NEW SUBDIVISION!



815 Mashburn Dr
Alpharetta, GA 30022
MLS: 5505758

2 Bedroom
1 Full Bath
1 Half Bath

Pickett's Mill Elementary
Durham Middle
Allatoona High

Susie Samples
REALTOR®
404-123-4567
404-345-6789
SusieSamples.com



 **815 MASHBURN DRIVE**
ALPHARETTA, GA 30022

\$625,000

INFORMATION COURTESY OF FMLS DATA FEED

 **92°** HIGH 97 | LOW 82
ROSWELL, GA

3:17 PM

July 17, 2015

Daily News: Dan Forsman has just been announced as the 2015 Most Admired CEO in Real Estate by th

BERKSHIRE
HATHAWAY
HomeServices

Georgia
Properties

NEW HOMES OFFICE EXPANDS TO INTOWN!

NEW HOMES SERVICES
S A L E S • M A R K E T I N G

IS NOW

NEW HOMES SERVICES
S A L E S & M A R K E T I N G
C O N D O S • T O W N H O M E S • S I N G L E F A M I L Y

KERMAN HAYNES, NEW MIDTOWN MANAGER
AND VP OF NEW HOMES WILL CHAMPION THE
INTOWN NEW CONSTRUCTION/CONDO INITIATIVE
WITH OUR EXCLUSIVE PARTNER MARKETING RESULTS,
UNDER THE LEADERSHIP OF LORI LANE

Q1/ Q2 Training Classes

Post License - FOCUS	BreakThrough By Design
APMS Training	Sales Edge - Bill Pipes
Power Lunch	David Knox
Top 10 Tech Tools	Seth Weissman
Zillow Training	BHHS Virtual Classroom
Building Rapport - TBD	Relocation Certification

SALES SKILLS REDEFINED

Impact Activities For 2016

Win
An
iPad

MEGA OPEN HOUSE EVENT

SUNDAY | 2-5

BHHSGeorgia.com



LEAD GENERATION

DAY 1 | SEND AMN & POST CARDS
WED, JAN 14 | HOME VALUE ESTIMATES

DAY 2 | MAKE PERSONAL PHONE CALLS
THU, JAN 15 | MORTGAGE PRE-APPROVAL

DAY 3 | SEND E-CAMPAIGN
FRI, JAN 16 | REAL ESTATE ADVISOR

DAY 4 | DROP-OFF OR POP-BY
MON, JAN 19 | APMS BROCHURE

BUSINESS PLANNING

DAY 1 | SEND INVITATIONS TO
FRI, OCT 9 | MEGA OPEN HOUSE

DAY 2 | MAKE PERSONAL
MON, OCT 12 | FOLLOW UP CALLS/ POP-BYS

DAY 3 | SHARE HOME VALUE
TUE, OCT 13 | AMN/ SOCIAL MEDIA

DAY 4 | SHARE MEGA OH
WED, OCT 14 | AMN/SOCIAL MEDIA

Generate New Leads to SURGE to a Strong Finish in 2015.

BERKSHIRE
HATHAWAY
HomeServices
Georgia Properties

ARE YOU READY TO BREAKTHROUGH?

Form your business with Tom BreakThrough by Design, a 30-day training program.

- 3 additional transactions
- more listings in any market
- important tools to keep
- to convert your online appointments and clients
- to maintain your new

INVESTMENT IN YOURSELF TODAY!
LET'S GET STARTED NOW!

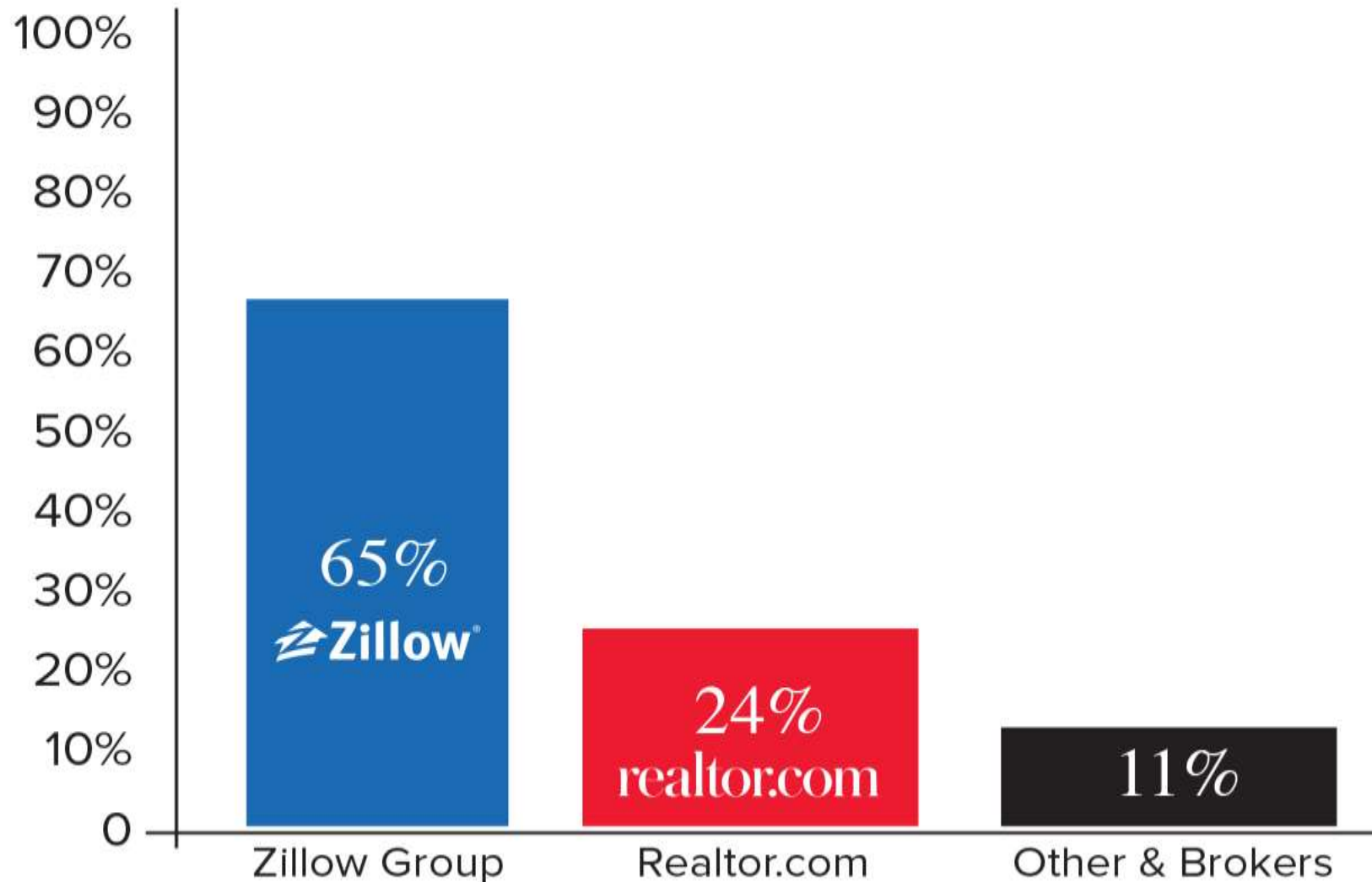
BERKSHIRE HATHAWAY HomeServices Georgia Properties

Going Where Consumers Start Searching!

- Strategic Partnership with Zillow Group
- Company Showcase for Realtor.com
- Global Listings – WSJ, Zillow Leju, LRE, duPont Registry, Unique Homes

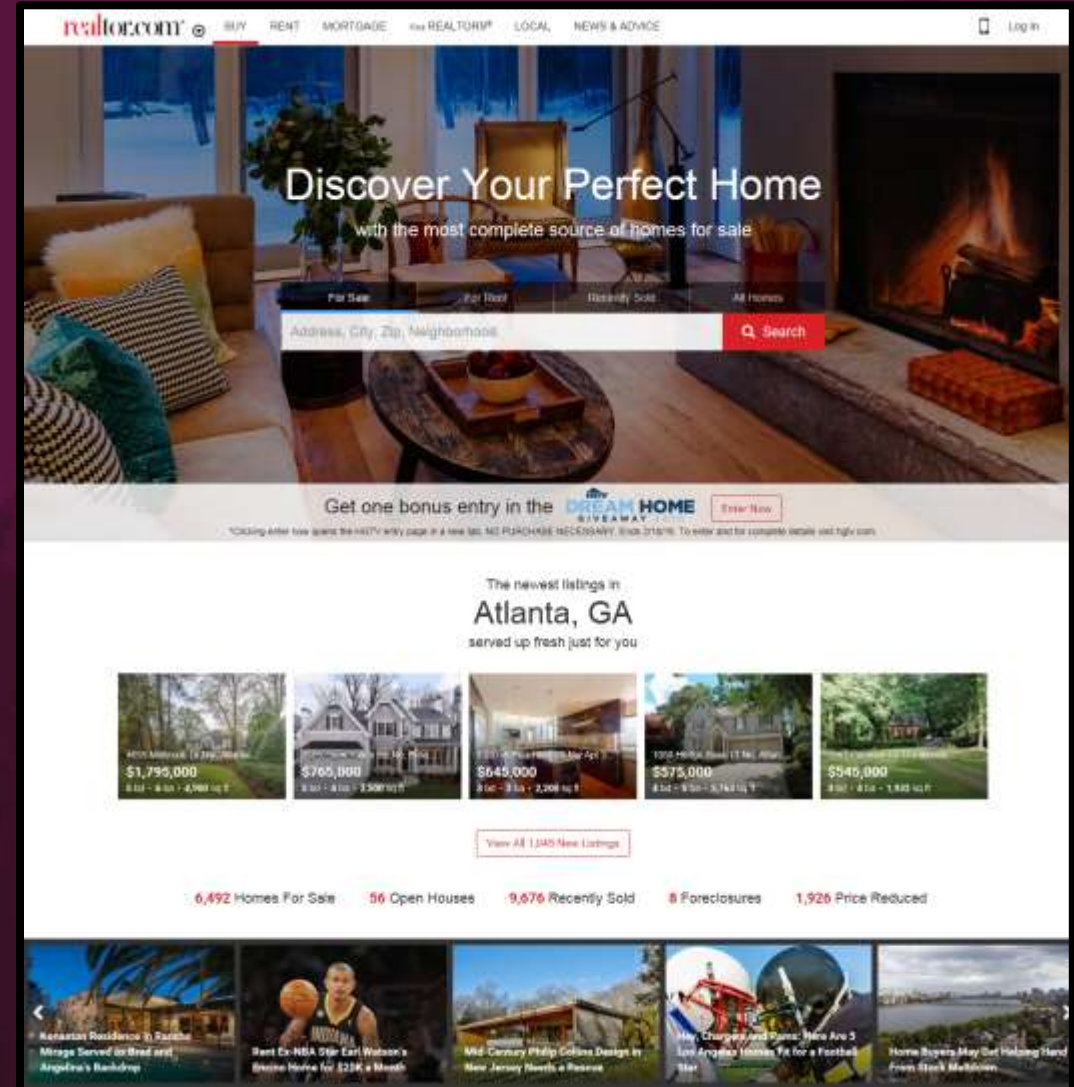


Market Share For Metro Atlanta



REALTOR.COM - Company Showcase

- Renewed 2016 Agreement
- Special Treatment for Listings
- Enhanced Lead Routing
- Integrated Seller Reports (Spring)





Zillow®

How We Stand Out On Zillow

- Agent Profiles – Manage Your Perception
- Rotating Display Ads Draw Attention
- SOLD Properties – 35,000 + Monthly Updates
- Ratings – Manage Your Online Reputation

Zillow Broker Pro Program

- Listing Agent At Top
- Logo
- Display Ad Highlights Listing Agent!

Buy Rent Sell Mortgages Agent finder Advice Home design More

CONTACT AGENT SAVE GET UPDATES SHARE MORE

Georgia - Johns Creek - 30097 - 8030 Sweet Creek Rd

8030 Sweet Creek Rd, Johns Creek, GA 30097

5 beds • 4 baths • 3,770 sqft

FOR SALE \$499,900 Zestimate®: \$476,253

EST. MORTGAGE \$1,843/mo

See current rates

Start the Mortgage Process

CONTACT AGENT SAVE GET UPDATES SHARE MORE

thoroughout, newer roof, 3-sides brick with cement-tiber siding. Beautiful, private, walk-out back yard. This home has been meticulously maintained and is move-in ready. 11/04/15

FACTS

- Lot: 1 acre
- Single Family
- Built in 1995
- 4 days on Zillow
- Views since listing: 576
- All time views: 1,258
- 19 shoppers saved this home
- Price/sqft: \$133
- MLS #: 5613395
- View Virtual Tour

CONTACT THE LISTING AGENT (FOR MORE INFORMATION)

Zillow Broker Pro Program

(Luxury Collection \$750K+)

- Listing Agent At Top
- Luxury Logo
- Display Ad Highlights Listing Agent!

Buy Rent Sell Mortgages Agent finder Advice Home design More

Advertise Sign in or join

Zillow CONTACT AGENT SAVE GET UPDATES SHARE MORE

City, State, or Zip

Georgia · Atlanta · Ansley Park · 111 Montgomery Ferry Dr NE

111 Montgomery Ferry Dr NE, Atlanta, GA 30309

FOR SALE
\$850,000
Zestimate®: \$759,993

EST. MORTGAGE
\$3,182/mo

See current rates on Zillow

Get the Power of PreApproval

Berkshire Hathaway
Luxury Collection

Listed By: Nestor Rivera (404) 997-2530 - Lovely Tudor on quiet part of Montgomery Ferry is a wedge-shot from Ansley Club. Main level w/ entrance sunroom, formal living room, den, dining room, & 2 bedrooms/1 bath. Updated kitchen features breakfast area, custom cabinets, granite countertops, & stainless appliances opens to large deck & huge, private back yard w/ detached garage/storage building. Upstairs Mstr Suite has bonus room perfect as a sitting room, home office, nursery, or extra bedroom. A true 1930 classic on an almost 200 deep lot w/ a dead alley rear buffer & long driveway, off-street parking. 07/24/15

FACTS

- Lot: 0.31 acres
- Single Family
- Built in 1930
- 106 days on Zillow
- Views: 7,911 all time views
- 29 shoppers saved this home
- Cooling: Central
- Last sold: Apr 1985 for \$31,000
- Price/sqft: \$358
- MLS #: 5521615

LISTING AGENT

Nestor Rivera
★★★★★ (9)
37 Recent sales

BUYER'S AGENTS NEARBY

- Tom Ellicott**
★★★★★ (28)
60 Recent sales
(404) 692-6182
- Shane Thomas**
★★★★★ (11)
24 Recent sales
(404) 907-2192
- Adam Parker**
★★★★★ (16)
26 Recent sales
(678) 235-9704

Your Name

Phone

Email

I am interested in 111 Montgomery Ferry Dr NE, Atlanta, GA 30309.

Contact Agent

☐ I am interested in information financing

Learn how to appear as the agent above

Berkshire Hathaway
Luxury Collection

Zillow Broker Pro Program (New Home Communities)

- Featured Communities
- New Homes Logo
- Display Ad Highlights Listing Agent!

The screenshot shows a Zillow listing for 'The Ambrose Plan, Soleil Laurel Canyon' in Canton, GA 30114. The listing features a large photo of a modern living room with a blue sofa and a white coffee table. To the right of the photo is a 'CONTACT BUILDER' section with a red arrow pointing to the 'CONTACT BUILDER' button. Below the photo are several smaller images and a 'MAP' button. The listing details include the price '\$248,789 and up', the estimated mortgage '\$923/mo', and the property features '2 beds · 2 baths · 1,418 sqft'. A description of the community is provided, highlighting amenities like a clubhouse, pool, and trails. A 'FACTS' section lists key details such as 'Single Family', 'Built in 2015', and 'Built by: BHHS GA Properties New Homes'. On the right side of the page, there is a 'New Homes' logo and a 'Similar Homes for Sale' section.

Zillow Buy Rent Sell Mortgages Agent finder Advice Home design More Advertise Sign in or join

CONTACT BUILDER SAVE GET UPDATES SHARE MORE - City, State, or Zip

Georgia · Canton · 30114 · 110 High Mountain Trce Canton GA 30114 · The Ambrose

CONTACT BUILDER

BHHS GA Properties New Homes
Call (878) 213-1025

Your Name:

Email:

I am interested in The Ambrose - Soleil Laurel Canyon by BHHS GA Properties New Homes

Contact Builder

BERKSHIRE HATHAWAY Georgia Properties HomeServices

NEW HOMES SERVICES
SALES · MARKETING

The Ambrose Plan, Soleil Laurel Canyon
Canton, GA 30114
2 beds · 2 baths · 1,418 sqft

NEW CONSTRUCTION
\$248,789 and up
Zestimate®: \$281,914

EST. MORTGAGE
\$923/mo
[See current rates](#)
[Builder Preferred Lenders](#)

Soleil is unique among master-planned active adult communities in Georgia. We've expanded the concept of active adult living to include features you won't find in other 55+ communities. To ensure an incomparable lifestyle, we've included amenities such as a 28,000-square foot clubhouse, Arts and Crafts Center, Gourmet Teaching Kitchen, Theatre and Performing Arts Center and Fitness Center. Outdoors, you'll enjoy walking trails, a lake, an amphitheater, tennis and pickle ball courts, a pool, bocce ball and so much more.

FACTS

- Single Family
- Built in 2015
- 15 days on Zillow
- Views since listing: 523
- All time views: 523
- 4 shoppers saved this home
- Price/sqft: \$175
- [BHHS GA Properties New Homes](#)
- Built by: BHHS GA Properties New Homes
- Community name: Soleil Laurel Canyon
- Sales office: 102 High Mountain Trce, Canton, GA, 31114

Other plans in the community

- NEW CONSTRUCTION**
\$213,000+
2 beds, 2.0 baths, 1518 sq. ft.
[The Indigo](#)
- NEW CONSTRUCTION**
\$256,900+
2 beds, 2.0 baths, 1825 sq. ft.
[The Emerson](#)
- NEW CONSTRUCTION**
\$285,139+
2 beds, 2.0 baths, 1847 sq. ft.
[The Dalton](#)

Similar Homes for Sale

- FOR SALE**
\$309,900
2 beds, — baths, 1894 sqft.
[213 Balsam Dr. Canton...](#)

ZTR and BHHS Scorecard

[illegible]

Zillow Ratings

- Recommend 10
- Agents Need To Send To Clients
- First Priority – Look Great On Zillow
- Second Priority – Options to Add to Agent Websites

Ratings & Reviews

Show:

All reviews (10)

Sort by:

Newest first

★★★★★ Highly likely to recommend



04/24/2015 - Mike

Sold a Condo home in 2015 for approximately \$375K in Alpharetta, GA.

Local knowledge: ★★★★★

Process expertise: ★★★★★

Responsiveness: ★★★★★

Negotiation skills: ★★★★★

Nestor is a seasoned pro. He set realistic expectations up front and then exceeded them by coming through with a full price offer in 11 days. Very happy with our choice.

★★★★★ Highly likely to recommend



04/05/2015 - [rdmhl](#)

Bought a Single Family home in 2009 for approximately \$325K in Berkeley Park, Atlanta, GA.

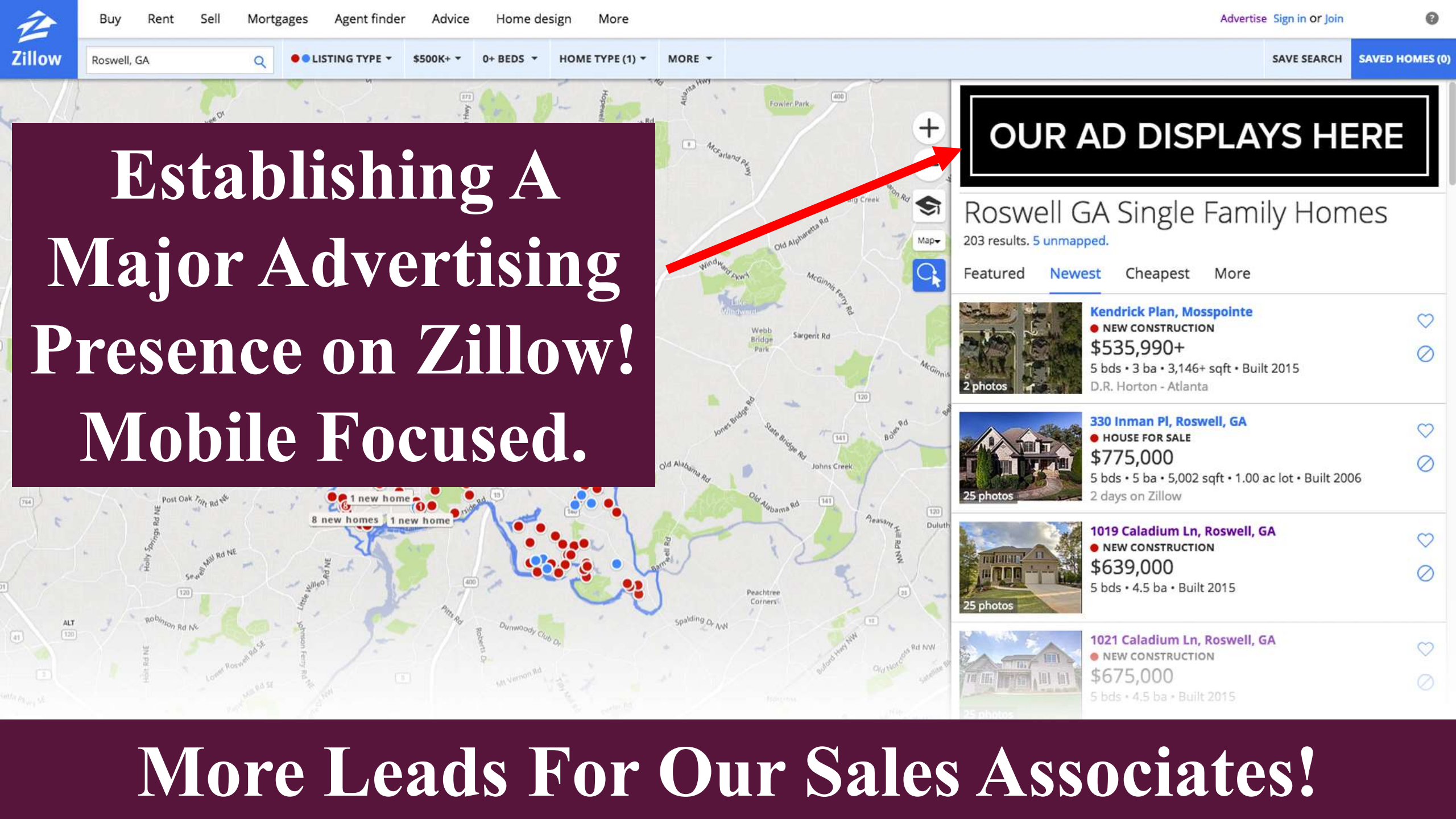
Local knowledge: ★★★★★

Process expertise: ★★★★★

Responsiveness: ★★★★★

Negotiation skills: ★★★★★

Nestor provided my wife and I with an unparalleled level of customer service and integrity



Establishing A Major Advertising Presence on Zillow! Mobile Focused.

OUR AD DISPLAYS HERE

Roswell GA Single Family Homes

203 results. 5 unmapped.

Featured Newest Cheapest More



Kendrick Plan, Mosspointe

NEW CONSTRUCTION

\$535,990+

5 bds • 3 ba • 3,146+ sqft • Built 2015

D.R. Horton - Atlanta



330 Inman Pl, Roswell, GA

HOUSE FOR SALE

\$775,000

5 bds • 5 ba • 5,002 sqft • 1.00 ac lot • Built 2006

2 days on Zillow



1019 Caladium Ln, Roswell, GA

NEW CONSTRUCTION

\$639,000

5 bds • 4.5 ba • Built 2015



1021 Caladium Ln, Roswell, GA

NEW CONSTRUCTION

\$675,000

5 bds • 4.5 ba • Built 2015

More Leads For Our Sales Associates!

**ZILLOW
GROUP
BROKER OF
EXCELLENCE
AWARD**



Ratings & Testimonials

Zillow & RealSatisfied Ratings on Agent Websites!

Coming February 2016


BERKSHIRE
HATHAWAY
HomeServices

Georgia
Properties

To Log in or Sign Up for My Home Finder [CLICK HERE](#)

HOMESEARCH GWINNETTMARKET TRENDS SERVICESMEET MONIQUEMOBILE APPCONTACT ME

Testimonials



Monique Accetta uses RealSatisfied to actively measure customer satisfaction and service delivery.

RealSatisfied, acting as an independent third party, requests feedback from customers on behalf of Monique Accetta at the completion of a transaction.

Verified by RealSatisfied

Reviews on Zillow

Average Rating
★★★★★
(View all 2 reviews)

"Monique Accetta is very professional and good at what she does! She quickly understood exactly what we were looking for and was a valuable wealth of ... more"
★★★★★ 5.0/5.0
by Andrea Kuhn

POWERED BY
Zillow

★★★★★
This is a 5-star agent on trulia

"Monique's eye for detail and knowledge of marketing is fantastic. She took the time to set down with me and show me what things work in today's market and what will increase my business, while be more efficient with my time. Her ideas and the changes have really helped me go to the next level." - Sharon Kunz

"To adequately describe Ms. Accetta's contribution to our team would be difficult. Armed with extensive KSAs (knowledge, skills and abilities) and an willingness to go beyond measure, Ms. Accetta brings invaluable insight, drive and integrity to every situation. To coin a phrase, Ms. Accetta is priceless. I have had the honor of working with Ms. Accetta for more than a year. From the beginning, her actions demonstrated what true integrity and devotion involves. She is extremely organized, disciplined and has multifaceted abilities. On numerous occasions, Ms. Accetta has demonstrated a deep understanding of not just marketing and management but also the ability to be solve difficult problems and issues. She has an vast knowledge in technology, human resources and has a keen eye for detail. As an HR expert, I would not think twice about hiring Ms. Accetta. She is a true treasure that would bring untold benefit to any company." - Michelle Harriman

"Monique provides invaluable services to assist Prudential agents in marketing their listings as well as marketing themselves. With marketing choices changing so rapidly Monique sorts it all out and assists each of us in choosing what is right for us. Monique is our Right Choice!!" - Alesia Rapkin

"Monique is a very detailed and organized person. She is readily available in our office to help agents master new technology that is available to them in our industry. She has a great rapport with all the agents and is highly respected in her field." - Kimberly "Kim" Gore

"Monique is one of the most detailed-oriented, think "out of the box" individuals that I have ever met. She is very adept at all things having to do with computers, marketing, SEO, web design, you name it. I don't think I've ever asked her a question that stumped her! I only wish I could have her all to myself! The wealth of knowledge and ease with which she deals with her co-workers, really makes for one of the best working relationships I have ever encountered and one that I have to say I truly treasure." - Stephanie McCarty

"Over the last three plus years you have made my life so much better - not only

Lead Routing



- Leads On Your Dashboard
- Everything In One Place
- Immediate Notification
- YOU Make More Money!

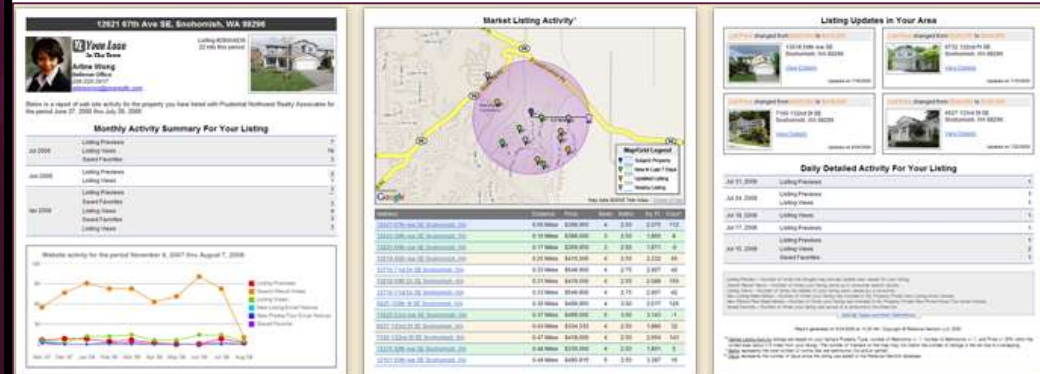


Integrated Seller Reports

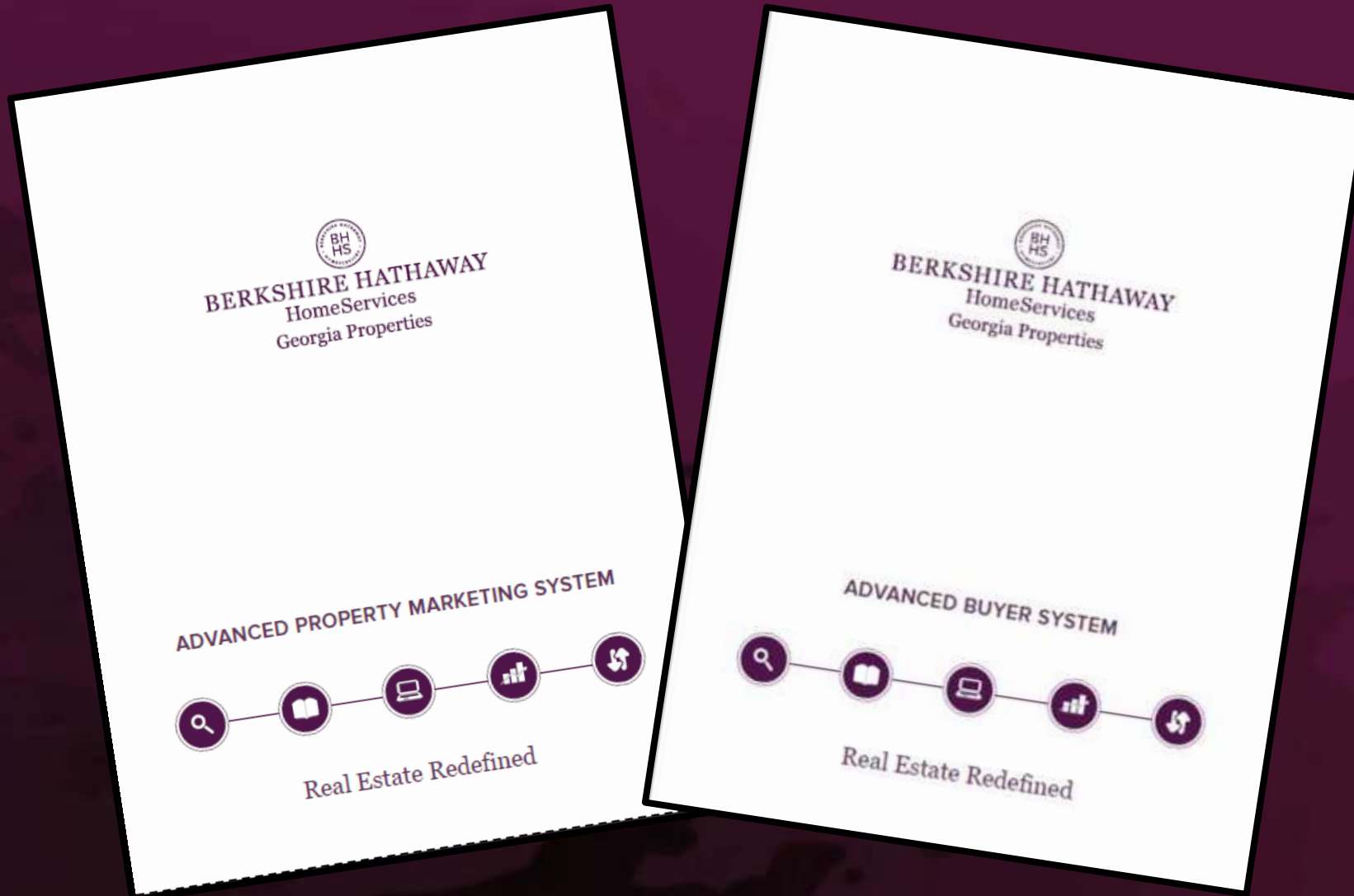
- One Report For Your Seller!
- Zillow, Trulia, Realtor.com, BHHS Franchise, Supra, Other
- Plus Additions for Your Marketing!

Coming in Spring 2016

Listing Activity Report



Collaterals & Inserts



- New Zillow Page
- New Security Page
- Updated Digital Presentations
- Updated ToolKit CMA
- FOCUS
- Real Estate Redefined
- GLOCAL

New Videos Coming in 2016

- APMS Video
- Luxury Collection Video
- Commercial Real Estate Video
- TeamBuilder Video
- Property Management Video
- Relocation Video
- New Homes Video
- HomePartners Video
- Advanced Search Tools Video
- Mobile App Video
- DocuSign Transaction Rooms Video
- Sunshine Kids Video
- Condo/ Intown Video
- Event Videos
- Affiliated Partners Video
- Company Overview Video





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— DALLAS, TEXAS • MARCH 6-8, 2016 —

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Luxury is a life well lived in a home worthy of your greatest aspirations.

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BHHS Collaborates with SCAD on 2016 Elegance Campaign



2016 ELEGANCE COLLECTION YARD SIGN



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**Introduced After
Convention**

Predictions For 2016

- **Election Year Economics**
- **Consumer Confidence Remains Strong**
- **Mortgage Rates Remain Low**
- **Jobs & People Move To Atlanta**
- **Low Inventory/ Multiple Offers**
- **Buyers Start Moving Outward**

Predictions For 2016

- **Agents Engaged In BT By Design Excel!**
- **Agents Engaged In MEGA Open House Excel!**
- **Agents Engaged In Skills Development Excel!**
- **The Day Of The Listing Agent Has Arrived!**
- **Exclusive Lead Generation, Lead Response and Lead Conversion Will Make You More \$!**

2015 Year in Review Video

The Best Is
Yet To Come!

KICKOFF 2016

REAL ESTATE REDEFINED

Tom Ferry

#1 Coach for 3 Consecutive Years
-Swanepoel Power 200

