



WELCOME !



© copyright
all rights reserved

Thank you for taking the time to look at our information and thank you for considering us to represent you in the sale of your property.

Hiring a Realtor to represent you makes good sense....when you hire the right one. Our dedicated team's professional and focused attention, market savvy along with our marketing and negotiation skills ensure that all facets of the transaction work in your favor. In the info that follows you will see an outline of how we have planned and trained for your success.

Please consider how we do business, our track record and testimonials and **make the best decision you can FOR YOU**.

What we have in store for you:

Get thousands of potential buyers viewing your property online. And it's not just random internet hits. Focused marketing brings quality views and qualified buyers through your home's virtual window and to your front door.

No Blah-Blah-Blah...We show you what, where, when, why and how your property is being marketed. Accountability is what you deserve when you commit to our professional and competent representation.

High quality and imaginative marketing! A personal marketing plan that fits your home makes all the difference. No "Plug & Play" marketing. Our presentations bring out the best in your home. The best presentations bring the best buyers...simple as that.

You can't buy experience...well you can when you hire us, but agents can not and this is an important consideration. With over 20 years and thousands of successful transactions managed and settled we work to ensure your trust in us is well deserved. What good is a contract that doesn't go to settlement? We know the course, we know the hurdles and pitfalls. Run with us and you'll run with a plan to succeed.

Our team is focused, highly trained, accountable, energetic and HAPPY.

We LOVE what we do! You will too!

**What's most important to you? What is your greatest concern?
I'll bet you'll find both addressed here! -Kirk**



By partnering with us, you'll WIN with WON:

- **Our Broker, Kirk Groves. With 20+ years of real estate negotiation, marketing and sales experience is personally involved with all aspects of your listing and sale. You are also backed by a dedicated team of support staff who make the process run smoothly.**
- **Your pricing strategy is determined by an experienced, market-savvy agent. Backed by the latest technology and resources, we combine experience, insight and intimate market knowledge to help you get top dollar in the shortest time possible.**
- **Professional photography. We will have buyers viewing your home via a professionally filmed and produced video walk-through tour. Our rich, vibrant photos and video create an experience buyers remember!**
- **Open houses, hosted by a professional Realtor, with visitors registered on site for immediate follow-up.**
- **Online marketing with the listing featured above others on Zillow and Realtor.com, the world's largest real estate sites. Your WON Team runs email, social media, digital advertising campaigns to reach just the right buyers. We don't stop there. We also make calls and knock on doors to find your prospective buyer the old fashioned way!**
- **Pre-marketing of your listing with tools for gathering feedback on the number of interested buyers and what price they would pay for the property.**
- **Professionally designed and beautifully produced COLOR print brochures.**
- **Stay connected with our efforts and your market. Your WON Team keeps you updated in real-time with email/text/phone notification of showings and feedback. Stay informed with up to the minute market data for your area. You'll know what's new on the market and price trends for competing properties. We track your online traffic and interest across our world-class platforms. We'll show and tell you where your interest is coming from and report it to you.**
- **Professional staging and prep. Our professional home staging & organizing expert will meet with you to help you plan to show your best. It's INCLUDED with your listing! We can handle everything from helping you get your to-do list done to fully furnishing and staging your home! (some services come at extra cost)**

Yes you can, and hopefully will, call/text me on my cell anytime. Give it a try! 410-340-8975 -Kirk

Meet THE Team



Kirk Groves -Broker
410-340-8975 -direct kirk@winwithwon.com

Sadie Groves -Acquisition and Contact Management, Technical Edge Leader

Terry Cooch -Professional Home Staging & Organizing

<https://mytlchome.com/>

Lisa O'Hagan -Mortgage Lending Specialist/Purchase Financing Consultant

<https://fitzgeraldfinancial.net/officers/lisa-o-hagan/>

Pete O'Donnell -Mortgage Lending Specialist/Purchase Financing Consultant

<https://mainstreethomeloans.com/loanoriginator/peter-odonnell/>

Kim Williams -Licensed Title Professional/Settlement Coordinator

https://capitoltitle.com/dt_team/kimberly-williams/

Rachel Oslund -Lodestar Home Inspections, Pre-Listing Inspections

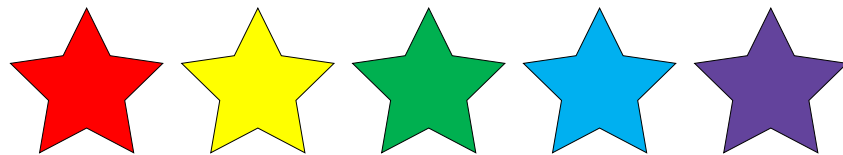
<https://lodestarinspections.com/about-us/#team>



We work together for you!

Why
Choose
WON?

FIVE STAR PROMISE



Measures ^{of} Success



We Promise
Caring and Competent Representation

Our reputation is our MOST IMPORTANT asset!:



SELLER - *“You provided exceptional service in the sale of our home. You never stopped working, even while you were out of town. You were always available and helpful. The realty service was excellent and helped us in every way, even after we moved. Thank you for your professional, friendly service!!”*

SELLER - *“Thanks again for all your help. We never worried about things being done on time. Your advice was always appreciated and we never felt pressured. Thanks for everything.”*

SELLER - *“Your team is professional. You aggressively marketed our home and got us the visibility we needed. We got us our price despite 40 other homes that were on the market in our price range. You really went the extra mile to sell our home!”*

BUYER - *“We are so pleased with our new home. Thanks for your patience and availability, we were able to take our time until my husband and myself were comfortable and both liked our home. Thanks again for the fun and sense of humor you put into going out looking for homes. Continue much success and God Bless.”*

“Thanks again for all the help you gave us in the sale of our home and the purchase of a new one. It was a pleasure to work with someone so professional and courteous. We never felt “pressured” and always knew our best interests came first. It was obvious you placed more importance on integrity than making a sale. You made us feel more like family than a customer. We are certainly happy with your service and highly recommend your team to anyone looking to buy or sell a home. Just keep operating the way you are now.”

Staging + Photography



We Promise
Top Quality Professional Presentations



Your listing is our priority and we KNOW HOW TO GET RESULTS! Your online presence is crucial. Buyers begin their search online. They search through all the homes available that fit their needs and make a decision which to put on their list. Homes with dark, blurry, grainy, un-professional photos FAIL to capture a buyer's attention and imagination. Sellers have a decision to make as well. "Who will present my property to the public in the best possible way?" Our photos, videos, walk-through and floorplan tours are designed to spark imaginations. "I could see us LIVING here!"

Our presentations might just make you want to stay!

***We were asked by the seller to market this home after the first company disappointed. These are actual photos used in their marketing vs. ours.**

SOCIAL Media



THIS (Coordinated, timed and effective posting and promotion)

ABOVE & Beyond!

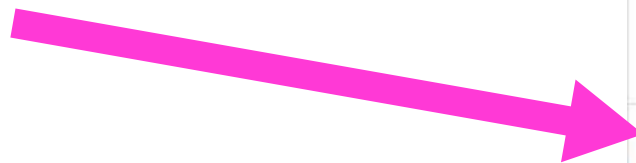



We Promise
To Go ABOVE & BEYOND!

Our **ABOVE & BEYOND** effort gets you
EXTRA ATTENTION!


Imagine your listing being seen by an additional
8,000++ sets of eyes...
in just the first week!

GETS YOU THIS!



 **Kirk Groves-Realtor** ✓
September 12 at 1:46pm · 🌐

Stately & Elegant!
WELCOME HOME! STANDING TALL FOR 146 YEARS AND READY FOR 146 MORE! THIS IS A HOME WITH HISTORY. ORIGINAL TRIM AND HARDWARE THROUGHOUT. LUXURIOUS ROOMS TOP TO BOTTOM! MODERN HEAT AND AC WITH ZONED SYSTEMS! YOU WILL LOVE THE MASTER BEDROOM SUITE. FULL OF LIGHT AND SPACE WITH A COZY FEELING ONLY PROVIDED BY OLD-WORLD DESIGN AND CRAFTSMANSHIP. Short Drive to DC, Baltimore, Annapolis, Philly, NY/NJ travel hubs, 3 International Airports, High Speed Internet & Small Town Eastern Shore Charm!



Kirk Groves, Annapolis [Learn More](#) Kirk Groves, Annapolis

7,925 people reached

👍 Like 💬 Comment ➦ Share

👤 Rachel Kirkland and Rebecca Kolb-Gamble

Online Marketing Campaign



realtor.com®



Zillow



Videos to SHARE across ALL Platforms!



...just to name a FEW.

Show+ Tell



**We Promise
To Keep You Informed Regularly
of Marketing Efforts, Market Updates,
Showings and Feedback**

Referring Sites – Top 30

	views	%
m.facebook.com (details)	67	34.4%
facebook.com (details)	14	7.2%
remax.com (details)	4	2.1%
google.com (details)	2	1.0%
lm.facebook.com (details)	2	1.0%
realtor.com (details)	2	1.0%
redfin.com (details)	2	1.0%
zillow.com (details)	2	1.0%
l.facebook.com (details)	1	0.5%
Direct traffic	99	50.8%
Total	195	

***Note the effectiveness of our Social Media campaigns. Over 90% of these tour views came via our FB strategies!**

-we'll not only tell you how we're doing...we'll show you!

2226 Dairy Farm Rd
Tour Activity Report

[VIEW TOUR](#)

Kirk Groves –Broker
410-340-8975 -Direct
[email](#) | [website](#)

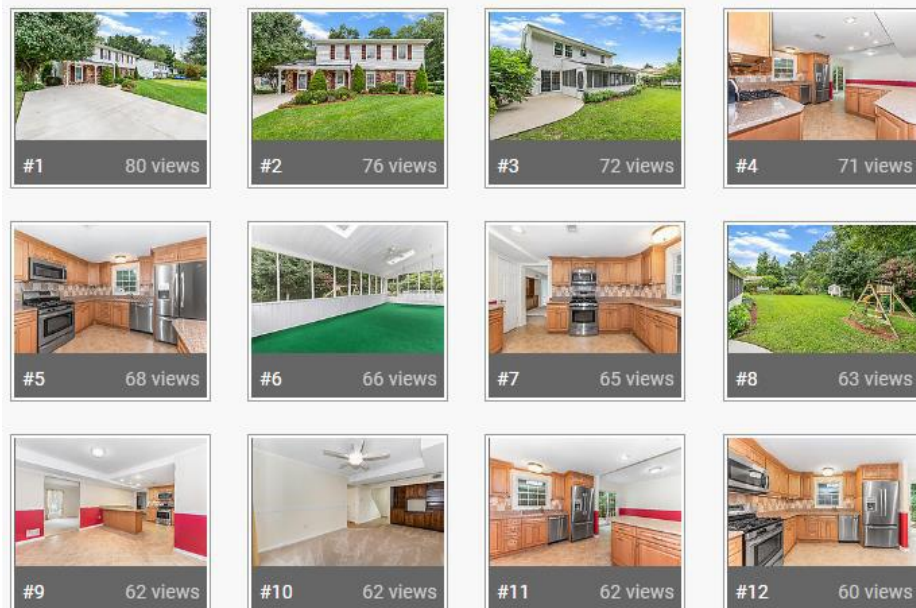
1,830
Total photos viewed

195
Total tour views

181
Total visitors

10.1
Images viewed per visitor

Popular Images



Knowledge IS Power! Would you agree?



303 COMMERCE STREET
CENTREVILLE, MD 21617, US

Your property
has received a
total of

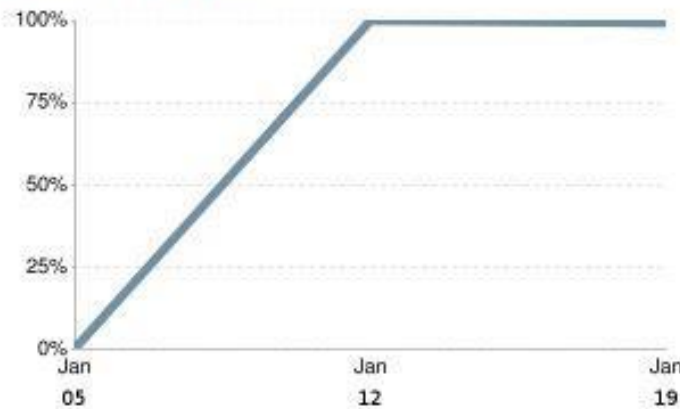
2,265
Detail Views

**We TRACK RESULTS regularly to make sure
YOUR LISTING is being seen!
And...Hey, We LOVE to BE AT the TOP!**

How is your property performing?

1 Week Average: Your property has performed as well or better than 100% of the market.

Market Comparison



Your Property Detail Views

Real Estate Industry Websites	827
realtor.com (813)	
MRISHomes.com (14)	
Additional Websites	1,438
Zillow (1,285)	
Trulia (92)	
Homes.com (37)	
Total	2,265

Your Listing Was Sent To These Additional Websites*

[AdWerx](#) • [eLookyLoo](#) • [Expresscopy](#) • [FindAPlace4Me by VisualTour](#) • [Foreclosure.com](#) • [FreedomSoft](#) • [Harmon Homes](#) • [Home2.me by TourFactory](#) • [HomeBidz](#) • [HomeFacts](#) • [HomeFinder.com](#) • [HomeWinks](#) • [HouseHunt.com](#) • [HouseValueStore](#) • [ImagesWork by CirclePix](#) • [Juwai](#) • [Keller Williams](#) • [KeyBoom](#) • [LandWatch](#) • [LearnMoreNow.com/FindHomes](#) • [LuxeListHome](#) • [Property Shark](#) • [RealQuest Express](#) • [Realty Store](#) • [RentHop](#) • [SearchALLProperties by L2L](#) • [Showing Suite](#) • [The Real Estate Book](#) • [USHUD.com](#) • [Vast](#) • [Zumper](#)

Terms Used

Detail Views - Occurs when a consumer views the property detail page for your listing on a website.

Leads - An event where the consumer starts an interaction with the broker or agent about the property.

Market Comparison - Compared to the performance of properties on [realtor.com](#) in the same zip code and price range.

Real Estate Industry Websites - (a) [realtor.com](#), the official site of the National Association of REALTORS®; and (b) sites owned by agents, brokers, franchises, and Multiple Listing Services.

* - Price points or other restrictions may apply to certain websites.

Pricing & Preparation



We Promise
Accurate and Realistic Pricing Strategies

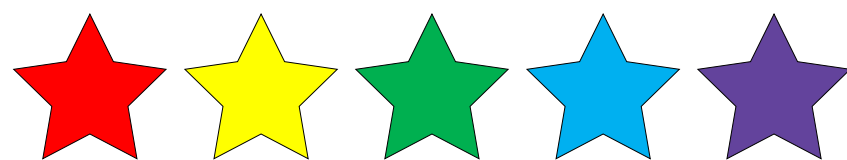


Buyers and Sellers Determine Value

The value of property is determined by what a buyer is willing to pay and a seller is willing to accept in today's market. Buyers make their value decision based on comparing your property to other properties SOLD and on the market in your area. If buyers don't see value, they won't show up.

With our experience and expertise, we'll help you determine a price that assures you of getting the best price and terms possible in the shortest time.

Our job, Seller and Team in partnership, is to get your property **exposed to the most qualified buyers possible** in a way that holds their interest. We'll show them what they want to see, how they want to see it, for the best possible results of converting virtual visits to actual visits through your front door. Next Step....proof



FIVE STAR Service



We are available anytime. We return all communication promptly. Phone, text, email **ANY TIME!**



All inquiries from potential buyers/agents are responded to in minutes if not immediately.



Feedback from showings is sent to you immediately upon receipt.



Offers are assessed and presented to you immediately



Our experience and expertise will help to assure a **stress-less** transaction from contract to close.



WON REALTY



It will be our pleasure to be in business with you!

