



Listing and Marketing Consaltation

LILIA VISHNYAKOVA

REAL ESTATE BROKER ASSOCIATE

Atlantic Florida Properties

8461 Lake Worth Rd. Suite 203

Lake Worth, FL 33467

561.414-6891

floridarealtymatters@gmail.com

www.lilysrealty.com



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RESIDENTIAL
COMMERCIAL
INVESTMENT

I am a licensed Realtor in the sunshine state of Florida.

Besides a Broker Real Estate License I have a Bachelor Degree in Finance.

I enjoy living in South Florida since 2004. My local area expertise allows me to help you find the perfect home as well as to determine an optimum pricing strategy so your property will sell with the best result. My clients have their homes aggressively marketed using the latest technology and direct marketing.

I know what it means to communicate and I know what it takes to successfully close a transaction making the buying or selling experience positive and seamless. I have experience in property investment and management, residential and commercial real estate lease and sales, and my strong side is extensive experience in finance. My background, education and experience allows me to guide you through any kind of your real estate transaction.

Every one of my clients is unique, and that is exactly how I treat them and how I structure the deal. A high percentage of my business comes from past clients and I measure my success by the relationships I build along the way.

OVERALL SALES

Address	List Price	Sold Price
22235 Waterside Drive	540,000	515,000
22241 Sands Point Drive	350,000	335,000
1717 3 rd Avenue	274,000	265,000
5850 Camino del Sol 407	269,000	255,000
610 N Broadway	250,000	240,000
1817 18 th Lane	177,999	175,000
500 Three Islands Blvd. 420	169,000	163,000
6161 NW 2 nd Avenue	155,000	150,000
4902 Waterview Circle	150,000	150,000
4585 Woodstock Drive C	149,000	150,000
3593 Birdie Drive 604	86,900	85,000

Testimonials of My Past Customers

I have had a great experience with a real estate agent Lilia Vishnyakova. She is very professional agent who helped me to sell my first house and buy another one. First, Lilia set up a right price for house and we went through many offers, which we had chosen the best and as high as possible. It was amazing to watching that. Then she knew every step to easily and quickly sign and complete documents, which were all electronically signed. It was just enjoyment of mine. I am very happy that this stressful process was so easy and successful. I also would like to mention how patient and reasonable Lilia is. When I was looking for a new apartment she gave me wise advices that I appreciate. She would never push me up for one or another offer but always listened to my wishing and needs. I will be happy to have Lilia Vishnyakova for my next project.

Natalia Nikolaeva

I am a client of Lilia Vishnyakova, who was the real estate agent that helped me sell my condominium in Deerfield Beach. Lilia found buyers for my condominium quickly, she made sure that the offers for my property were qualified, and she was able to get me a better selling price for my property. Lilia also has helped me rent one of my properties efficiently. In addition, I found that she is very knowlegable about real estate laws, requirements and procedures.

I would highly recommend Lilia Vishnyakova to anyone selling or buying real estate in Florida, and will use her services again in the future when I have any real estate transactions to complete.

John Spence

MY NAME IS ANNA ELLISON, AND LILIA WAS REFERRED TO ME BY A FRIEND. I RECENTLY MOVED FROM NEW YORK TO BOCA RATON. LILIA FOUND FOR ME EXACTLY WHAT I WAS LOOKING FOR A THREE BEDROOM CONDO IN BOCA, WHICH I AM VERY HAPPY WITH. LILIA KNOWS THE MARKET VERY WELL, VERY PROFESSIONAL, AND SINCERE. SHE NAGOTIATED THE DEAL, AND IT WENT VERY SMOOTH. AT THE PRESENT TIME I AM LOOKING FOR COMMERCIAL PROPERTY, AND LILIA HAS BEEN SHOWING ME MANY INTERESTING PROPERTIES THAT I AM CONSIDERING. I WOULD HIGHLY RECOMMED LILIA TO ANYONE WHO IS LOOKING TO BUY OR LEASE REAL ESTATE. SHE IS THE BEST. ANNA ELLISON

As Lilia Vishnyakova's customer I would like to express my gratitude by saying how thankful I am for help and excellent job done. Lilia Vishnyakova is the person I would go to without thinking twice. She is very professional, excellent communicator, good "people skills" and easy to work with. She helped me to complete several of real estate transactions over past three years. That includes purchase of two investment properties and finding good tenants.

Thank you Lilia. Always glad to do business with you.

Dmitry N.

Lilia was extremely professional, courteous and took the time to listen to what I wanted. Her attention to detail ensured I got exactly what I wanted. The entire process was simple and smooth. Every phone call was returned immediately, every question answered correctly. She was extremely patient in showing me as many houses as I wanted to see and she took the time to listen to my needs and found exactly what I wanted. She is an exceptional professional in her field. I was impressed with her diligence and devotion to me as my real estate agent. She is willing to work within your schedule throughout the entire process. I highly recommend her to anyone. Best regards

Anna Daily

My family and I moved from New-York to Florida at the end of last year. We are very happy that we have started to work with [Lilia Vishnyakova](#). She reacted very carefully to all our wishes we would like to consider in the selection of properties. She showed great attention to detail. Lilia always promptly and on time was in contact with us. She also was able to advise us on the all the likely hidden problems with of the transaction. Her excellent professional skills have enabled us not only to choose a place to live, but also organize a business. She is well versed in information about commercial real estate. We would love to work with her again. Natalia Kaehler

The Listing Plan of Actions

I take the following steps to get your home sold

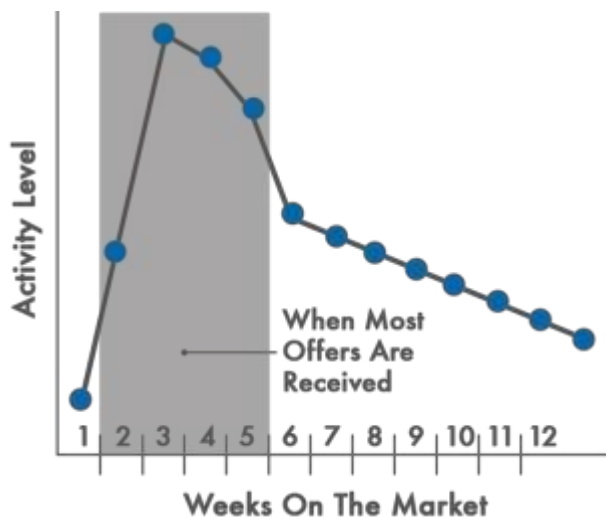
- Price your home competitively to reach more buyers.
- Submit your home to our local Multiple Listing Service, providing your property with additional U.S. and international exposure. Your property will be submitted to over 300 websites and marketed in 13 different languages.
- Post ad on Facebook, Instagram and other social media platforms.
- Email a features sheet to the top realtors for their potential buyers.
- Suggest & advise as to any changes you may want to make in your property to make it more saleable.
- Constantly update you as to any changes in the marketplace.
- Contact over the next ten days my buyer leads, sphere of influence and past clients or their referrals and prospective buyers.
- Add additional exposure through a professional sign and lock-box.
- Whenever possible pre-qualify the prospective buyers.
- Keep you aware of the various methods of financing that a buyer might want to use.
- When possible have the cooperating Broker tour your home.
- Follow-up on the salespeople who have shown your home for their feedback and response.
- Represent you on all offer presentations to assure you in negotiating the best possible price and terms.
- Handle all follow-up upon a contract being accepted, all mortgage, title and other closing procedures.

When you list your home with me the top real estate consumer websites will automatically market your listing on their site.

Realtor.com
Zillow.com
Trulia.com
Googlebase.com
Yahoo.com
Realestate.aol.com
Miami.com
Herald.com
Miamire.com
Homescape.com
Frontdoor.com
Cyberhomes.com
Terrafly.com
Imapp.com
Immobel.com
Greatermiami.com
Oodie.com
Lycos.com
Aol.com
Clsearch.com
Oceanhomesusa.com
Floralivingnetwork.com
Miamibeachchamber.com
Backpage.com
Vast.com
Local.com
Military.com
Hotpads.com
Homescape.com
Secondspace.com
Homesandland.com
Myrealty.com
Propbot.com
Enormo.com
Landwatch.com
Resortscape.com
Overstock.com
AND MORE

SELLING PRICE VS. TIMING

Timing is extremely important in the real estate market. A property attracts the most activity from the real estate community and potential buyers when it is first listed. It has the greatest opportunity to sell when it is new on the market.

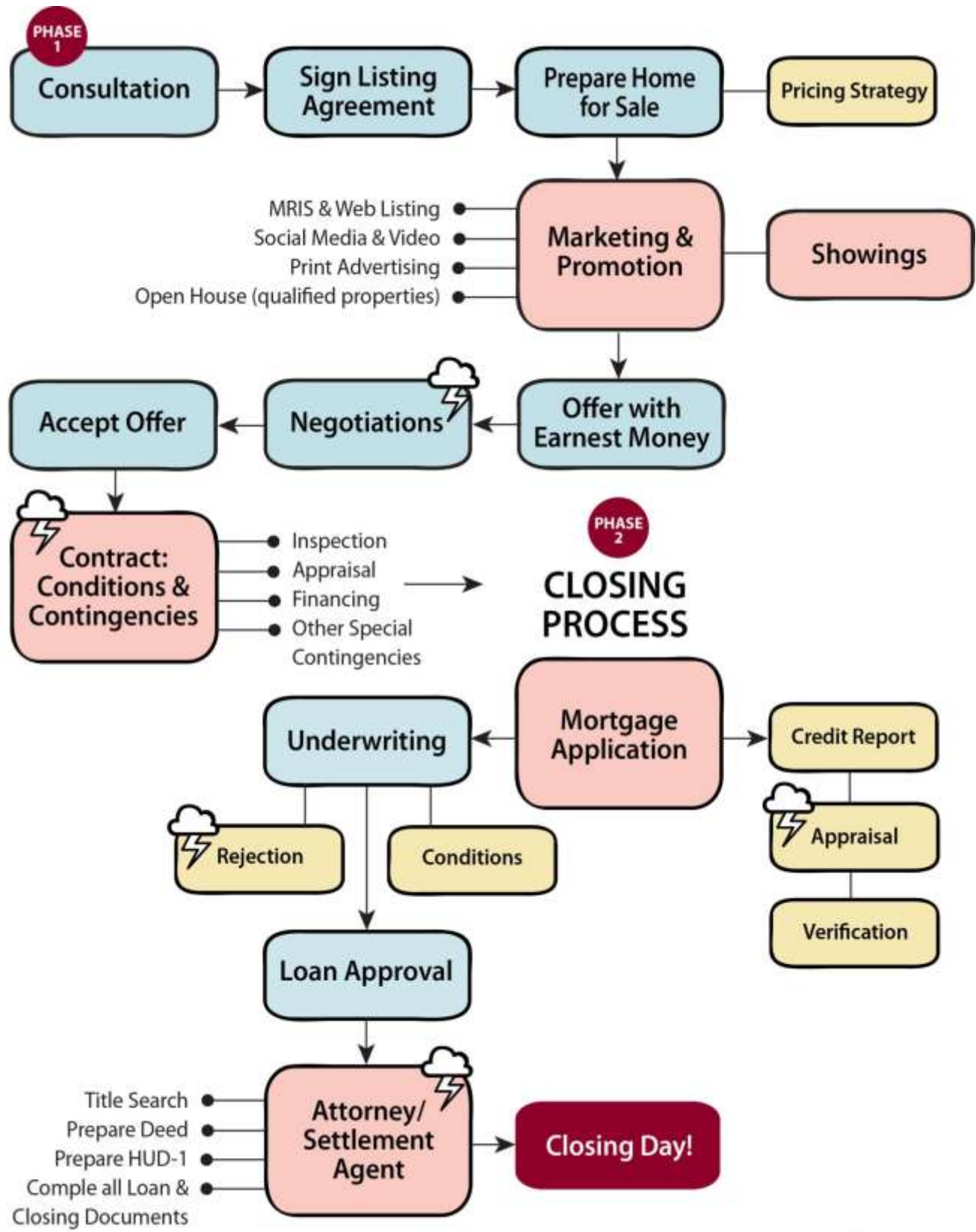


IMPORTANCE OF INTELLIGENT PRICING



As the triangle graph illustrates, more buyers purchase their properties at market value than above market value.

If you price your property at market value, you are exposing it to a much greater percentage of prospective buyers and you are increasing your opportunity for a sale.



Secrets for Selling Your Home

The first impression is the only impression

No matter how good the interior of your home looks, buyers have already judged your home before they walk through the door. You never have a second chance to make a first impression. It's important to make people feel warm, welcome and safe as they approach the house. Spruce up your home's exterior with inexpensive shrubs and brightly colored flowers.

You can typically get a 100-percent return on the money you put into your home's curb appeal.

Entryways are also important. You use it as a utility space for your coat and keys. But, when you're selling, make it welcoming by putting in a small bench, a vase of fresh-cut flowers or even some cookies.

Make the front door inviting

A fresh coat of paint, especially in a color that contrasts with the home, will make the front door stand out. Replace faded house numbers so buyers can see them from the curb.

Clean the outside

A sloppy exterior will make buyers think you've slacked off on interior maintenance as well. Be sure to clean the gutters and pressure wash your home's siding.

Eliminate bad odors

Hide the litter box and spray air neutralizer throughout your home. When showing the home, fill it with inviting smells by putting out fresh flowers and baking a batch of cookies.

Light it up

Maximize the light in your home. After location, good light is the one thing that every buyer cites that they want in a home. Take down the drapes, clean the windows, change the lampshades, increase the wattage of your light bulbs and cut the bushes outside to let in sunshine. Do what you have to do make your house bright and cheery – it will make it more sellable.

Make every surface shine

From ceiling fans to floors and everything in between, clean your home until it sparkles.

Remove clutter and depersonalize

Buyers want to envision their belongings in your home. Clean up by renting a storage unit for knickknacks, photos, extra furniture and other personal items.



Don't over-upgrade

Quick fixes before selling always pay off. You probably won't get your money back if you do a huge improvement project before you put your house on the market. Instead, do updates that will pay off and get you top dollar. Get a new fresh coat of paint on the walls. Clean the curtains or go buy some inexpensive new ones. Replace door handles, cabinet hardware, make sure closet doors are on track, fix leaky faucets and clean the grout.

Improve your landscaping

Curb appeal is crucial to a good first impression, so make sure your home's lawn is immaculate. Mow the lawn, prune the bushes, weed the garden and plant flowers.