



BONUS SAMPLE PACK

- **Here is our exciting SAMPLE PACK! It contains the following...**
 - Map showing unlisted, off-market properties for sale
 - Map showing existing Bank Owned properties
 - Map showing all Pre-Foreclosure / Distressed homes in the Area
 - Map showing all homes with Liens and delinquent property taxes
 - Map showing 100s of Off-Market VACANT home in the area
 - Map showing Inherited homes with out of the area owners
 - A list showing the top 50 "Best of" Zillow / Redfin properties
 - A printout of our Home Buyer Protection Plan! (up to \$2,500 value for you!)
 - A printout of our Guaranteed Home Finder Program (\$2,500 to you if we aren't successful!)
 - A pdf of a Buyer Agent Questionnaire for interviewing your agent
- **Just some of the ways we help our Buyers WIN!**

➡ www.HowOurBuyersWin.com/sample-pack ⬅

HOW OUR BUYERS WIN

- ▶ Intro / Overview, plus what makes us different
- ▶ Secret List of Unlisted, Off-Market homes for sale (usually 100+ available)
- ▶ Inside access to Bank Owned homes (we have bought/sold over 100 for our clients)
- ▶ Access to all Pre-Foreclosure / Distressed homes in any Area (Motivated Sellers)
- ▶ Access to all homes with Liens and Delinquent property taxes
- ▶ Off-Market Vacant home list in all areas (100s of homes)
- ▶ List of Inherited homes with Out-of-State owners (...Think about that for a minute...)
- ▶ Direct Marketing for our Buyer clients at our expense (sounds boring, but is VERY effective!)
- ▶ Unique proprietary software to find discount properties (...other agents don't have this)
- ▶ "Best of" Zillow / Redfin...A unique tool we created just for our Buyer clients
- ▶ Unique technique to get homes that are on the MLS for BELOW the asking price
- ▶ Mastery of Online Home Auctions for potential great deals for YOU
- ▶ High-Tech Digital targeting marketing for Off-Market homes for sale
- ▶ Exclusive Agent Network 90% of agents don't even know about
- ▶ Home Buyer Protection Plan (up to \$2500 value for you!)
- ▶ Guaranteed Home Finder Program (another \$2500 to you if we aren't successful)
- ▶ Happiness Guarantee!
- ▶ The Importance of Interviewing your potential Buyer Agent
- ▶ Many Other Great Real Estate Agents
- ▶ Also have a Home to Sell?
- ▶ Misc Items & FAQ
- ▶ Still not sure what to do?
- ▶ This could be YOU...A Step-by-Step example of what it would be like to work with The Simone Team
- ▶ Watch all the above videos at once



**Check out Videos on all
these techniques we use
to help our Buyers WIN!**

www.HowOurBuyersWin.com

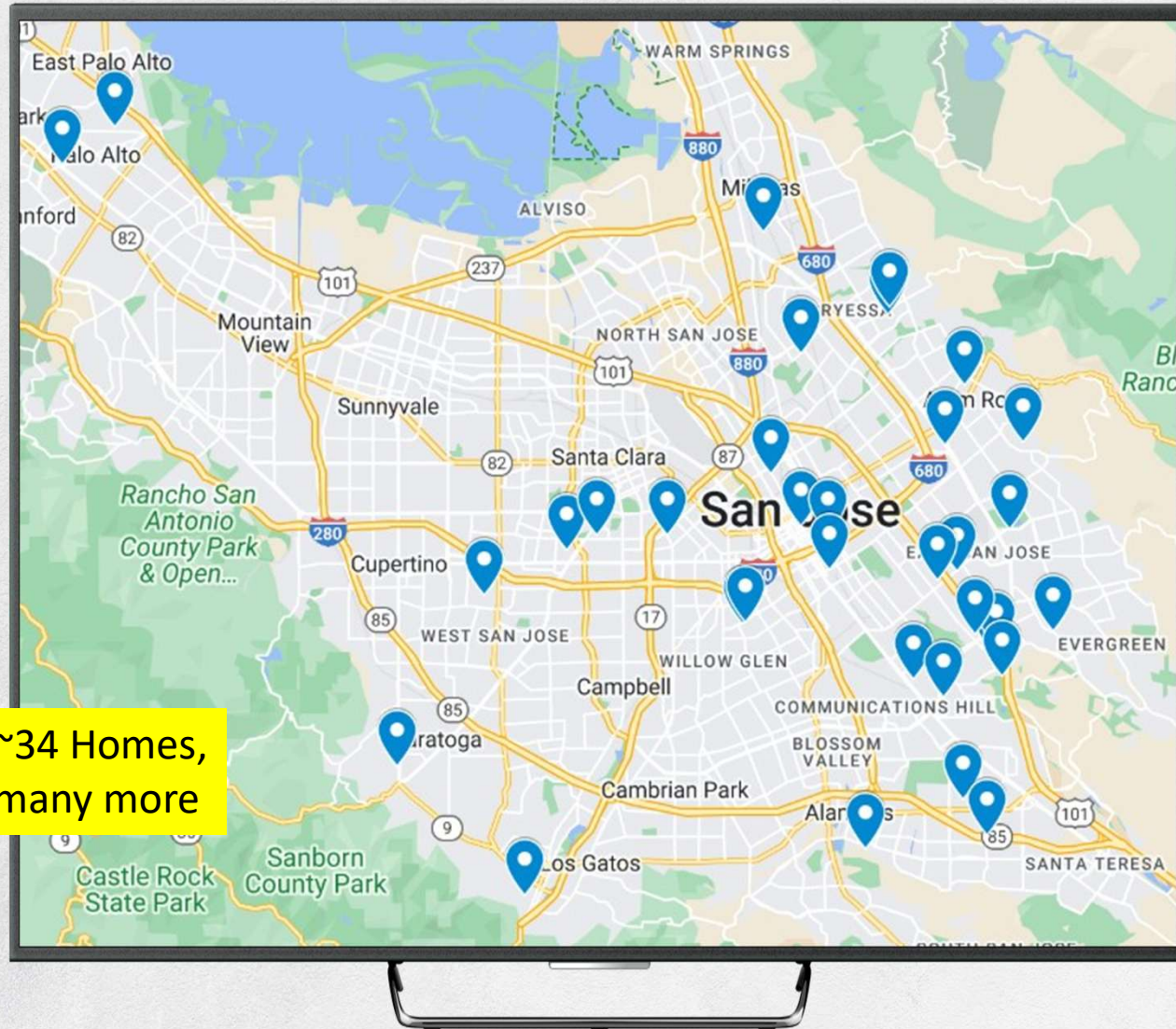
Sample Pack Info

- The info in this Sample Pack is current data as of ~Feb 2025
- For our Buyer Clients, we generate this information real-time so that we are targeting the best, most motivated off-market home sellers on your behalf
- This Sample Pack is showing properties in Santa Clara County, but we have the same type of info/data/opportunities in **ANY** County in CA
- Our unique tools and software provide us with the addresses and all the home details/specs for each pin prick you see on the many maps below

Sample Pack Info

- The info in this Sample Pack represent just some of the ways we proactively help our Buyers. We have many other techniques!
- We market ON YOUR BEHALF to all these motivated, hard to identify home sellers to get some of them to raise their hand indicating they would like to sell off-market to you
- We know of NO OTHER agents who have the tools and techniques we are using, nor access to so many off-market opportunities
- This is the backbone for how we deliver exceptional results for our Buyer clients and how we help them WIN!

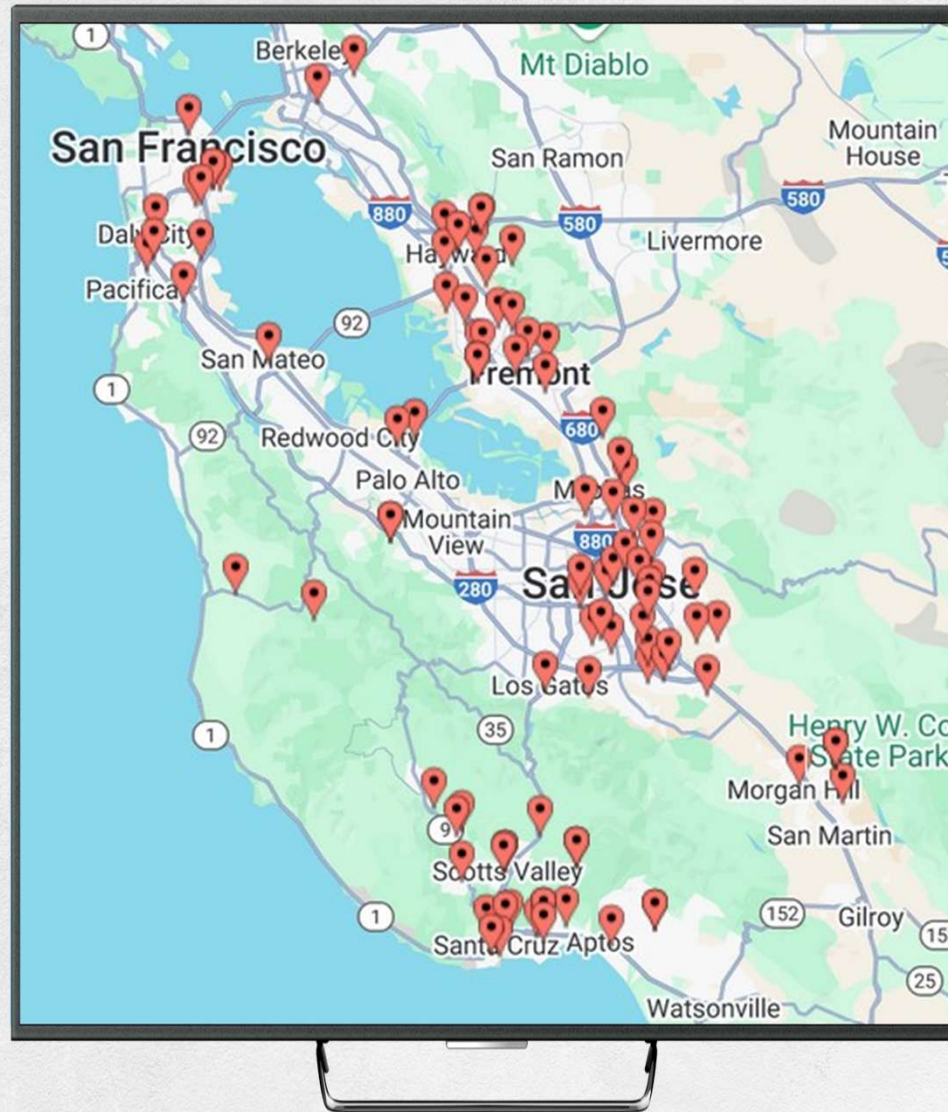
Inside Access to Bank Owned Homes



Currently ~34 Homes,
but often many more

Recent Unlisted Bank Owned homes in the area

Inside Access to Bank Owned Homes

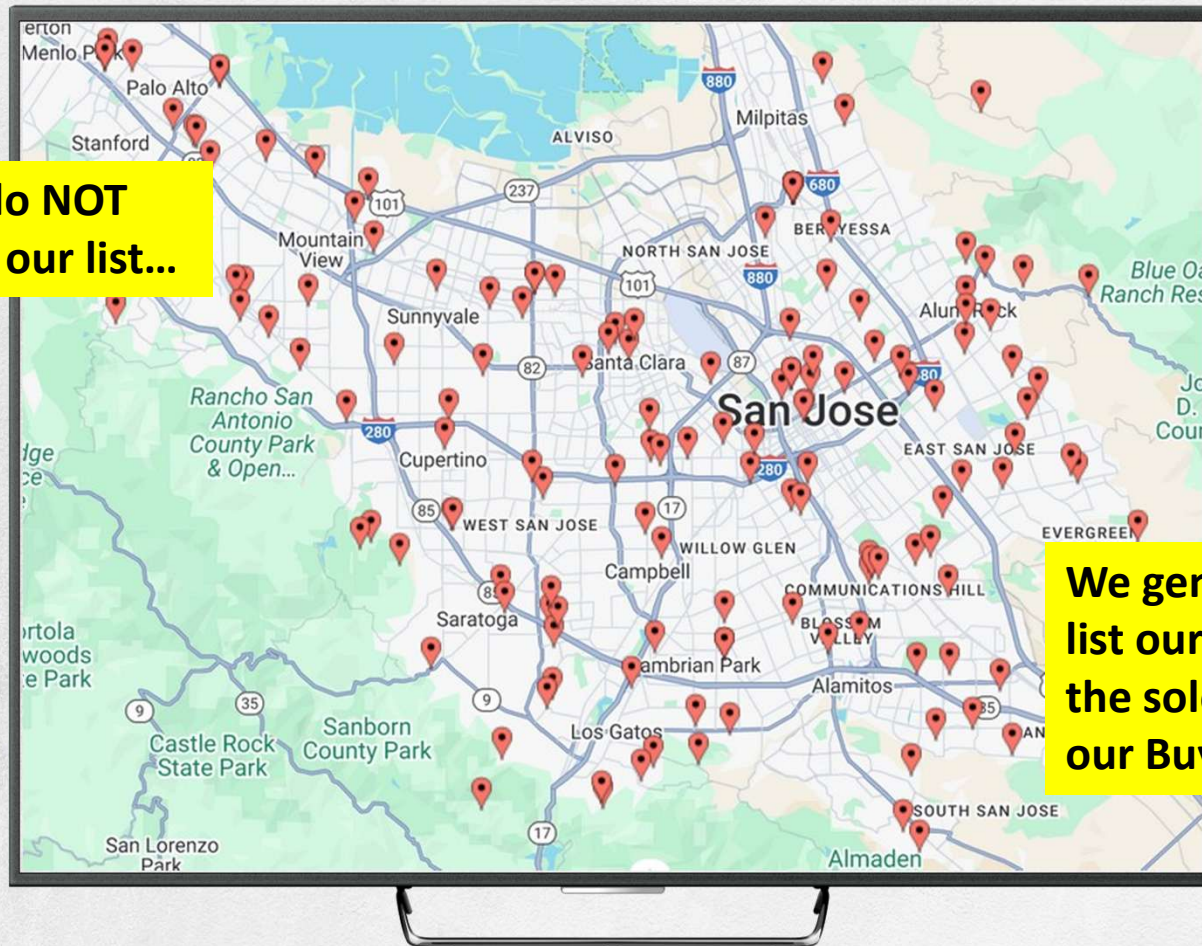


Actual Bank Owned homes we have personally bought or sold representing our clients

SECRET LIST OF UNLISTED OFF-MARKET HOMES FOR SALE

📍 **Santa Clara County** (over 100 at the time of this video)

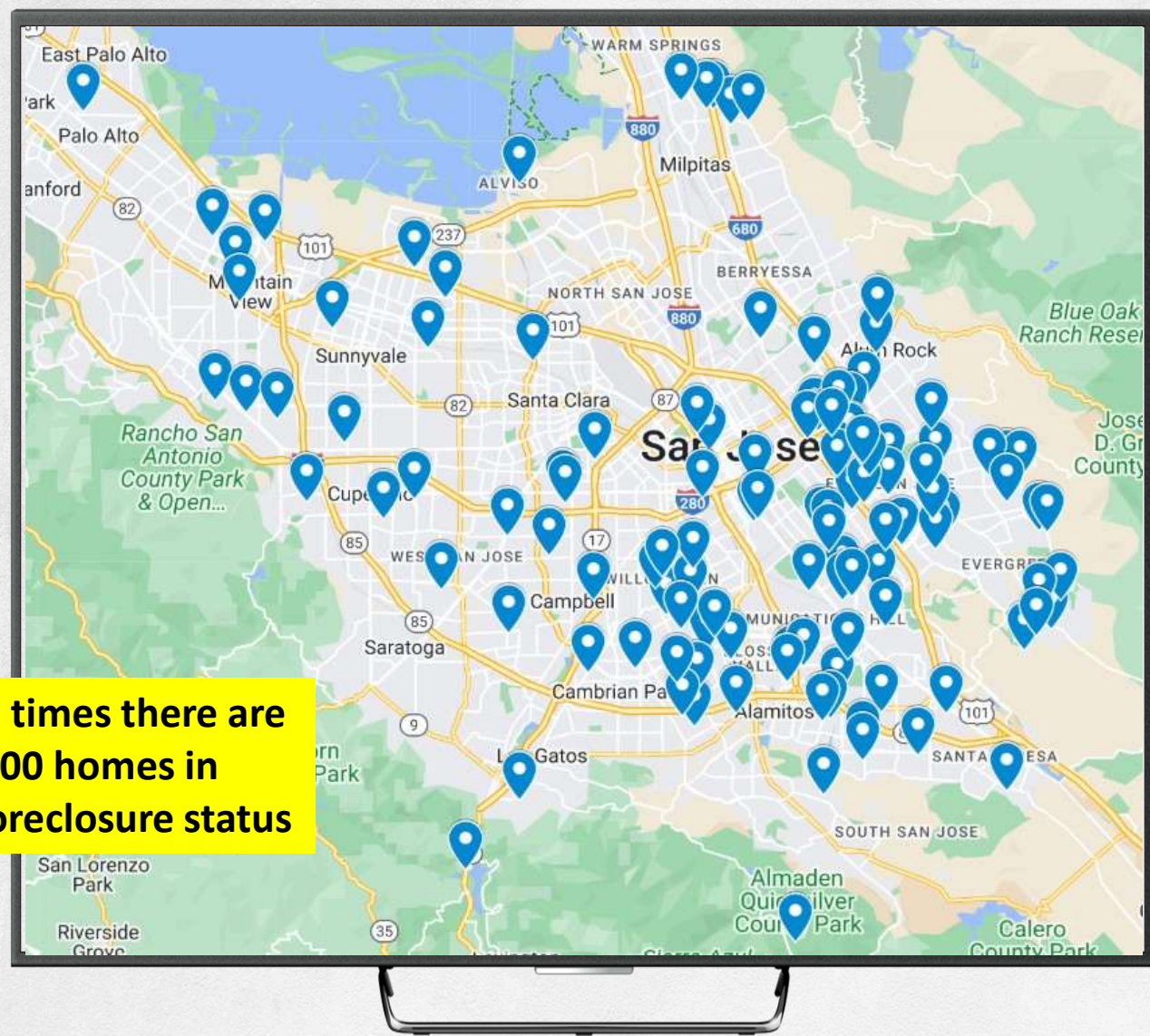
Other agents do NOT
have access to our list...



We generate this
list ourselves, for
the sole benefit of
our Buyer Clients!

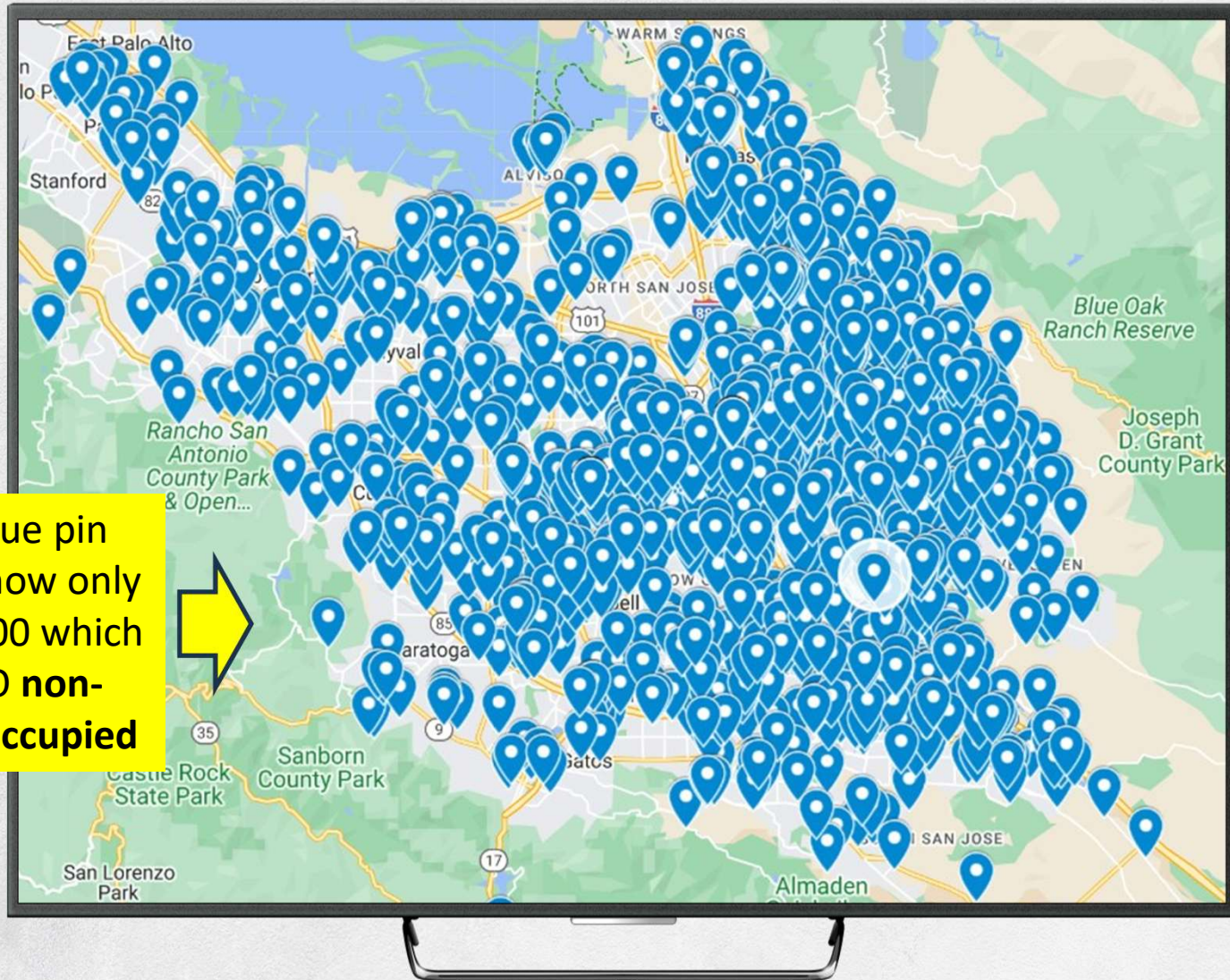
Access to all Pre-Foreclosure Homes in any Area

In Santa Clara County
there are currently
~180 homes in
pre-foreclosure
NOT on the MLS



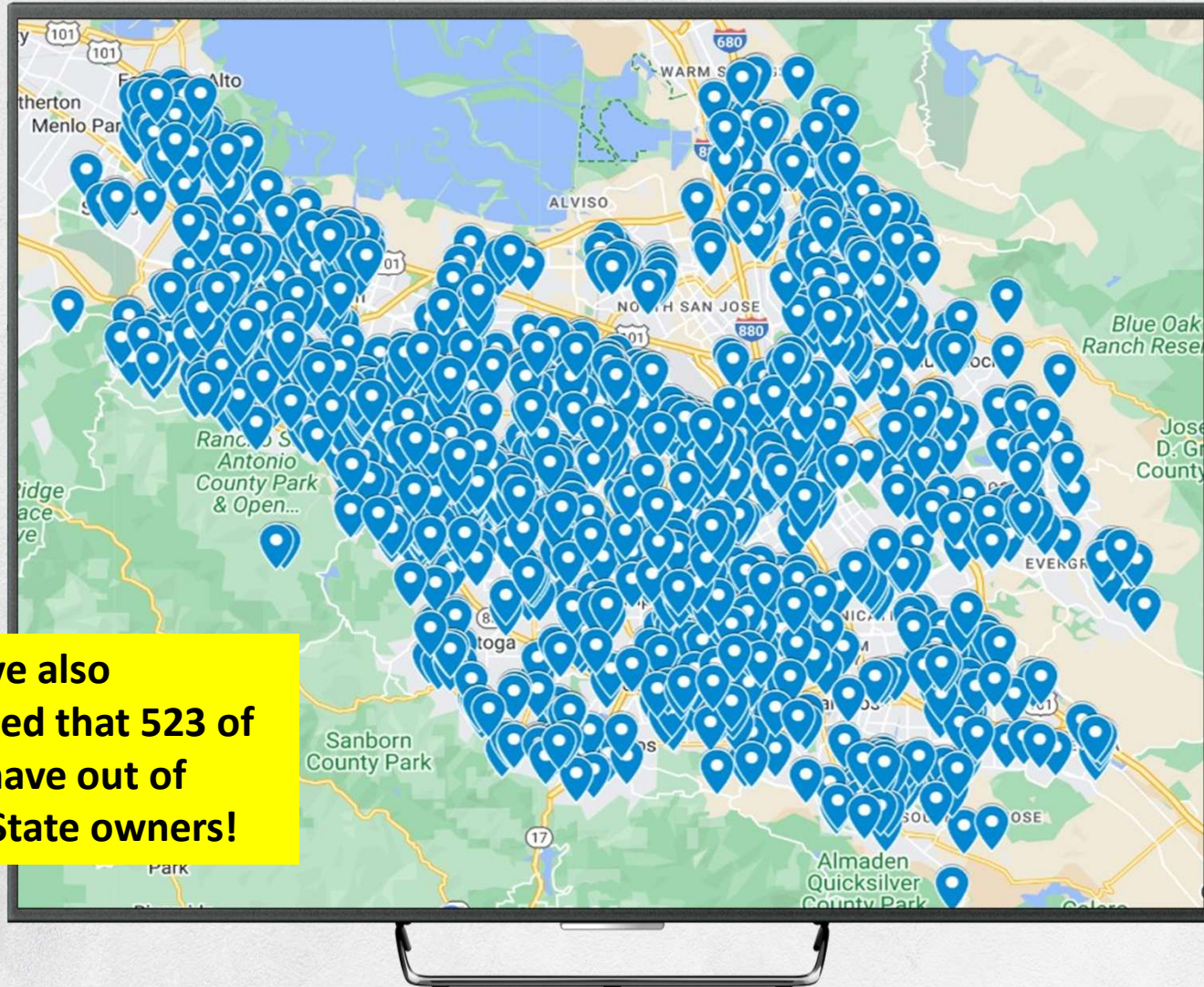
Often times there are
200-400 homes in
pre-foreclosure status

Liens and/or delinquent Property Tax



In Santa Clara County there are currently **over 18,000 homes** with **Liens or delinquent Property Taxes** and they are NOT on the MLS!

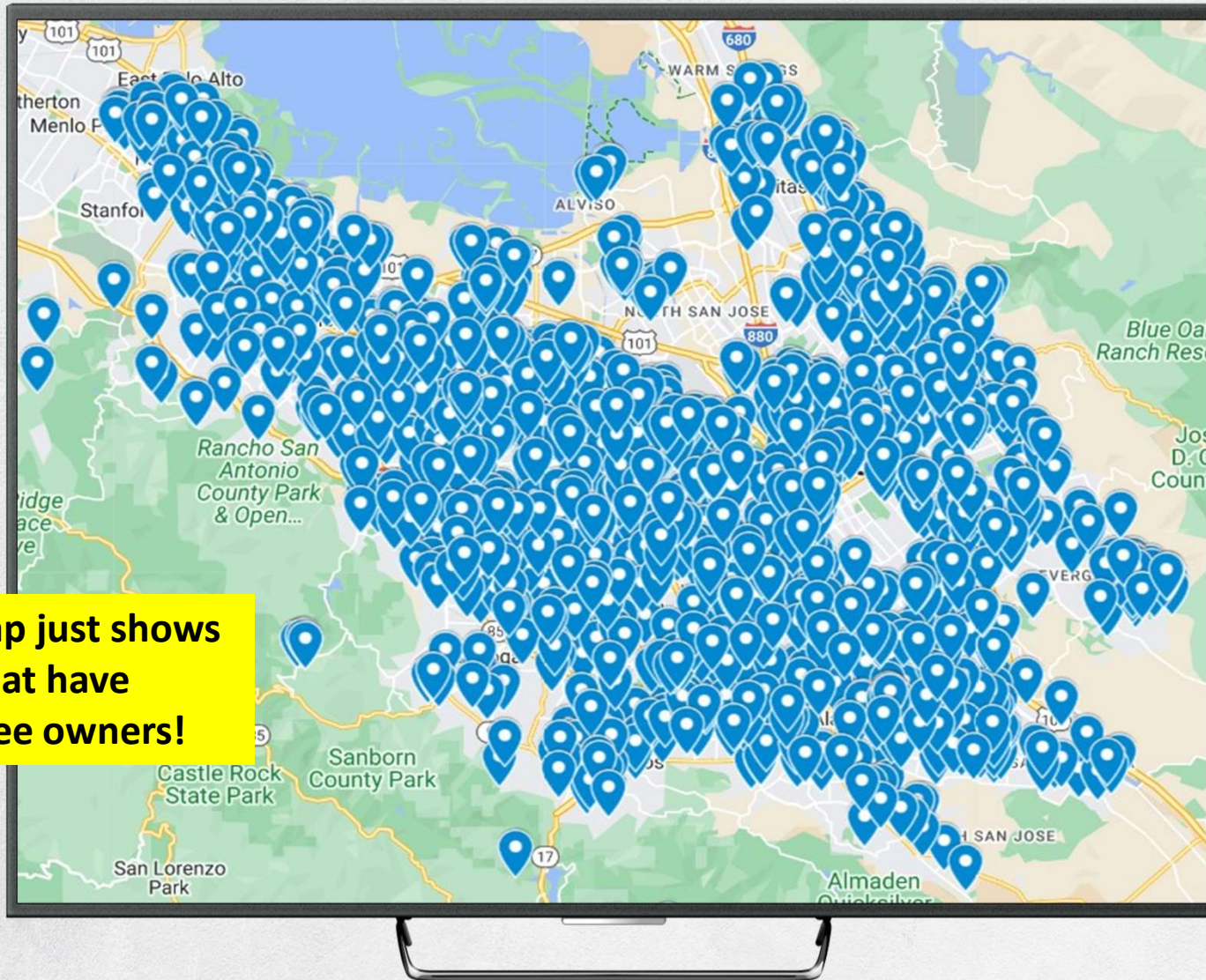
Off-Market VACANT home list



We have also identified that 523 of these have out of Town/State owners!

In Santa Clara County we have identified **1625 Vacant OFF-MARKET** homes

Off-Market **INHERITED** home list



In Santa Clara County we have identified **5431 Inherited homes**

“Best of Zillow” home list

Address	City	State	Beds / Baths	Sq ft	List Price	Zestimate	Zillow Discount	Zillow Rank
21732 Virdelle Dr	Los Gatos	CA	6 beds / 3 baths	3122	\$1,495,000	\$2,671,600	78.7%	1
112 College Rd	Watsonville	CA	3 beds / 2 baths	1252	\$600,000	\$808,000	34.7%	2
26645 Altamont Rd	Los Altos Hills	CA	5 beds / 3 baths	3404	\$4,999,888	\$6,016,000	20.3%	3
1402 Floyd Ave	Sunnyvale	CA	3 beds / 2 baths	1586	\$1,995,000	\$2,326,600	16.1%	4
2025 Pacheco Pass Hwy	Gilroy	CA	3 beds / 1 baths	2682	\$995,000	\$1,158,000	14.1%	5
5491 Vassar Dr	San Jose	CA	3 beds / 2 baths	1305	\$1,200,000	\$1,382,000	12.7%	6
18205 Via Potano	Morgan Hill	CA	5 beds / 6 baths	6260	\$1,400,000	\$1,400,000	0.0%	7
14333 Saratoga Ave APT 14	Saratoga	CA	2 beds / 2 baths	1218	\$1,300,000	\$1,300,000	0.0%	8
463 Norwood Cir	Santa Clara	CA	4 beds / 4 baths	2398	\$1,100,000	\$1,100,000	0.0%	9
1651 Swallow Dr	Sunnyvale	CA	3 beds / 2 baths	1524	\$1,300,000	\$1,300,000	0.0%	10
507 Bevans Dr	San Jose	CA	4 beds / 3 baths	1935	\$1,900,000	\$1,900,000	0.0%	11
2942 La Jolla Ave	San Jose	CA	3 beds / 2 baths	1248	\$1,000,000	\$1,000,000	0.0%	12
676-680 Colorado Ave	Palo Alto	CA	4 beds / 4 baths	1400	\$1,400,000	\$1,400,000	0.0%	13
6595 Clifford Dr	Cupertino	CA	3 beds / 2 baths	1248	\$1,700,000	\$1,700,000	0.0%	14
4691 Albany Cir APT 135	San Jose	CA	2 beds / 2 baths	1148	\$749,000	\$817,900	9.2%	15
120 Saratoga Ave APT 74	Santa Clara	CA	2 beds / 2 baths	950	\$618,000	\$674,000	9.1%	16
22400 Janice Ave	Cupertino	CA	4 beds / 3 baths	1932	\$2,980,000	\$3,248,500	9.0%	17
3193 Calzar Dr	San Jose	CA	4 beds / 1 baths	1140	\$1,098,000	\$1,195,600	8.9%	18
646 Towle Pl	Palo Alto	CA	5 beds / 3 baths	2873	\$3,800,000	\$4,128,500	8.6%	19
2734 Mabury Sq	San Jose	CA	3 beds / 3 baths	1699	\$1,290,000	\$1,400,300	8.6%	20
3375 Kenyon Dr	Santa Clara	CA	3 beds / 2 baths	1513	\$1,998,000	\$2,167,300	8.5%	21
1958 Limewood Dr	San Jose	CA	4 beds / 3 baths	1585	\$1,788,000	\$1,938,300	8.4%	22
1999 Catalpa Way	Hayward	CA	3 beds / 2 baths	1334	\$949,888	\$1,029,500	8.4%	23
1060 Sargent Dr	Sunnyvale	CA	4 beds / 3 baths	2178	\$2,898,000	\$3,133,200	8.1%	24
1001 E Evelyn Terrace #148	Sunnyvale	CA	2 beds / 1 baths	822	\$650,000	\$702,600	8.1%	25
2025 California St APT 25	Mountain View	CA	2 beds / 1 baths	768	\$598,000	\$645,800	8.0%	26
20311 Kilbride Dr	Saratoga	CA	4 beds / 3 baths	2501	\$3,888,000	\$4,198,300	8.0%	27
1278 Arnold Ave	San Jose	CA	2 beds / 1 baths	1080	\$899,000	\$970,400	7.9%	28
272 Corning Ave	Milpitas	CA	3 beds / 1 baths	1040	\$1,248,000	\$1,344,400	7.7%	29

**We can
RANK the
entire MLS
according
to Zillow!**

Not offered (that I'm aware of) by any other Agent out there!

“Best of Redfin” home list

Address	City	State	Beds / Baths	Sq ft	List Price	Redfin Estimate	Redfin Discount	Redfin Rank	Zillow Rank
112 College Rd	Watsonville	CA	3 beds / 2 baths	1252	\$600,000	\$814,321	35.7%	1	2
5491 Vassar Dr	San Jose	CA	3 beds / 2 baths	1305	\$1,200,000	\$1,595,082	32.9%	2	6
1402 Floyd Ave	Sunnyvale	CA	3 beds / 2 baths	1586	\$1,995,000	\$2,568,242	28.7%	3	
2942 La Jolla Ave	San Jose	CA	3 beds / 2 baths	1248	\$1,598,000	\$2,001,446	25.2%	4	
507 Bevans Dr	San Jose	CA	4 beds / 3 baths	1935	\$2,200,000	\$2,713,892	23.4%	5	11
3375 Kenyon Dr	Santa Clara	CA	3 beds / 2 baths	1513	\$1,998,000	\$2,422,697	21.3%	6	21
2734 Mabury Sq	San Jose	CA	3 beds / 3 baths	1699	\$1,290,000	\$1,555,756	20.6%	7	20
22400 Janice Ave	Cupertino	CA	4 beds / 3 baths	1932	\$2,980,000	\$3,582,336	20.2%	8	17
1060 Sargent Dr	Sunnyvale	CA	4 beds / 3 baths	2178	\$2,898,000	\$3,473,490	19.9%	9	
1651 Swallow Dr	Sunnyvale	CA	3 beds / 2 baths	1524	\$2,698,000	\$3,188,757	18.2%	10	
14830 Cole Dr	San Jose	CA	4 beds / 2 baths	1831	\$2,499,000	\$2,911,971	16.5%	11	
1999 Catalpa Way	Hayward	CA	3 beds / 2 baths	1334	\$949,888	\$1,102,133	16.0%	12	
6595 Clifford Dr	Cupertino	CA	3 beds / 2 baths	1248	\$2,200,000	\$2,549,813	15.9%	13	
646 Towle Pl	Palo Alto	CA	5 beds / 3 baths	2873	\$3,800,000	\$4,381,745	15.3%	14	
1958 Limewood Dr	San Jose	CA	4 beds / 3 baths	1585	\$1,788,000	\$2,049,390	14.6%	15	
463 Norwood Cir	Santa Clara	CA	4 beds / 4 baths	2398	\$2,099,000	\$2,387,389	13.7%	16	
3193 Calzar Dr	San Jose	CA	4 beds / 1 baths	1140	\$1,098,000	\$1,247,880	13.7%	17	18
26645 Altamont Rd	Los Altos Hills	CA	5 beds / 3 baths	3404	\$4,999,888	\$5,681,595	13.6%	18	3
20311 Kilbride Dr	Saratoga	CA	4 beds / 3 baths	2501	\$3,888,000	\$4,406,058	13.3%	19	27
18205 Via Potano	Morgan Hill	CA	5 beds / 6 baths	6260	\$3,499,999	\$3,925,253	12.2%	20	7
1278 Arnold Ave	San Jose	CA	2 beds / 1 baths	1080	\$899,000	\$1,005,040	11.8%	21	28
2025 California St APT 25	Mountain View	CA	2 beds / 1 baths	768	\$598,000	\$631,208	5.6%	22	26
272 Corning Ave	Milpitas	CA	3 beds / 1 baths	1040	\$1,248,000	\$1,312,996	5.2%	23	29
21732 Virdelle Dr	Los Gatos	CA	6 beds / 3 baths	3122	\$1,495,000	\$1,559,472	4.3%	24	1
120 Saratoga Ave APT 74	Santa Clara	CA	2 beds / 2 baths	950	\$618,000	\$638,610	3.3%	25	16
14333 Saratoga Ave APT 14	Saratoga	CA	2 beds / 2 baths	1218	\$1,149,000	\$1,147,938	-0.1%	26	8
4691 Albany Cir APT 135	San Jose	CA	2 beds / 2 baths	1148	\$749,000	\$747,683	-0.2%	27	15
1001 E Evelyn Terrace #148	Sunnyvale	CA	2 beds / 1 baths	822	\$650,000	\$646,158	-0.6%	28	25

We can
RANK the
entire MLS
according
to RedFin!

“Best of Zillow & Redfin” home list

Address	City	State	Beds / Baths	Sq ft	List Price	Zestimate	Zillow Discount	Redfin Estimate	Redfin Discount	Zillow Rank	Redfin Rank	Average Rank
112 College Rd	Watsonville	CA	3 beds / 2 baths	1252	\$600,000	\$808,000	34.7%	\$814,321	35.7%	2	1	1.5
1402 Floyd Ave	Sunnyvale	CA	3 beds / 2 baths	1586	\$1,995,000	\$2,326,600	16.6%	\$2,568,242	28.7%	4	3	3.5
5491 Vassar Dr	San Jose	CA	3 beds / 2 baths	1305	\$1,200,000	\$1,382,000	15.2%	\$1,595,082	32.9%	6	2	4
507 Bevans Dr	San Jose	CA	4 beds / 3 baths	1935	\$2,200,000	\$2,413,900	9.7%	\$2,713,892	23.4%	11	5	8
2942 La Jolla Ave	San Jose	CA	3 beds / 2 baths	1248	\$1,598,000	\$1,751,000	9.6%	\$2,001,446	25.2%	12	4	8
1651 Swallow Dr	Sunnyvale	CA	3 beds / 2 baths	1524	\$2,698,000	\$2,965,300	9.9%	\$3,188,757	18.2%	10	10	10
26645 Altamont Rd	Los Altos Hills	CA	5 beds / 3 baths	3404	\$4,999,888	\$6,016,000	20.3%	\$5,681,595	13.6%	3	18	10.5
21732 Virdelle Dr	Los Gatos	CA	6 beds / 3 baths	3122	\$1,495,000	\$2,671,600	78.7%	\$1,559,472	4.3%	1	24	12.5
463 Norwood Cir	Santa Clara	CA	4 beds / 4 baths	2398	\$2,099,000	\$2,307,100	9.9%	\$2,387,389	13.7%	9	16	12.5
22400 Janice Ave	Cupertino	CA	4 beds / 3 baths	1932	\$2,980,000	\$3,248,500	9.0%	\$3,582,336	20.2%	17	8	12.5
18205 Via Potano	Morgan Hill	CA	5 beds / 6 baths	6260	\$3,499,999	\$3,967,400	13.4%	\$3,925,253	12.2%	7	20	13.5
6595 Clifford Dr	Cupertino	CA	3 beds / 2 baths	1248	\$2,200,000	\$2,407,700	9.4%	\$2,549,813	15.9%	14	13	13.5
2734 Mabury Sq	San Jose	CA	3 beds / 3 baths	1699	\$1,290,000	\$1,400,300	8.6%	\$1,555,756	20.6%	20	7	13.5
3375 Kenyon Dr	Santa Clara	CA	3 beds / 2 baths	1513	\$1,998,000	\$2,167,300	8.5%	\$2,422,697	21.3%	21	6	13.5
646 Towle Pl	Palo Alto	CA	5 beds / 3 baths	2873	\$3,800,000	\$4,128,500	8.6%	\$4,381,745	15.3%	19	14	16.5
1060 Sargent Dr	Sunnyvale	CA	4 beds / 3 baths	2178	\$2,898,000	\$3,133,200	8.1%	\$3,473,490	19.9%	24	9	16.5
14333 Saratoga Ave APT 14	Saratoga	CA	2 beds / 2 baths	1218	\$1,149,000	\$1,268,300	10.4%	\$1,147,938	-0.1%	8	26	17
3193 Calzar Dr	San Jose	CA	4 beds / 1 baths	1140	\$1,098,000	\$1,195,600	8.9%	\$1,247,880	13.7%	18	17	17.5
1999 Catalpa Way	Hayward	CA	3 beds / 2 baths	1334	\$949,888	\$1,029,500	8.4%	\$1,102,133	16.0%	23	12	17.5
1958 Limewood Dr	San Jose	CA	4 beds / 3 baths	1585	\$1,788,000	\$1,938,300	8.4%	\$2,049,390	14.6%	22	15	18.5
120 Saratoga Ave APT 74	Santa Clara	CA	2 beds / 2 baths	950	\$618,000	\$674,000	9.1%	\$638,610	3.3%	16	25	20.5
14830 Cole Dr	San Jose	CA	4 beds / 2 baths	1831	\$2,499,000	\$2,691,800	7.7%	\$2,911,971	16.5%	30	11	20.5
676-680 Colorado Ave	Palo Alto	CA	4 beds / 4 baths	1400	\$2,689,900	\$2,945,400	9.5%	\$2,616,557	-2.7%	13	29	21
4691 Albany Cir APT 135	San Jose	CA	2 beds / 2 baths	1148	\$749,000	\$817,900	9.2%	\$747,683	-0.2%	15	27	21
20311 Kilbride Dr	Saratoga	CA	4 beds / 3 baths	2501	\$3,888,000	\$4,198,300	8.0%	\$4,406,058	13.3%	27	19	23
2025 California St APT 25	Mountain View	CA	2 beds / 1 baths	768	\$598,000	\$645,800	8.0%	\$631,208	5.6%	26	22	24
1278 Arnold Ave	San Jose	CA	2 beds / 1 baths	1080	\$899,000	\$970,400	7.9%	\$1,005,040	11.8%	28	21	24.5
272 Corning Ave	Milpitas	CA	3 beds / 1 baths	1040	\$1,248,000	\$1,344,400	7.7%	\$1,312,996	5.2%	29	23	26



“Best of Zillow” combined with “Best of Redfin”

Our Home Buyer Protection Plan!

- For any home you purchase, we will make sure that you have the following provided:
 - Professional Home Inspection (\$400-\$600)
 - Professional Termite Inspection (\$350-\$400)
 - Professional Roof Inspection (\$200-\$300)
 - Professional Pool Inspection (\$250-400)
 - Natural Hazard Zone Report (\$150)
 - 1 year Home Warranty (\$600-\$700)
 - **Total: \$2,000 - \$2,500**
- If any of those items are not provided by the seller, WE will provide them to you at our own expense (up to \$2,500 in savings for you)

Our Guaranteed Home Finder Program

- We are so confident we are doing everything possible to find you a great home, we are willing to give you a guarantee...
- If we are not able to get you into contract on the home of your dreams within **45 days** of taking you on as a client, we will credit you **\$2,500** towards your closing costs when you do close a deal with us
 - Some conditions apply
(namely, you must be pre-approved if getting a loan, and you must be interested in getting into contract within 45 days)
- We are motivated and focused on finding you a home!
- Note: If you are not ready or interested in finding a home quickly, that's okay too...we **NEVER** want anyone to feel rushed

Questions to ask your potential Buyer's agent....	<u>Other Agent</u>	<u>The Simone Team</u>
How many years have you been in business?		25 years
# of buyer/seller transactions you have personally handled in the last 12 years?		250+
Are you available 24/7/365, or mostly just on weekends?		24/7
How many off-market homes for sale can you tell me about right now?		128
How many bank listings have you sold and/or helped your buyers purchase in the last 10 years?		100+
How many pre-foreclosure / distressed properties can you identify for me right now?		177
How many Vacant , unlisted homes in the county can you identify TODAY and market to on my behalf?		1500+
How many homes with liens, judgements , etc can you identify for me right now and market to?		18000+
How many homes in the County that have recently been inherited can you tell me about right now?		5000+
Do you have a direct marketing approach for finding me an off-market, discount property?		Yes
How many times have you used an online home auction to buy or sell a home for your clients?		100+
Do you use High Tech Digital targeting to locate Off-Market discount homes for your buyers?		Yes
Do you have any proprietary software or techniques to help you identify good deals for me?		Yes
Can you identify for me the current " Best Deals " on Zillow and Redfin?		Yes
Are you a member of the Top Agent Network (TAN) and can you market to all other top agents directly?		Yes
Do you have a Home Buyer Protection Plan ?		Yes (\$2500)
Do you have a Guaranteed Home Finder program?		Yes (45 days)
Do you have a Happiness Guarantee when I buy a home with you?		Yes
Do you have multiple way to ensure the Seller pays my Buyer Agent commission?		YES!

HOW OUR BUYERS WIN

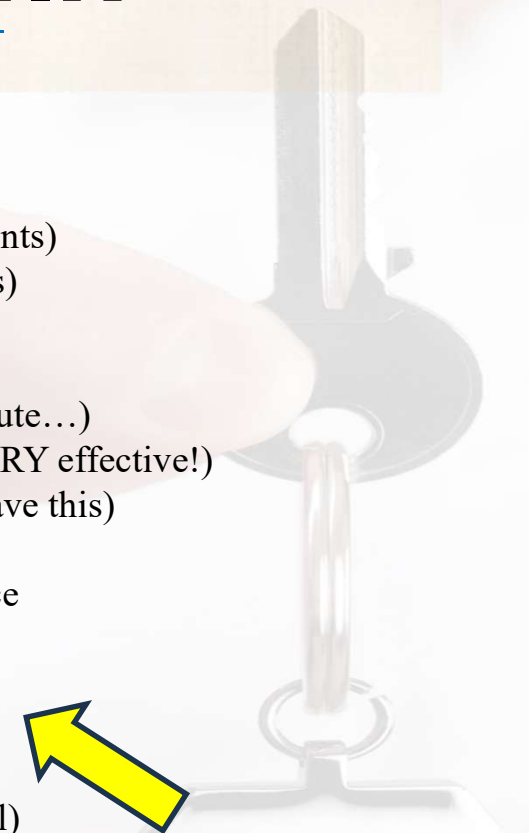
- What now?
 - Visit our Buyer-Benefits website to watch videos about each of our techniques along with success stories showing some of our buyer clients saving over 25% on their home purchases
 - Book a call for a free, no obligation Consultation
 - www.HowOurBuyersWin.com/book-a-call
 - **Note: Space is limited!**
 - Reach out to Chris Simone with questions
 - www.HowOurBuyersWin.com/ask-a-question



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