

JOANNE DELEON | 970-691-2501

HOME BUYING GUIDE





## About Me

"Are you looking to buy, sell, or invest in Northern CO real estate?" With over two decades of experience helping clients achieve their goals, I bring a wealth of knowledge and expertise to the table. I've been recognized as America's Best Real Estate Professional by Real Trends, and I'm committed to providing my clients with exceptional service every step of the way.

As a long-time resident of Ft. Collins, I know the local market inside and out. Whether you're a first-time buyer, a seasoned investor, or looking to build your dream home, I'm well-versed in all aspects of real estate. I'm also passionate about supporting the local community, and I'm involved in a number of organizations and causes, including the United Way Alexis de Tocqueville Society, CSU Morgan Society, Athletes in Action, Respite Care, and more.

When I'm not helping clients achieve their real estate goals, you can find me exploring Rocky Mountain National Park or hitting the gym for some CrossFit and weight training. I'm even a competitor in the Masters Division of The Open!

I recently published a Real Estate-minded book on Amazon, *The Concierge Mindset*, with a forward written by Larry Kendall, the founder of The Group Real Estate. Be sure to join me on social media, where I share informative ideas to keep you informed on the latest market trends and real estate news.

Ready to get started on your next real estate journey? Visit my website and learn more about my services. I look forward to meeting you!"

## What My Customers Are Saying...

"Joanne provided my wife and I unprecedented personal service and with expert knowledge and timely responses when communicating, especially during critical times. Cannot say enough about her. Would use her again for real estate matters and also recommend her to others!" - **Steven & Joan P.**

"Joanne was great from day 1. She listened to our needs and showed us houses that fit our price range and our family. She works very well with military issues like moving from overseas and using a VA loan. Would definitely recommend her to anyone." - **Robert & Mariah G.**

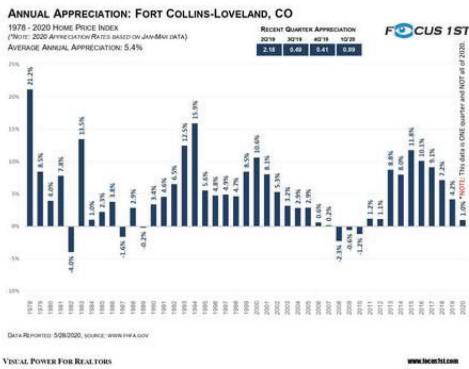




# Pricing

# FOCUS1ST

I use a world class pricing software to help visually show you how to price your home.



## FOCUS1ST

### The Odds of Selling Your Home!

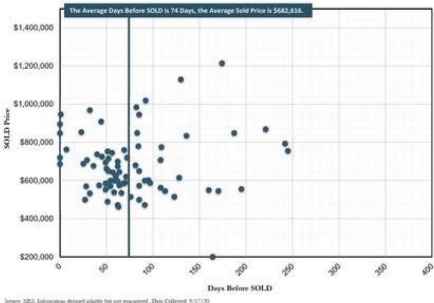
Highland Meadows (Windsor)



## FOCUS1ST

### 2019 - The Time to Sell Your Property!

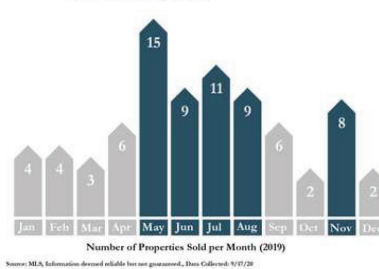
Highland Meadows (Windsor)



## FOCUS1ST

### The Best Time To Sell Your Home!

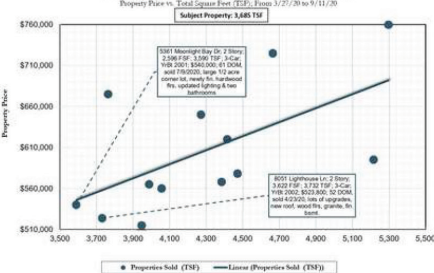
Highland Meadows (Windsor)



## FOCUS1ST

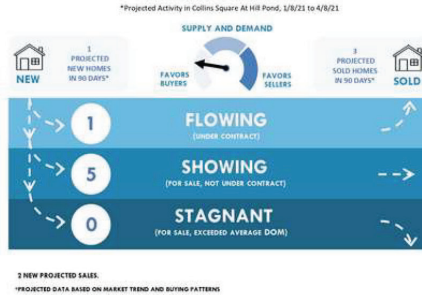
### Properties Sold (TSF), Highland Meadows (Windsor)

Property Price vs. Total Square Feet (TSF), From 3/27/20 to 9/11/20



## THE REAL ESTATE POND

\*Projected Activity in Collins Square at Hill Pond, 1/8/21 to 4/8/21



# REAL SCOUT

Hi Joanne,  
 We've notified Judy & Mark Lafferty about this new match.

Manage Alert

Hi Judy & Mark,  
 Here is a home that meets your needs. Situated on a cul-de-sac, 2933 Spring Harvest Ln is a Ranch style home that features hardwood floors, a main level bedroom, and an open floor plan.



\$467,900 NEW LISTING  
 2933 Spring Harvest Ln, Fort Collins, CO 80528  
 3 Bd | 2.0 Ba | 3,068 sqft | 4,950 sqft lot

#92958 • New on site

View Details

VIEW 1 MATCH

You can receive text notifications when your clients send you messages.

SET UP TEXT MESSAGES

Questions or comments? Contact support@realscout.com

SENT AT 2020-12-10T15:09 UTC



# Purchasing Plan

- Fill out Joanne's Buyer Interview
- Get set up on Real Scout
- Lender Referrals
- The Source Property Management Referral (Invite to Wake Up Money Class)
- Discuss Earnest Money
- Discuss Title Work
- Discuss HOA's
- Discuss Metro Districts
- Discuss Appraisal
- Discuss Settlement Statements
- Discuss change of Utilities
- Discuss Closing Documents and Funds required at Closing
- Discuss Final Walk Through - Builder Walks
- Fill out Joanne's Fun Facts at Closing - to keep in touch with Real Estate News and set up Yearly Reviews





## Testimonials



"Joanne was such a blessing to us in buying our first home. We had literally no idea what we were doing when we started, and Joanne walked us through every step of the home buying process and ultimately helped us navigate purchasing a newly built home. She was available to communicate to us at flexible hours of the day and night, and her long-time expertise in real estate was evident as she went to bat for us in handling communication with our home builder, and helping us to find the perfect mortgage broker/rate. We felt incredibly taken care of by Joanne, and I could not imagine using any other real estate agent in the future. She truly cares about each of her clients and made us feel like we were her highest priority (but I know she makes everyone feel this way!). Thanks so much, Joanne." - Maria Jarecki



"Joanne went above and beyond to ensure our home sold as quickly as possible. With staging, professional photos, and an appraisal all done before listing, we were able to go under contract in the first week. We really felt taken care of and so relieved to have her in our court!" - Beth Bruno



"Joanne's knowledge and experience is invaluable. Great communication." - Wade Darrow

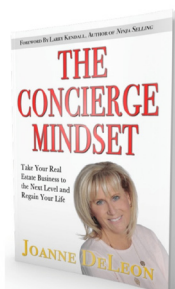


"We've bought and sold 5 homes using Joanne and she is without question the most talented and hardworking agent we've ever known. We've referred several people to Joanne and they speak as highly. We will never use another agent for any home purchase or sale. Her moral compass and business ethic is beyond 5 stars." - Michael & Karen Douglas



"I received great and very professional and personalized attention from Joanne DeLeon. I bought my condo from her 9 years ago and was greatly satisfied. If anything, her service is even more refined and top notch with the sale of my condo two weeks ago! She had it sold in five days after listing. Thank you Joanne!" - Susan McDougall

*Author of The Concierge Mindset, Amazon Books. Forward by Larry Kendall, Founder of The Group Real Estate.*



# Now That You're Ready to Make an Offer

## Review & Complete the Following:

- Broker Disclosure
- Buy/Sell Contract or Builder Contract
- Closing Instructions
- Lead Based Paint Disclosures if home was built before 1978
- Seller's Property Disclosures
- Source of Water Disclosure
- Square Foot disclosure after professional floorplan is drawn
- Affiliated Business Disclosures for The Group Real Estate
- WireFraud Disclosure
- Fort Collins Occupancy Disclosure



## Joanne DeLeon

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