

Table 1

	Address	Represented	Key Notes
	1195 Fuller Glen, Chattanooga TN	Buyer	Acquired for \$22,900 below asking
	970 Gibson Meadow, Chattanooga TN	Buyer	Beat out a higher offer with better terms
	1140 Chippewah Chattanooga TN	Buyer	Beat out 5+ offers with terms and persistence
	1100 Maple Tree Chattanooga TN	Buyer	Out of town clients on a clock
	503 Carden Rossville GA	Buyer	Inexperienced 1st time home buyer
	605 Georgian Way MT. Juliet TN	Buyer	Acquired for \$14,900 below asking
	9338 Wyndover Ooltewah TN	Buyer	Negotiated free 5 year warranty for my clients
	2533 Woodthrush Chattanooga	Buyer	Aquired for \$4K below asking
	0 Hendon RD Graysville TN	Buyer	Out of town clients on a clock
	1750 Martin Springs Pittsburgh TN	Buyer	Acquired for \$61,000 below asking
	7889 Townsend Road	Buyer	Small land deal
	828 Ave J13 Lancaster CA	Buyer	1st time home owners
	17025 Grand Santa Clarita CA	Buyer	Out of town clients on a clock
	18797 Big Cedar Santa Clarita CA	Buyer	Out of town clients on a clock
	26940 El Camino Tehachapi CA	Seller	My investment property
	1730 Santee River Placentia CA	Seller	Sold for \$41,000 over asking
	17723 Tulsa Granada Hills CA	Buyer	Successfully secured clients dream home
	32014 Farnese Pearblossom CA	Seller and Buyer	Seller relocating and 1st time buyer
	7011 Geyser Reseda CA	Buyer	1st time home buyers
	23708 Aspen Meadows Valencia CA	Seller and Buyer	A juggling act executed to perfection
	3948 Savannah Piru CA	Buyer	1st time home buyers
	13759 Hartsook Sherman Oaks CA	Seller	Clients downsizing
	18103 Erik Ct Canyon Country CA	Buyer	1st time home buyers
	18212 Lassen Northridge CA	Seller	Sold for \$10,100 over asking

