



Getting your home SOLD | Vincent Garfield, Realtor



**Vincent C. Garfield, Realtor and
Property Manager**
CDPE, CRS, ABR, BSHA, PMC

Cell: 702-682-7307
vincentlv1@gmail.com



Personal Mission Statement

My Mission in life is...

...to provide superior quality service to my clients, while demonstrating a high level of personal integrity and honesty

...to follow my passions each day wherever they lead me

...to be a valuable source of information and inspiration to those who seek it

...to gain confidence every day in my ability to meet life's adventures

...to live each day with curiosity, always being the student

...to find the adventure in everyday and enjoy it to the fullest

...to be profitable in my business and my investments

...to live a balanced life

...to passionately love the ones I love

...to keep my body in top physical condition

...to live in harmony with the unseen order of things



QUALITY OVER QUANTITY

2018 YEARLY STATISTICS

LIFE Realty represented over \$240 million in sales for 2018.

Ranked 21st out of 1,100+ active brokerages throughout the valley.



NUMBERS DON'T LIE

SALES VOLUME AVERAGE PER AGENT

- LIFE Realty's Per Agent Average for 2018 is \$2,857,142
- Signature Real Estate- Per Agent Average was \$1.9M
- Realty ONE Group - Per Agent Average was \$2.1M & 2.3M
- Urban Nest - Per Agent Average was \$2.3M
- BHHS - Per Agent Average was \$2.4M
- Simply Vegas - Per Agent Average \$2.7M

INDIVIDUAL RANKINGS FOR 2018

- | | | |
|-------------------------|-----------------------|---------------------------|
| • Rob Morganti - 22 | • Roger Ayala - 50 | • Nancy Chen - 88 |
| • Michelle Burke - 209 | • Corey Toushin - 218 | • Rochana Ghafouria - 390 |
| • Patricia Linson - 621 | • Mary Baca - 749 | • Brad Wolfe - 846 |
| • Sal Martines - 890 | | • Vincent Garfield - 920 |

*Out of 16,030 Agents in GLVAR (as of 6/5/19)

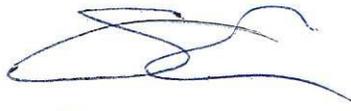
Vincent Garfield | S.0051757

CERTIFICATE of EXCELLENCE

LIFE Realty presents this certificate to

VINCENT GARFIELD

3rd in sales volume in 2018, \$6,794,795

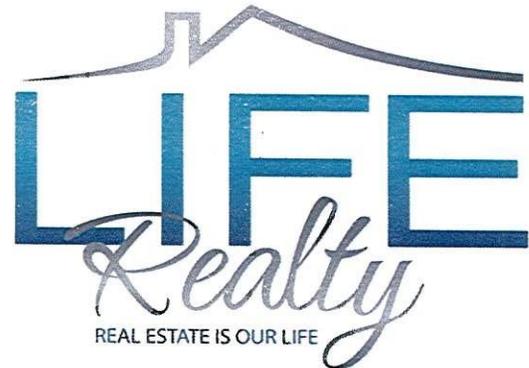


Sean Evenden



Roger Ayala

“When you have had a taste of excellence, you cannot go
back to mediocrity.” — Maximillian Degenez



RE/MAX[®]
HALL OF FAME



Vincent C. Garfield

Dave and Gail Liniger, along with the entire RE/MAX leadership team, truly appreciate your dedication to real estate and the exceptional results you have achieved. You have helped build the foundation for the RE/MAX network's success in both your community and around the world.

Dave Liniger

Dave Liniger
Chairman of the Board and Co-Founder
RE/MAX, LLC

Gail Liniger

Gail Liniger
Vice Chairman of the Board and Co-Founder
RE/MAX, LLC

2013





Council of Residential Specialists

an affiliate of the NATIONAL ASSOCIATION OF REALTORS®,
has designated

Vincent Garfield

Certified Residential Specialist®

Signifying commitment to the real estate profession
through advanced training and experience

Ingrid Glancy

President, Council of Residential Specialists

Wendy Cottrell

Chief Executive Officer



This certificate is the property of the Council of Residential Specialists and
must be returned to the Chief Executive Officer upon termination of membership.





REBAC

Be It Known To All Here Present That

VINCENT GARFIELD

Having Successfully Completed The Designated Curriculum,
And Having Satisfied The Practical Experience Requirements

Is Hereby Awarded The

Accredited Buyer Representative (ABR®) Designation

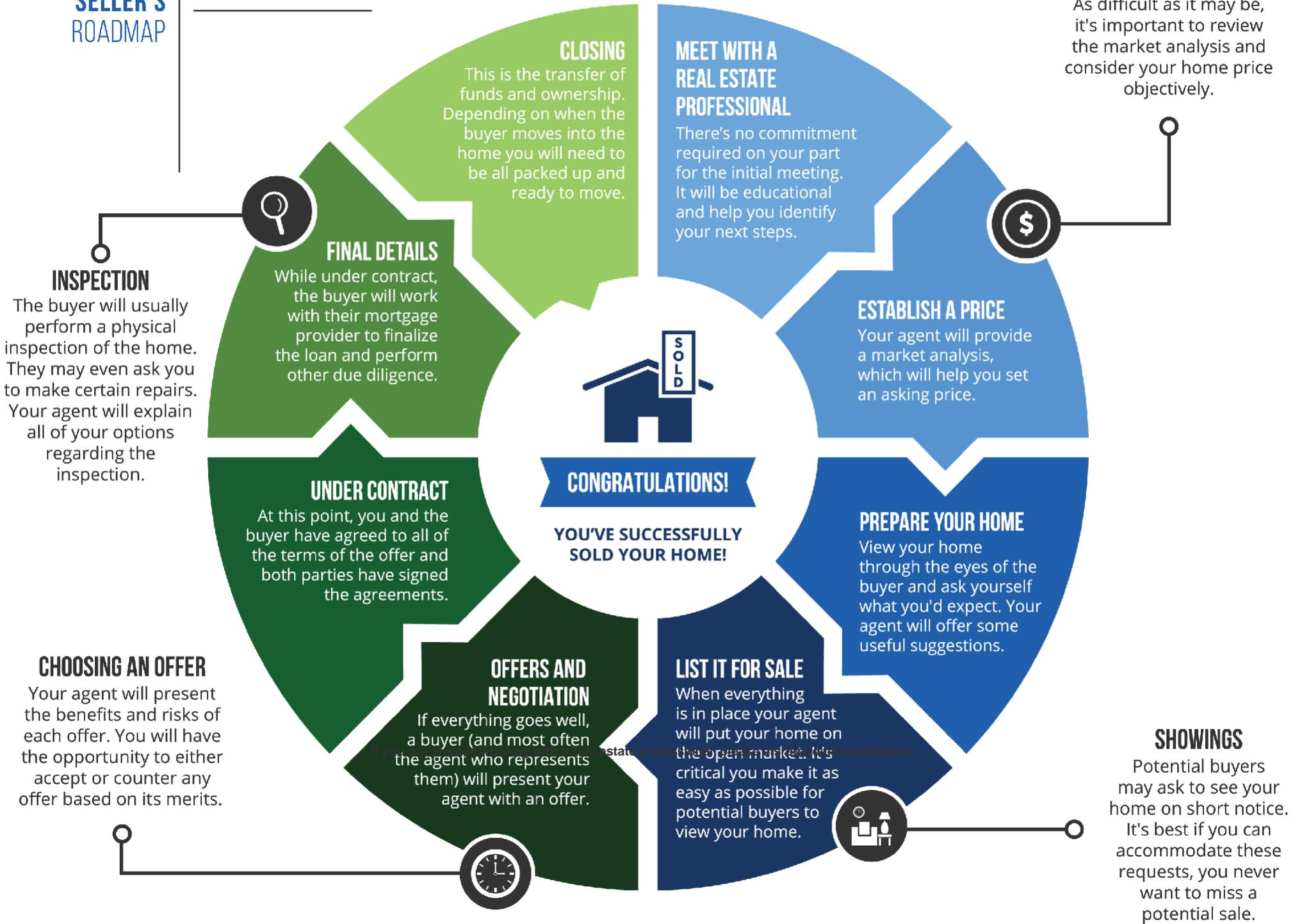
by The Real Estate BUYER'S AGENT Council, Inc.
of the NATIONAL ASSOCIATION OF REALTORS®

A handwritten signature in dark ink, appearing to read 'Terrence M. McDermott', is written over a horizontal line.

Terrence M. McDermott, President and CEO
Real Estate BUYER'S AGENT Council, Inc.



THE SELLER'S ROADMAP





*Not all Properties appear on all Websites

Seller's Property – Showing List

-  *Remove keys, credit cards, checks and cash.
-  *Lock up anything that contains personal information including letters and bills, ID badges, address books and family notes and schedules on the refrigerator or a bulletin board.
-  *Remove or lock up valuable such as jewelry, furs, crystal, small electronics, laptops and valuables collectables.
-  *Remove or lock up firearms and ammunition, knives and other weapons including knife blocks on kitchen counters.
-  *Lock up prescription drugs.
-  *Remove family photos, particularly of children.
-  Repair items like a loose banister and remove obstacles that could cause a fall.
-  Make arrangements to remove or secure pets during showings.
-  Consider extra security or monitoring for the period that the property is on the market.
-  After a showing, do a walk-through to check that doors and windows are locked, no items are missing and nothing has been damaged.
-  Don't show the home on your own if prospects or another agent comes to the door.
-  Warn children not to open the door to strangers.
-  Place a "Not for Rent" sign in the window of a vacant property to prevent rental fraud.
-  Review Homeowners insurance coverage.

*** These items should be out of sight during photographing and filming for virtual tours posted on the internet.**

Visit us at – www.vegashomes1.com

****GETTING YOUR HOME READY****

Clean! Clean! Have the carpet shampooed & wax the floors, wash the walls, windows, blinds, drapes, and lighting fixtures. Consider engaging a cleaning service, recognizing that it is a justified moving expense.

KITCHEN AND BATHROOMS - Clear off counter tops. Leave your canisters and little else. Maximize the available counter space. These rooms should be gleaming. If unsightly, have the tub re-caulked and remove mineral deposits and grime from the shower walls. Clean the stove, microwave, and refrigerator.

PRIMARY STORAGE AREA - Like the garage, its time has come to be liberated. Remember you can do it now and benefit with a more attractive home on the market, or you can do it several months from now, in the process of moving when there is no advantage. Do it now.

REPAIRS - Identify and repair dripping faucets, sticking or creaking doors, etc. When people see areas of disrepair, they begin to wonder whether there may be other unseen problems.

CLOSETS - Remove out of season clothing. Organize your clothing and the shoes on the floor. Remove all clutter from cabinets and closets.

A LIGHT APPEARANCE - As a rule, do everything to lighten the appearance of the home. Raise the blinds, open the drapes, and use light colors. Repaint any room beginning to look shabby. Walk the property with a pad and pencil. List anything that you think is less than satisfactory without regard to cost or time. You can review the list afterwards to determine what you can and can't repair.

THE HOUSE - Take a close look as you walk the property. Clean anything that looks unkempt or dirty; repair or replace anything that looks loose, dingy, rusted, or broken. Make sure the doorbell works. Replace a tired looking mailbox; clean the exterior light fixtures and wash the windows. Try to spot hanging or rusty gutters, loose shingles, or tiles.

THE YARD - Turn and weed the beds; trim the trees and shrubs. Lay in ground cover. Mend the fence, fix the gate latch. Pick up litter. Consider a landscaping/lawn service.

FRONT ENTRY - It's the first thing your buyers see as they stand and wait for the door to open. It's worth the extra effort to spruce it up.

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****PREPARING FOR A SHOWING****

HOMES TEND TO SELL MORE QUICKLY AND FOR HIGHER PRICES WHEN THEY SHOW THEIR BEST!

It's very important that your home shows well. We're also aware that it can't always be perfect. After all, you and your family must live there, too. Develop a routine that will allow you to pick up and be prepared to show within a reasonable period without duress – a 45-minute countdown, for example. This means that certain things must be done in advance. For example, beds should be made up first thing in the morning and dirty dishes placed in the dishwasher after use so that you needn't rush around tending to this matter at the last moment. This way, you can prepare for each showing in an organized, un-hassled routine.

BEFORE EACH SHOWING...

PICK UP EVERY ROOM - Check counters, floors, halls, and stairs. Straighten up or remove newspapers, magazines, mail, toys, clothing, recreation gear, snacks, glasses, and dishes.

TURN ON ALL LIGHTS - Even those in closets and storage rooms. Electric lights have an amazing effect of creating an illusion of light, airy and larger spaces.

OPEN ALL DRAPES, SHADES, AND BLINDS - Do all that you can to create a bright and light ambiance. In the BEDROOMS, make up the beds, neatly and attractively, early in the morning. This is a job you don't want to have to do when you learn that the buyers will be there within the hour.

THE KITCHEN - Be sure all counter tops are clear and "squeaky clean." Wipe down appliances. Be sure all dishes are in the dishwasher or clean and put away. The sink should be clear and clean.

CLEAN AIR - Keep air fresheners in closets, bathrooms, and kitchen. Be especially careful to keep kitchen odors fresh: coffee brewing or a cinnamon coffee cake baking in the oven has a lasting, inviting effect.

MUSIC, MUSIC, MUSIC - Perhaps you can't have something baking in the oven every time, but soft, pleasant background music may be very effective.

THE ENTRYWAY - It's the first and last impression that your buyers will have of your home. Make it a good one! Check it regularly for sharpness.

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****THE SHOWING****

The agent has called in advance, and you have made your last-minute preparations as indicated in "Preparing for a Showing."

RELAX - There is nothing more to do. Pick up a magazine while you are waiting. Try to be understanding: the agent may have several home showings scheduled, and he or she may be a bit early or late. It's very difficult to be perfectly precise.

THE DOG - Keep Fido away. Pet lovers will be distracted by your fun pet. For those who do not have pets, it may be bothersome.

CHILDREN SHOULD BE SEEN AND NOT HEARD - This is a new experience for the kids. Naturally, they are excited, but they will disturb the professional flow of the showing. Ask them to remain away from the agent and buyers, to go outside, or to watch TV.

DING DONG - Answer the door as you would for any welcome guest. The agent will take care of the introductions. If there is a situation that needs mentioning, perhaps a sick child in the second bedroom, do so now. You may invite the agent to begin showing the home and then you may excuse yourself.

LOW PROFILE - Discreetly remain away from the buyers. As helpful as you wish to be, your presence will be intimidating. They need to be able to discuss the home freely with one another, and the agent needs to learn from the buyers how they are responding to your home. Your presence can limit that free communication.

WHAT SHOULD YOU DO? - Read a magazine; watch a TV program; take a walk outside; continue with a chore. Pick a room and settle down. When they stop to preview that room, you may leave, but it's not necessary. After all, they don't want to feel that they are chasing you around the house. If there's a room that you should try not to be in, it would be the kitchen since buyers generally spend more time there as they evaluate appliances, counter space, cabinets, etc.

CONVERSING WITH THE BUYERS - If you are asked a question about the neighborhood, school, etc., answer pleasantly. However, **avoid be-coming in a** conversation. Questions regarding terms of sale should be referred to the agent. If the agent is a cooperating broker and does not have the answers, advise him or her that I, your agent, will contact them.

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JUST LISTED



JUST LISTED

8967 Drummer Bay Avenue Las Vegas, Nevada 89149
4 Beds • 3 Baths • 2,037 Sq. Ft.

WANT TO BE NEAR... Shops, Restaurants and Both Freeways!!! Well welcome home to this lovely 4 bedroom, 2.5 bath located in a Gated Community, w/walk-
ing distance to a park/playground and community pool. Upgrades include: Open
floor plan w/ large kitchen w/ 42" soft closing cabinets, Granite Counter Tops,
Stainless Steel Appliances, Easy maintenance tile downstairs, all bedrooms have
walk in closets & Amazing Mountain and STRIP Views, AMUST SEE



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Henderson, NV 89052
"The District"
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8967 Drummer Bay – Las Vegas, NV 89149

Special Features

- Walking distance to Shops, Restaurants and access to 95 and 215 Freeways
- HOA maintains front yard
- Gated Community with a community pool and park/playground
- Amazing Strip and mountain Views from backyard and upstairs bedrooms
- Beautiful, large backyard with artificial turf, pavers, drip system and gas line for BBQ
- Easy maintenance tile downstairs and bathroom floors upstairs
- 4 Bedrooms, all with walk in closets
- Open floor plan with beautiful upgraded kitchen
- Granite counter tops
- 42' soft closing cabinets
- Stainless steel appliances
- Ceiling fans in the great room and master bedroom and pre-wired for fans in the other bedrooms
- Stunning paver driveway that flows to entry
- Increased height for the garage door



Just Sold Homes:



8967 Drummer Bay
SOLD IN 2 WEEKS



2420 Enchantment Circle
SOLD FULL PRICE



274 Sweet Jewel Street
**SOLD IN 4 DAYS,
OVER LIST**



2915 Imperial Purple Court
SOLD IN 2 WEEKS



5623 Tallard Court
**SOLD OVER LIST
PRICE**



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Closing day



This is the big day!

I'll answer any questions, and verify the closing paperwork matches our contract.

- Bring your identification
- Everyone who is selling the property must be present. If this is not possible let me know in advance.
- You will need to bring bank information to wire you proceeds to your bank.
- CONGRATULATIONS we've SOLD your home!

Ready to get Started?



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LIFE Realty 2225 Village Walk Dr. Ste. #200, Henderson, NV 89052

