

Residential – Property Management - Investments



Welcome to Las Vegas

Las Vegas is more than just the gaming and entertainment capital of the world. Within the last decade our city have added sports, major companies, beautiful neighborhoods, world class golf courses, great outdoor activities, convenient amenities, Formula 1, and the list goes on. It has unlimited potential so let me assist you with owning a piece of Las Vegas!



INTRODUCING

TAMMY TRUONG

Broker Lic #058706 | PM Lic #0165058



My Story!

TAMMY TRUONG BROKER/PROPERTY MANAGER

With over 21 years' experience as a top realtor in Southern Nevada, I have in-depth knowledge of the local real estate market, including trends, prices, and neighborhoods. As a dedicated full-time real estate professional with uncompromising standards, I am committed to providing you with exceptional services. Whether you are purchasing your dream home, selling a property, or venturing into real estate investment, these decisions will likely have a significant impact on your life. The crucial element to your successful transactions depends on hiring the right professional, such as myself. You'll have the confidence of knowing all your transactions will be completed professionally and efficiently. Regardless of market conditions, buying and selling a home is complicated, but I am here to help make the transaction smooth. Las Vegas is dynamic and constantly changing. For those reasons, your best interest is to have guidance from a proven professional representative like me.



My goal is to assist sellers, buyers, and investors to meet their financial goals selling/buying properties in the quickest time possible during any market condition. Thank you for the opportunity to be your personal Las Vegas Realtor ®.

Experiences:

- Representing SELLERS, BUYERS, and INVESTORS
- Successfully built portfolios for investors
- Property management
- Market analysis for seller, buyers, and investors
- REO and foreclosures properties
- Short sales specialist
- Proud member NARPM, LVR, REALTOR® associations

Coldwell Banker International, Multi-Million Dollar Producer
Re Max President club
Named Top 25 Asian Agents in Las Vegas
Women Council of Realtors Entrepreneur of the Year (2011)
HUD Listing agent 2010-2015



Seller Services

TOP DOLLAR is my priority.
I will get the best possible outcome for any property you want to sell based on many aspects of your situation.



Here is a partial list of points I do for every potential sale:

- Evaluate the unique circumstance and reasons you are selling.
- Research the local real estate market to provide you with a competitive analysis and determine the asking price.
- Determine the KEY selling points, necessary repairs to be made.
- Advise you on organization, clean up clutter or stage home if needed.
- Screen all buyers previewing your home for qualifications.
- Coordinate media and prepare marketing resources. (Open Houses, flyers, websites, etc)
- Present and review offers to help you choose your best buyer.
- Open escrow and coordinate with title company
- Follow up with lenders to make sure buyers loans are on time.
- Order HOA and disclosures.
- Due diligence of buyer from home inspection, appraisal, and disclosures
- Negotiate on repairs or concessions.
- Make sure all required documents are in and closing is on time..

What sellers normally pay for but all can be negotiated between buyers and sellers depending on market condition.

- HOA demands, CIC, resale packet, transfer fees
- Master plan , SIDS/LIDS
- Home warranty
- Title Insurance
- Escrow fees
- County transfer tax
- Repairs



KEY RESPONSIBILITIES

Seller or Buyer

Benefits for you !

I'm not just an agent, I am a Broker and property manager so I have extensive experiences to assist and analyze every scenario to assist you with all your real estate needs and come up with a valuable solution that's with your best interest. Having a knowledgeable and professional Realtor is crucial in your real estate journey, it's a team effort on both sides of the transaction so if need to, I have the experience to guide the other side to complete and close the transaction in a timely manner.

Negotiation Power:

I have negotiation skills and experience critical in getting a favorable deal. Besides negotiating the price, terms, and conditions of the sale, I often strategize and negotiate several other aspects whether I'm writing an offer or countering on your behalf. These can be crucial in making a real estate transaction. Also ensuring that your interests are well-protected.

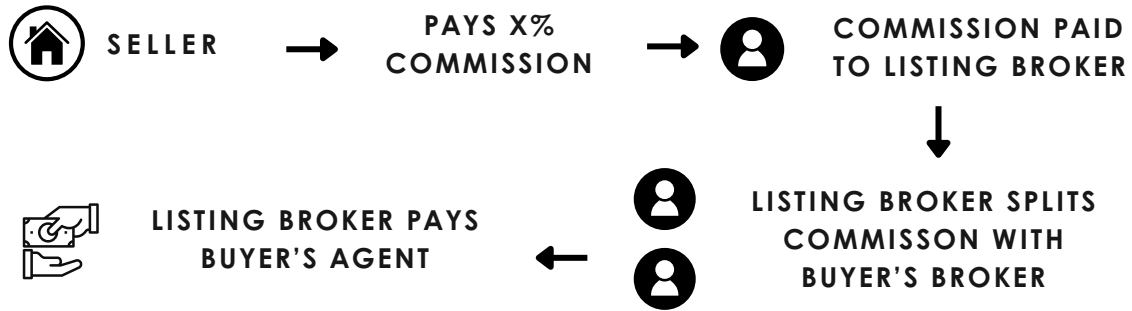
Here's a rundown of these additional aspects:

- **Agrees on price, terms, and condition.**
- **Closing Date:** the closing date to align with your schedule or financial planning, including coordinating with your moving schedule, lease end, sale of your current home, or availability of funds.
- **Contingencies:** crucial contingency clauses, including home inspection, financing, sale of current home, appraisal, and others.
- **Repairs and Credits:** Based on the home inspection, repairs or credits are negotiable
- **Inclusions and Exclusions:** Negotiating which fixtures or personal property are included or excluded from the sale.
- **Rent-Back Agreement:** If the seller needs more time to vacate, a rent-back agreement can be negotiated.
- **Closing Costs:** In some cases, I negotiate for the seller to pay a portion or all of your closing costs.
- **Home warranty:** Negotiate who pays for home warranty
- **Escalation Clauses:** In a competitive market, I may add escalation clauses for your best interest.
- **Earnest Money:** Negotiating the amount of earnest money deposit
- **Title and Survey:** Ensuring clear title and negotiating who pays for title insurance and fees.
- **Closing Location and Time:** Sometimes, I can negotiate the location and time of the closing to make it more convenient for you.

Coordination of the Purchase Process: I coordinate the extensive transaction process, organize inspections, ensure deadlines are met, and act as the liaison with other professionals involved in the transaction like mortgage brokers, attorneys, insurance agents, title companies, and home inspectors.



TRADITIONAL COMPENSATION MODEL:



Note: the buyer is not directly involved in the financial transaction between the seller and the agents.



*****It is important to note that with the recent changes, there will be some circumstances where a seller will opt out of offering compensation to the buyer's agent, here are a few scenarios and solutions to consider:**

ALTERNATE COMPENSATION MODELS:

1

Negotiating Commission with the Seller:

If we encounter a listing that is NOT offering a commission to buyer agents, and you still want to consider the property, one approach I can take is to negotiate with the seller or the seller's agent to include my buyer's agent commission in the terms. This can be part of the overall negotiation process when making an offer on the property.

2

Adjusting the Purchase Offer:

Another strategy could be to adjust the purchase offer to indirectly cover the commission. For example, if the home is listed for \$300,000 and the typical commission would be \$9,000, we could offer \$309,000 with the condition that the seller pays a \$9,000 commission to the buyer's agent. This way, the net to the seller remains the same and your commission obligations are rolled into the overall price of the home.

3

Seller Concessions:

A seller concession is an agreement where the seller agrees to pay a portion of the closing costs on behalf of the buyer. This can include various fees associated with purchasing a home, such as loan origination fees, appraisal fees, points, etc, reducing your upfront out-of-pocket expenses, potentially making the home purchase more affordable to account for direct pay commission obligations.

4

Buyer Pays Commission Direct:

In cases where the seller refuses to pay the buyer's agent commission, and it cannot be built into the purchase price, you as the buyer may be responsible to pay the commission directly. This would be something we'd discuss and agree upon before moving forward on a property and it will be stipulated in our buyer's agency agreement.

OR ANY COMBINATION OF THE ABOVE

UTILITIES & COMMUNITY RESOURCES

ELECTRICITY

NV Energy
www.nvenergy.com
(702) 402-5555

GAS

Southwest Gas Corporation
www.swgas.com
(877) 860-6020

WATER

Las Vegas Valley Water District
www.lvwwd.com
(702) 870-4194

North Las Vegas Water Department

www.cityofnorthlasvegas.com
(702) 633-1275

City of Henderson Water

www.cityofhenderson.com
(702) 267-5900

TRASH

Republic Services of Southern Nevada
(702) 735-5151
www.republicservices.com

SEWER

Las Vegas City Sewer Department
www.lasvegasnevada.gov
(702) 229-1289

CABLE/TELEPHONE

Cox Communications
www.cox.com
(702) 383-4000

Century Link

www.centurylink.com
(866) 304-6820

DEPARTMENT OF MOTOR VEHICLES

8250 W. Flamingo Rd., Las Vegas, NV 89147
2621 E. Sahara Ave., Las Vegas, NV 89104
7170 N. Decatur Blvd., North Las Vegas, NV 89131
1399 American Pacific Dr., Henderson, NV 89074
www.dmvnv.com
(702) 486-4368

NOTES

As a member of the Las Vegas Realtors Association REALTORS®
I will accurately provide you with local information on
utilities, zoning, schools, and other resources.

Preferred Vendors:

AC VETS AC and heating	702-330-9531
Fresh Start Services Adolfo	702-283-3302
Elite Property Inspections	702-379-5474
Eclipse Blinds Shirley	702-506-1817
Greenspace Landscaping Alfredo	702-427-3736
Tonis Garage Door	702-463-9075