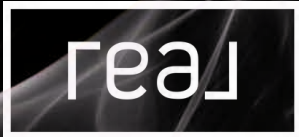


**TRUSTED** **SELL**  
**BUY** **AND**  
**INVEST**

**FIND OUT WHY HUNDREDS  
HAVE HIRED US & WHAT  
THAT MEANS FOR YOU**

*Where you are cared for like our own Family*



**CELL - (940) 372-0044  
TEAM@OPENSHAWREALTY.COM  
WWW.OPENSHAWREALTY.COM**

## WHO IS KIRSTINE OPENSHAW?

Who am I? I'm a Top Realtor with a British twist, I catapulted into Texas back in 2006, a singular suitcase and dreams in tow, ready to paint the town with my signature success. Literally seeking that true American Dream in the Land of Opportunity! Fast Forward to today & not only did I succeed in making it a reality for myself but for several hundred happy Clients now too!

Today I'm gratefully in the top 0.5% of the DFW real estate game, outshining a whopping 60,000 local area agents! I'm a regular star on Fort Worth Magazine's prestigious Top Realtors List, and hailed as the Icon Agent with my Brokerage not once, but twice. Yes, I do have a knack for leaving my fabulous mark by Selling Homes to & for our wonderful Clients! I do disrupt the industry in all the best ways, mostly setting record highs for our Sellers & getting screaming deals for our Buyer Clients too!

But, let's talk passions – my heart flutters for horses, in the barn is where you'll find me recharging. And speaking of hearts, let's talk about my very own heart warrior & his little brother – my two IVF miracles. One, a brave little lad named Lincoln, took on the world with Hypoplastic Right Heart Syndrome (HRHS). That's not all – my second bundle of joy, Quinton, has his own NICU tale to tell. We emerged stronger, loud advocates for CHD awareness, wearing our CICU & NICU journeys like a badges of honor.

My love for travel and zest for life have taken me places and it's not just all over DFW selling homes! I've journeyed through continents, soaking in cultures like a fabulous steaming cup of tea! So if you're looking for a worldly experience, not just the mediocre with the average agent, trust me, I've got the magic potion! **I believe you deserve the extraordinary!**

My passion for selling Real Estate comes from my own terrible experiences selling & buying homes before my time as a licensed Agent, so I feel your pain as I have been there myself. We've moved our family 5,000 miles from the UK to Texas - so we understand moving! Every Client & every sale means the world to me & we consider you friends & part of our adopted Texan Family. We're excited to get to know & help you!



# We Do What We Believe

We believe you deserve to be treated & advised like we would do our own Family.

We believe that you deserve to...

- Make Top Dollar from your home sale
- Buy a Home at the BEST PRICE
- To sell / Buy quickly in order to achieve your goals
- To do so without unnecessary stress, drama or disappointments
- Not do all the work by yourself

...Thankfully you found us because that's exactly what we make a reality for you!



real **OPENSHAW**  
REALTY GROUP

*Kirstine  
& Team*

**KIRSTINE OPENSHAW**

# RESUME

Team@OpenshawRealty.com  
www.OpenshawRealty.com  
(940) 372-0044

*"Top Dollar, Quick Sale, No Stress"*

I SELL **98%** OF HOMES LISTED

ON AVERAGE I GET **104.2%** OF ASKING PRICE

I SELL OVER **50** HOMES PER YEAR

OVER **87%** OF MY CLOSED SALES COME FROM REFERRALS



**TOP 1% OF EXP REALTORS**  
of 89,000 Agents eXp Realty

**TOP 1% OF DFW REALTORS**  
DFW Texas NTREIS MLS

**#28 TEXAS EXP AGENT**  
Out Of **2,762** eXp Agents in Texas

**TOP REALTOR**  
Fort Worth Magazine

**TOP 200 AGENT**  
DFW Agents - Real Producer

**TOP REALTOR**  
Real Producers Magazine

**DFW CERTIFIED MENTOR**  
LPT & EXP Realty

**ICON AGENT x 2**  
eXp Realty Production Award

**RELOCATION EXPERT**  
All 50 States & International

**DIVORCE SPECIALIST**  
DFW Texas

**CERTIFIED LUXURY AGENT**  
Premier Luxury Marketing Consultant

**CASH OFFER CERTIFIED**  
DFW Texas Representative

**EXPIRED LISTING EXPERT**  
DFW Texas

**NEW CONSTRUCTION EXPERT**  
GLIC Certified



# CASH

## SALE SPECIALIST

In some situations a Cash Offer is the most ideal sale. We have a fully vetted list of true cash buyer investors both Locally & Nationally that are available to purchase our Clients homes to assist with quick sales. **What does this mean for you, how can this help you sell your home?**

**Some of the benefits our past Clients have had through this service are;**

- PRE-FORECLOSURE
- DIVORCE SALE
- DEFERRED MAINTENANCE
- INHERITANCE HOMES / ESTATE
- NO SHOWINGS
- NO INSPECTIONS
- NO APPRAISAL REQUIRED
- NO STAGING
- NO PHOTOGRAPHERS
- NO NEGOTIATING
- FAST CLOSING
  - 7 - 45 DAYS

# EXPIRED

## LISTING SPECIALIST

When hiring your next Realtor, proper research is critically important to ensure you don't hire the **Wrong Agent Again**. You've already been on the Market once, You've already waited for an Offer, You've had the empty promises already... now its time to hire the **Right Agent like Me** & actually get it sold. **Fortunately for you, you have found us!**

We do what we believe & frankly you should understand that we believe **YOU DESERVE** to get **Top Dollar** for your Home & **YOU DESERVE** to sell quickly & without stress, **YOU DESERVE** to achieve your goals.

**Our 104.2% List to Sold Price Ratio Average** speaks for itself, our Testimonials & Large number of previous happy client referrals proves that we deliver on our promises of getting homes sold quickly & for Top Dollar.

Expired Listing numbers are increasing rapidly with Interest Rates increasing & Buyers interest wavering due to Market Conditions. It is critically important, now more so than in the last several years to position your home strategically in the most Active Buyer's Price Bracket & Target them with the most influential Marketing.

**OPENS****HAW**  
**REALTY GROUP**

# RELOCATION

## SPECIALIST

Our team boasts a well-qualified network of agents across all 50 states, Canada & the UK, guaranteeing our relocating clients access to top-notch assistance no matter where they move to. If you're relocating out of state, consult with our team about your new area, and we will connect you with an exceptionally skilled agent in your new home state. This ensures you receive the most capable assistance both with us & in your new area.

# PRE MARKET HOMES

## SPECIALIST

Chances are, if you plan to purchase another home after selling your current one, you should want to know that many of the finest real estate opportunities are snapped up before they ever appear on the market. Don't miss out on these prime deals by limiting your search to MLS/Zillow listings alone. Discover today how we connect our clients with top pre-market home deals by gaining access to our highly desirable Pre Market Homes List.

**Kirstine is one of a small number of elite Realtors in North Texas who can get YOU access to Pre Market Homes in your desired area;**

- EXCLUSIVE ACCESS
- NO COMPETITION
- NOT PUBLICLY LISTED ON ANY WEBSITES



# NEW CONSTRUCTION

## SPECIALIST

**Kirstine is one of very few select Realtors in North Texas who can navigate the challenges encountered in New Construction, these include;**

- TOP BUILDERS IN THE AREA
- MOST POPULAR FLOORPLANS
- MOST POPULAR DEVELOPMENTS
- THE VERY BEST INCENTIVES AVAILABLE
- MOST INCLUSIVE STANDARDS LIST FOR BEST VALUE

# TARGET MARKETING

## REAL ESTATE SPECIALIST

Not everyone is qualified to Purchase a home, let alone your special home. We prepare for this & eliminate timewasters and lookie loos by our proprietary Target Marketing Methods.

We will take your properties key highlights, amenities and best features and utilize those to create the ultimate perfect buyer Avatar (think of designing what your perfect Buyer looks like - this is what we do for you). Once the ideal buyer Avatar is created, we then utilize our proprietary advertising methods to position your home as the best & most obvious home available for sale to them.

**We create mass demand on our listings via our marketing methods which has proven to achieve shorter than the average days on Market (time taken to sell).**

Imagine multiple highly qualified buyers gaining excitement about how perfect your home is for them ... on the first day its available, with Active Buyers coming & going to see the home while they are there & how they would structure an offer for you in order to beat out their competition.

### **VS now imagine...**

One or Two maybe qualified, maybe real buyers who come out to view the home after a few weeks of the home being on the market, while standing out front in an otherwise empty street... how do you think they will structure their offer for the home (if they submit one), knowing there is not obvious active competition for them in buying it?

#### **Kirstine's Comprehensive Marketing Mastery Includes Locating The Following;**

- **TRULY** QUALIFIED BUYERS
- INTERESTED & LOOKING BUYERS
- CASH BUYERS
- BUYERS WITH QUALIFYING CREDIT SCORES & DEBT TO INCOME RATIOS
- BUYERS WITH REQUIRED NET WORTH (MONEY FOR DOWN PAYMENT)
- BUYERS WITH SPECIFIC INTEREST IN YOUR HOMES LOCATION / ISD

#### **Kirstine is one of a handful of exclusive Realtors in North Texas who can navigate the challenges encountered in unique listings, these include;**

- LOCATING BUYERS WITH SPECIFIC PROPERTY TYPE INTEREST (RURAL ACREAGE, HORSE PROPERTIES, CATTLE RANCHES, LAKE COMMUNITIES ETC)
- BUYERS WITH CHILDREN OF CERTAIN AGE RANGES (THINK FOR 2 STORY HOMES)
- BUYERS RELOCATING FROM PROVEN AREAS TO YOUR SPECIFIC AREA

# DIVORCE

## REAL ESTATE SPECIALIST

Divorce rates are spiking, experts blame the COVID-19 Pandemic. Data from Legal Templates show the number of people looking to divorce from March through September 2020 was 34% higher than in 2019. Of that, 20% of those seeking divorce were married in the last five months. Just know, if you are included in this statistic you are not alone. Support is available. Our Team is here to help!

We specialize in Divorce Real Estate as Realtors. We consult with divorcing homeowners for FREE so that they can make an informed decision regarding real property and secured house debt by gathering house documents and information and scheduling consultations. As a colleague of family lawyers and mediators, we work with them to complete the case file, as well as we work with financial professions to complete the marital balance sheet to assure there's equitable distribution.

In divorce, deciding what to do with the house can become a source of strife, confusion and financial ruin. Most are unprepared for the legal and financial ramifications about keeping or selling their home, their most important financial asset. Divorce is stressful enough by itself. In the midst of other traumas, many divorcing people discover that they aren't just married to a spouse, they're also tied to their home and a mortgage, too. Their most financially and emotionally important asset can become a source of strife, confusion, anxiety and all too often, financial ruin. That's where we come in and help you navigate this difficult process.

Our Team works in the best interest of the family, helping divorcing homeowners make informed decisions with the goal to avoid joint debt mistakes, in order to prevent credit damage and preserve home ownership eligibility. And, our team, tools and training serve as our point of difference, which allow people like yourself to see the valuable service we provide instead of being seen as realtors trying to get a listing.



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### **Kirstine's Comprehensive Mastery Includes The Following;**

- NEUTRALITY
- DIVORCE LISTING PROCESS & MANAGEMENT
- DIVORCE LENDING GUIDELINES
- DISTINCT ADVANTAGE IN DIVORCE SITUATIONS
- NON BIAS & COMMUNICATION

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### **Kirstine is one of a limited selection of Realtors in North Texas who can navigate the challenges encountered in divorce listings, these include;**

- SABOTAGE OF THE SALE
- WASTE OF AN ASSET
- RESTRAINING ORDERS
- ONE PARTY LISTED ON PROPERTY TITLE



# More Importantly, here are our Difference Makers...

Our goal, with you, is to do the following & treat you like we would our own family;

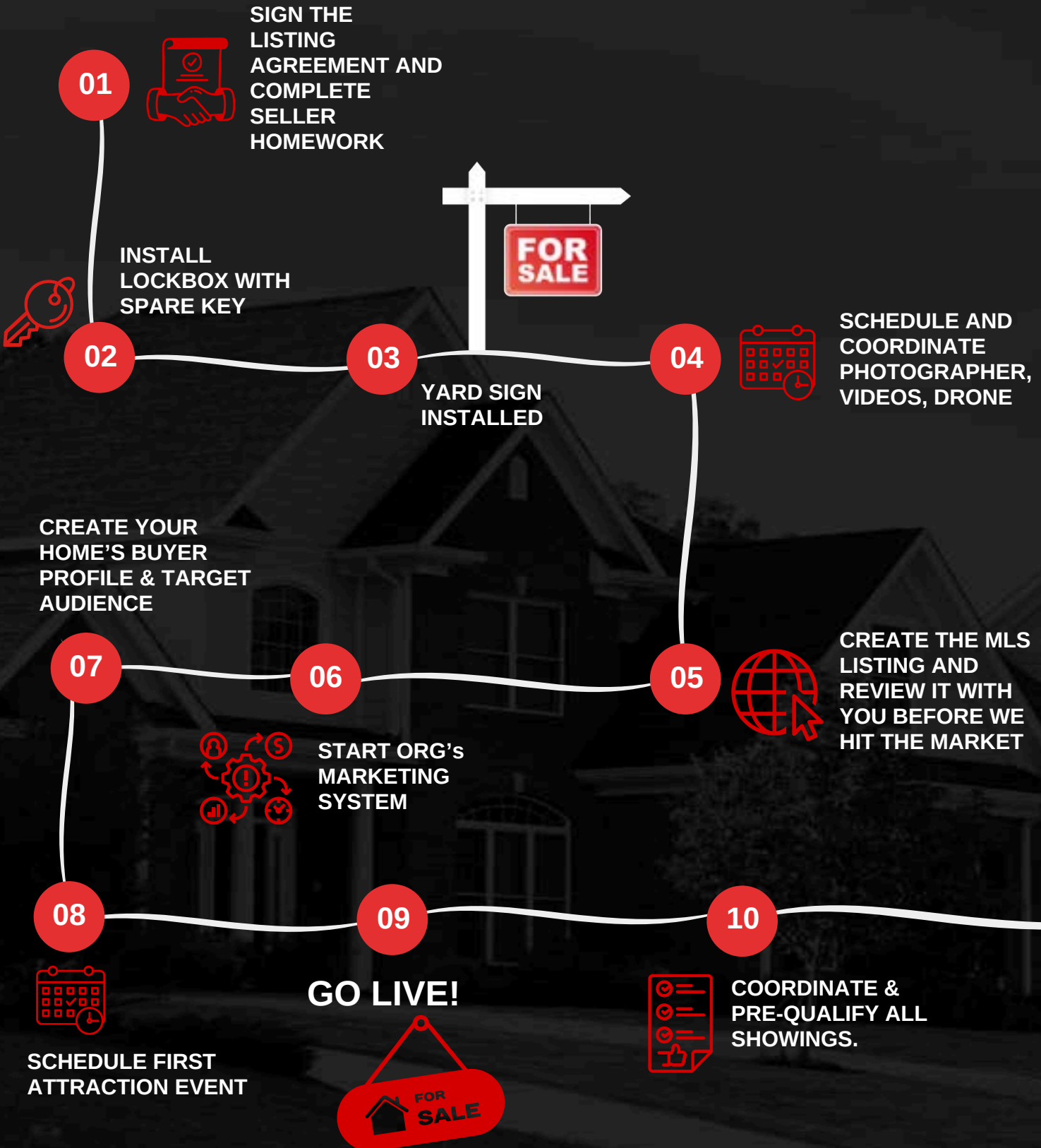
- Always provide you with expert advice and consulting so that you're able to make the best decision for yourself and your family.
- Always be 100% forthcoming about the price of your home, its condition and what it will take to get it sold.
- Always have the courage to give you the truth regardless of the situation.
- Always do what is right for your best interest.
- Fight to ensure you get the most Money for your home in the right amount of time.
- Always use the most effective strategies to market your home.
- Always communicate with you pro-actively.
- Always return your phone calls, e-mails, and text messages with urgency.
- Pro-actively spend every day aggressively searching for qualified buyers for your home.
- Never lock you down to a long-term contract.



*Kirstine  
& Team*



# THE ORG SELLING PROCESS



# OFFICIALLY IN OUR REAL ESTATE FAMILY & A RAVING FAN!



23

LEAVE A REVIEW



22

POST CLOSING  
CHECKINS



21

MOVE OUT TIME

BUYERS FINAL  
WALK  
THROUGH   
(NOT ALL  
CONDUCT  
THIS STEP)



ARRANGE KEY, &  
DOCUMENT  
HANDOVER TO  
FOLLOW CLOSING



20

CLOSING  
DAY!



UPDATE YOU EVERY  
WEEK WITH BUYER  
UPDATES, FROM  
AGENT, LENDER &  
TITLE

COORDINATE  
WITH THE TITLE  
COMPANY, LENDER,  
INSPECTOR &  
APPRAISER

18

19

17

16

15

14

REVIEW THE  
FINAL NUMBERS  
BEFORE CLOSING



COORDINATE  
& SCHEDULE  
CLOSING



PRE-QUALIFY ALL  
BUYER OFFERS  
BEFORE  
PRESENTING AN  
OFFER TO YOU

OFFER  
CONSULTATION  
& NEGOTIATE  
ALL OFFERS.  
NET SHEETS  
FOR EACH  
OFFER & TERMS

11

OPEN TITLE (TO  
SPEED UP YOUR  
ESCROW PERIOD)



12

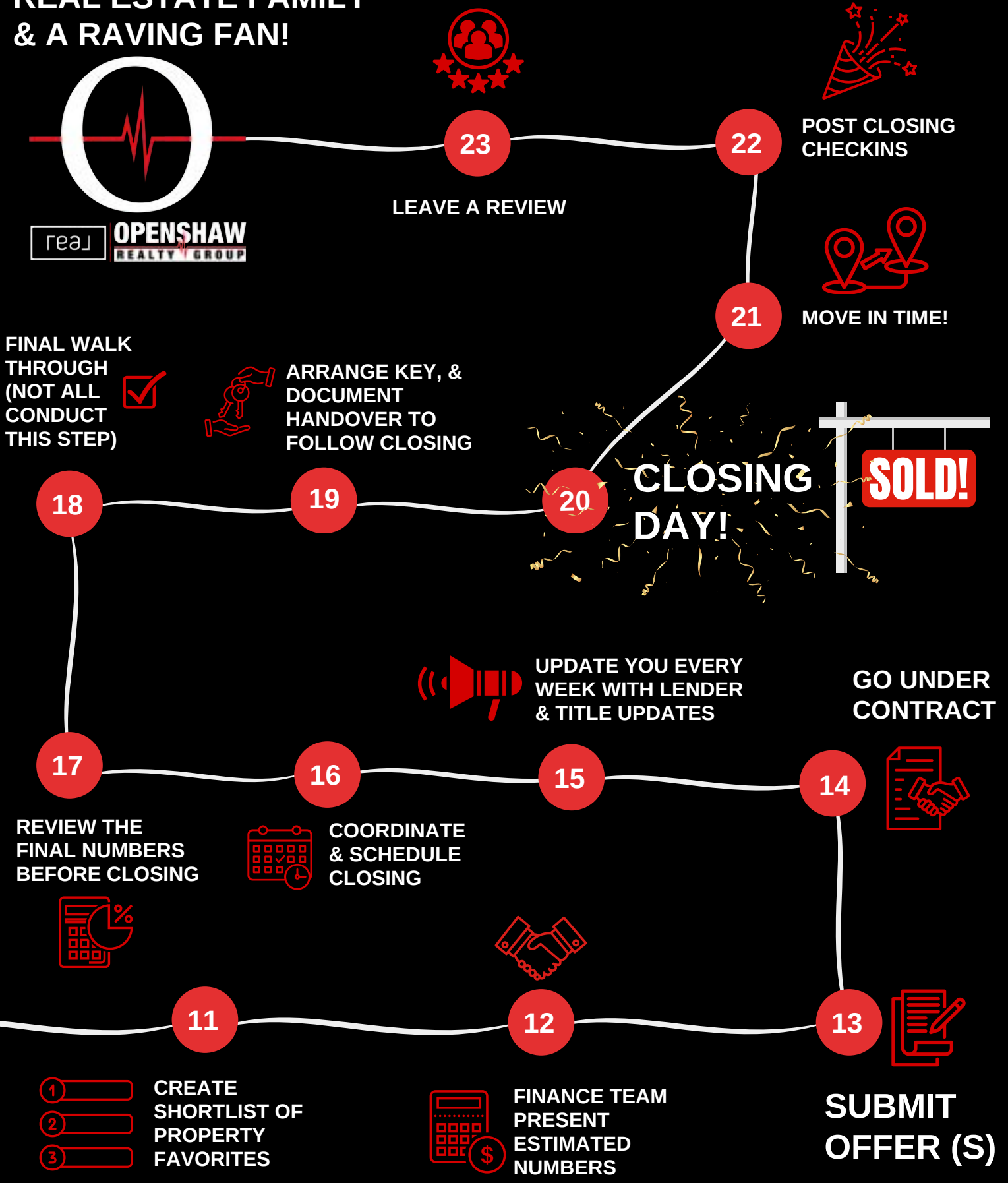
13



# THE ORG BUYING PROCESS



# OFFICIALLY IN OUR REAL ESTATE FAMILY & A RAVING FAN!



FINAL WALK THROUGH (NOT ALL CONDUCT THIS STEP)

ARRANGE KEY, & DOCUMENT HANDOVER TO FOLLOW CLOSING

**CLOSING DAY!**

UPDATE YOU EVERY WEEK WITH LENDER & TITLE UPDATES

GO UNDER CONTRACT

REVIEW THE FINAL NUMBERS BEFORE CLOSING

COORDINATE & SCHEDULE CLOSING

1 CREATE SHORTLIST OF PROPERTY FAVORITES

FINANCE TEAM PRESENT ESTIMATED NUMBERS

SUBMIT OFFER (S)

# LISTING PHOTOGRAPHY

When your home goes on the Market, you want to hit the ground running & start seeing Activity & Interest straight away, right?

As you may already know, in today's market, the first showing takes place online with 99% of home buyers identifying which homes they are going to view in person online first.

What this means for you is the better photos you have online, the more buyer interest you'll have in your home. The more interest you have, quickly, the higher the chances of more, better quality Offers you should receive, don't you agree?

If an agent takes their own photos with their phone or their camera and doesn't have a professional photographer, that should throw up a red flag immediately.



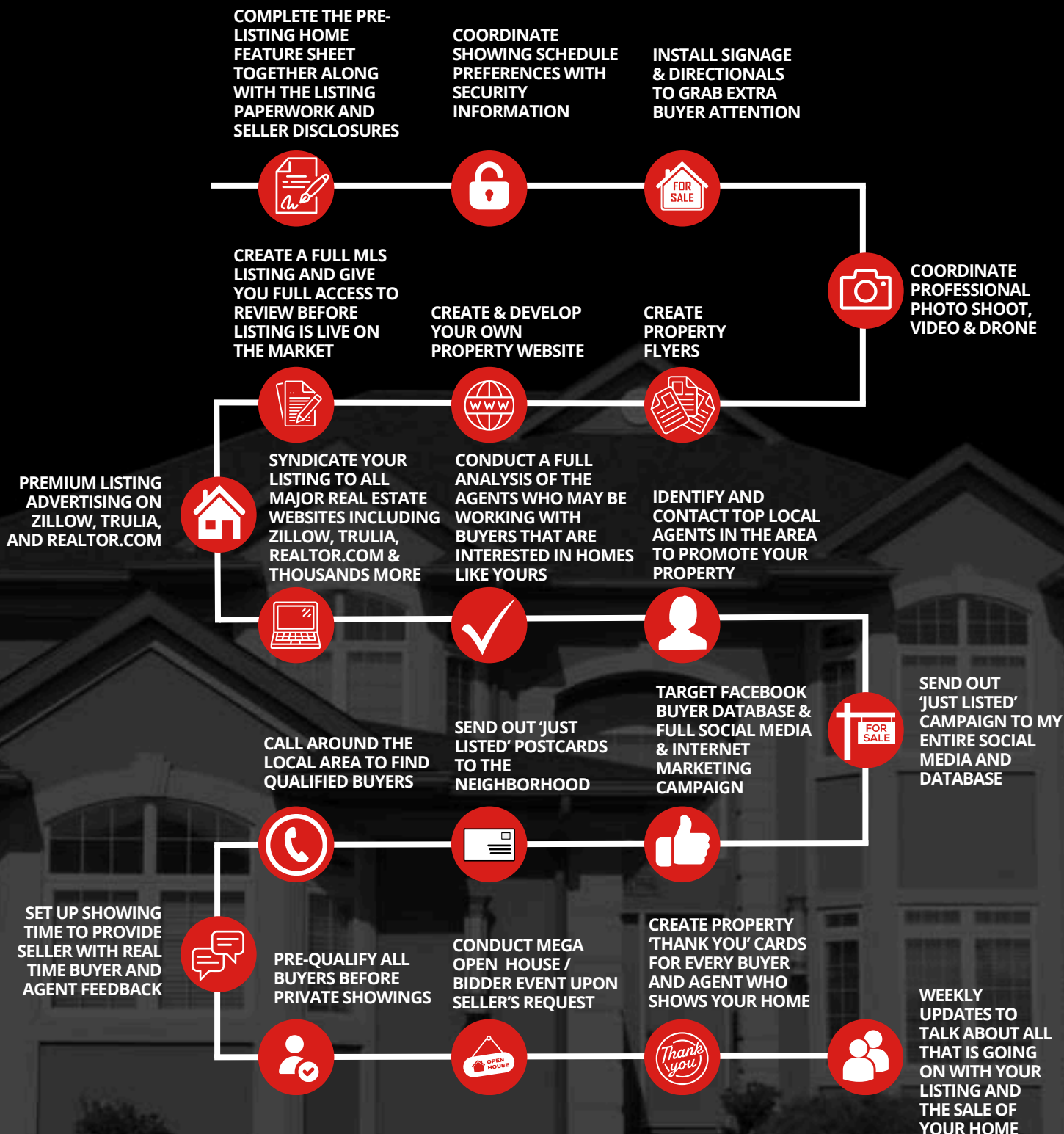
POOR EXAMPLES vs OUR EXAMPLES



STUDIES SHOW HOMES WITH  
PROFESSIONAL PHOTOGRAPHS  
**SELL 32% FASTER**  
**& FOR MORE MONEY**



# SELLERS MARKETING PLAN OF ACTION



# MY NO RISK LISTING PROGRAM

## NO HANDCUFF AGREEMENT



Unlike most other agents, I don't lock you down to any long-term listing contracts. I believe that I need to earn your business every day that I am working for you. If there's ever a time where you're not happy with the service in which I provide, just let me know and we can shake hands as friends and go our separate ways.



## SAVVY SELLER PROGRAM

For a lot of people, they would still like the option of selling their own home and saving money or realtor commissions if they can. I believe they should be able to do that very thing even while listed with me. My Savvy Seller Program allows you to market your own home to your friends, family and co-workers.

I believe this is a win-win scenario for you.

## FLEXIBLE MARKETING PACKAGES

3 %

LISTING & MARKETING FEE

2 %

OUR BUYER FEE SHOULD WE FIND THE BUYER THROUGH OUR MARKETING

OR 1 %

SHOULD YOU FIND THE BUYER (NO AGENT) & WE HANDLE THE ENTIRE TRANSACTION

*Examples Only*



# PAST CLIENT TESTIMONIALS

## WHY DID OUR PAST CLIENTS CHOOSE TO HIRE US?

Most people choose to hire me because of my strategic Marketing Plan, & what this means for most homeowners in our area is that we sell homes for 7-10% MORE than the average agents in our area... What would you do with an extra 7-10% in your pocket on your Closing Day with us?

★★★★★

Lisa Leininger

The Openshaw Reality group knows how to get things done quick and are experts when it comes to buying and selling a home. Will use them next time too!

★★★★★

Wanda Davis

If i could give higher than 5 stars i would. They are awesome!  
I bought my retirement home through them and they worked really Hard for me!

★★★★★

Carrie Slaughter

100% transparent honest people. Excellent advertising and marketing. They take a very professional role in their roles, yet they're so down to earth.

★★★★★

Bridgett Sawyer

The best realtor I have ever dealt with! Works with you every step of the way!

★★★★★

April Green

Clive & Kirsten are the kindest, most patient realtors I've ever known. My family came to Texas from out of state with only 3 days to look at houses, we had no idea where to start. They answered countless questions for us, handled our teenage daughter with all of her opinions and our families needs, the paperwork had to be sent back & forth between states & then they choreographed everything for us with our sale of the house we were leaving. I felt a bit bad for Clive sometimes as he was trying so hard to fit our needs and had so many listing for us from morning til night- he truly deserves an award for patience, and Kirstin definitely was a mini counselor to help me ease through our transition. All of our future real estate ventures will definitely be with the Openshaws~ truly a pair of amazing humans & we LOVE our home!

★★★★★

Beth Loviscek

Kirstine and Clive are awesome! They helped us sell our home and buy another one. They are very professional! I definitely recommend them!

★★★★★

Ryan Windle

Excellent service. I had questions about selling my grandfathers home 'by owner'. Kirstine let me know what to expect and it was a lot of help.

★★★★★

Dustin Worthington

Buying or selling a house can be very overwhelming. Not with these guys, they made everything very simple and understanding. Thank you so much, I can't thank them enough.

★★★★★

Derek Savage

Nicest people you'll ever meet, you'll have zero worries or concerns selling or buying a home using Openshaw Realty.

# OUR GOAL WITH YOU

Our goal is to provide you with such an excellent service that next time someone asks if you know a good Realtor...

You would feel comfortable & confident giving out our information & connecting us with them, we guarantee we will do our best to make you look like a ROCK STAR for the connection!



*Kirstine*

**Openshaw**

**WORK  
HARD.**

*Be Kind*

real

940-372-0044

[www.OpenshawRealty.com](http://www.OpenshawRealty.com)

