

AMERICAN BUSINESS INTER-NETWORK, INC.

Jerry Delli Paoli

Realtor

CHOICE REALTY CAROLMAC & COMPANY
Direct: 813-892-9325
Office: 813-651-2300
Email: Jerrydp25@aol.com

Barbara Elovich

Realtor

Top Producer
CHOICE REALTY CAROLMAC & COMPANY
Direct: 813-758-2520
Office: 813-651-2300
Email:

Belovich@Verizon.net

Rich Tumicki

Realtor

Direct: 813-486-3869

Office: 813-651-2300

Email: Tumickirealtor@aol.com

The Ten Most Important Things to Know Before Choosing A Realtor

Purchasing a home can be an enjoyable and maybe even an exciting endeavor. The experience is, of course, better if you find the home that you want, if you get a good price, if you secure good financing, and if you have a smooth loan processing-closing process.

The key to having a good home buying experience is having the right Realtor on your side from the beginning to the end of this process. Unless you are lucky enough to know a Realtor that you know, like and trust, you may easily end up with the wrong Realtor who may not have your best interests at heart. It is easy to find many Realtors, but the hard part is determining how to choose the right one. The following are ten important things to know before choosing a Realtor:

1. The Realtor (person) is more important than a big well-known company name. Just because a Realtor works for a big-name company, does not mean that the Realtor has what it takes to meet your real estate needs.
2. Experience and a proven successful track record are essential. If the Realtor has been in the business for multiple years, he or she is more likely to have experienced situations that you might run into and that prior experience may enable your Realtor to come up with the right solutions for problems.
3. Look for Realtor Certifications that confirm that your Realtor has taken the extra effort to gain knowledge of his or her industry.

Claudia Wadsworth Furniture Décor Specialist
ASHLEY FURNITURE HOME STORE
(813) 654-5955

Brenda Raysbrook

Realtor

CHOICE REALTY CAROLMAC & COMPANY
Direct: 813-447-0388
Office: 813-651-2300
Email: braysbrook@Tampabay.rr.com

Marlyne Olson

Realtor

CHOICE REALTY CAROLMAC & COMPANY
Direct: 813-951-8332
Office: 813-651-2300
Email:

Cliff Knox, Realtor

Sales Associate/Ret. USAF

CHOICE REALTY CAROLMAC & Company
Cell: 813-713-4422 Office: 813-651-2300
Email: cknox@tampabay.rr.com

Don & Diana Sutton

Realtors & Property Managers

CHOICE REALTY CAROLMAC & Company
Cell: 813-245-8104 Office: 813-651-2300
SuttonDiana@aol.com

AMERICAN BUSINESS INTER-NETWORK, INC.

Jay Dee Hackney
Atlantic Relocation Systems
Local & International Moving
813-966-2644

Email:
Hackjf@att.net

William P Harris
Christian Handyman Services
813-601-3281

Hogosha@teaminfocus.com

Bryan Pelnitz
CYNERGISM
Computer Solutions
Phone:
813-481-2335
brian@cynergism.com

4. Make sure that your Realtor is knowledgeable and experienced in the geographical area that you are home shopping in. A Realtor who knows the area will have a greater chance of finding and evaluating home possibilities for you. They would also know more about schools, hospitals, parks, shopping and other public facilities that may be important to you.
5. The Realtor should be very knowledgeable about mortgage loan financing so that you can be sure that your Real Estate Contract is written with the proper provisions for the financing type that you will be using. Of course, you should consult with a Mortgage Loan Professional first to get pre-qualified in order to look for homes in the right price range.
6. Your Realtor should be a good negotiator for you. Usually, if your Realtor has written a good number of real estate contracts and has negotiated with a good number of Sellers on behalf of buyers, he or she will be good at negotiating. Again, experience is the key.
7. Your Realtor should make a commitment to you to focus and time block the necessary time to be able to find you a good number of possible home choices for you that meet your criteria. It may be a good idea to make a tentative schedule over a four week period to be able to meet with your Realtor to pre-view homes and to go over details.
8. Your Realtor should have a good team of real estate support people that will be able to provide all of the related services that you will need. Typically, a good Realtor will know several professionals in each category of service that you may need. Aside from, the mortgage loan officer, you may be assisted by a title company, a closing attorney, a pest inspection company, a surveyor, a real estate appraiser, a property inspector and an insurance agency. Occasionally, other specialized property inspectors may be required

Nick Arakas
Realtor
Direct:
813-477-9342

Office:
813-651-2300

Email:
Anicholas_arakas@yahoo.com

Carole Leamon-Eason
Independent Distributor
it works!

Body Makeover
Phone:
813-433-6553
Email:
Carol1312@yahoo.com

Charisse Phillips
Owner
Brandon Embroidery

Phone:
813-662-4819

Email:
BrandonEmbroidery@gmail.com

Cynthia Alloway
Commonsense Business Solutions
Business Coach/Personal Finance Coach/Quick Books Instructor
Phone: 813-661-0049
calloway@csbspro.com

Gillian Wawrzyniakowski
Family Service Counselor
Hillsborough Memorial Gardens
& Funeral Home
813-689-8121

AMERICAN BUSINESS INTER-NETWORK, INC.

Marta Moreu
Realtor
CHOICE REALTY CAROLMAC & COMPANY
Direct:
813-598-4375
Office:
813-651-2300
Email:
m.moreu@Yahoo.com

Rock A. Marasco
Account Manager Truly Nolan Pest Control
813-684-5735
800-Go-Truly

Robert Horning
Cards & Stuff Magic, Inc.
813-758-5853
rh@BrandonMagician.com

- to inspect the property such as a roof inspector, an air conditioning professional, or a structural engineer to name a few. Again, a good Realtor will have a list of potential people to handle situations as they come up.
9. A Realtor must be a good listener. It is essential that the Realtor looks for what you really want and what you really need. There is no need to waist a lot of your time by having to see properties that that may be out of your target price range or that truly do not meet your criteria.
10. Most importantly, a Realtor must be honest, trustworthy, and ethical. Fortunately, Realtors must be licensed to practice their profession and if a Realtor violates any of the laws and rules set up by each State, the Realtor will be penalized or may lose his or her license if the violation is severe enough. Aside from relying on the laws to protect you, the most important safe guard you can use is to make sure that you understand everything and if you do not, seek other professionals who will explain everything to you properly.

Once you decide on a Realtor, it is important to work with one Realtor at a time and let the Realtor know that you will be depending on him or her. Any Realtor is going to take a potential home buyer more seriously if he or she knows that you will not simply change Realtors after much time and energy is spent to help you find what you need.



Carol McLemore, Realtor
Choice Realty
CarolMac and Company, Inc.

Robert Horning
Artist
Magic Traits Murals & Paintings
Phone:
813-758-5853
Email:
rh@TampaMuralPainter.com

Chuck Sullivan
Owner Commercial Space Cleaning
(813) 390-1851

Denise Irish
Mental Morphasis
Laughter Yoga
Qi Gong
Hypnotist
813-685-4745
Denise.Irish@MentalMorphasis.com

MAUREEN MONTALVO
IAB— MEDICAL/DENTAL/RX/VISION
EXECUTIVE MARKETING DIRECTOR
813-368-8850
Maureenmw1@verizon.net

PURIFICA WATER SYSTEMS
DR DAVID BRUBAKER, D.C.
OUR WATER IS PURIFIC
813-263-6262
David@purificofammerica.com

AMERICAN BUSINESS INTER-NETWORK, INC.

**Ruben
Luna**

Store Manager
**Bank
Atlantic**
Florida's
Most
Convenient
Bank
Phone:
813-643-9877
Email:
rluna@
bankatlantic.
com

Dustie Amatangelo

Personal Marketing Solutions
813-294-0645
PersonalMarketingSolutions
@yahoo.com

Dr. Glen S Thornton

Chiropractic Physician
906 Lithia Pinecrest Road
Brandon, FL 33511
813-685-7107

**Kate
Nuong
Nguyen**

Financial
Services
Representative
MetLife
Direct:
813-313-7893

Email:
**Knnguyen@
metlife.com**



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.com

**Susan
Longo**

Gold
Exchanged
For Cash
Direct:
813-435-8070
Email:
slongo@
Gold
exchanged
4cash.com

**Bob
Boettger**
Sign
Makers Of
Tampa
Bay, Inc.
(813)
661-3900
**[Bob@Sign
MakersUSA
.com](mailto:Bob@SignMakersUSA.com)**

Martin Erb
Idea Design

Websites E-commerce Search Engine Optimization
Phone: 813-917-2116
Sales@IdeaDesignWebsites.com

Art Moffa

Mortgage Consultant
Excel Mortgage Network
813-404-3570
art.moffa@excelmortgage.com