

SANDY & RICH

m a r d u e z



#1 HUSBAND AND WIFE TEAM IN SAN CLEMENTE



ALL ABOUT SANDY & RICH

CLIENT CENTERED. A REFINED APPROACH. SUPERIOR RESOURCES.

There are a lot of complexities to buying or selling a home, and you want to make sure your investment is with Agents who have the experience, professionalism and integrity you can trust. Sandy & Rich are those Agents.

As residents of San Clemente and seasoned real estate leaders within the community, Sandy & Rich offer more than 45+ combined years of award-winning expertise and impeccable attention to detail to buyers and sellers alike throughout the coastal communities of South Orange County. Their intimate knowledge of the area, well honed negotiation skills, combined with their genuine passion for real estate, has garnered them an impressive portfolio of clients. "Our high level of dedication and moral standards ensures our clientele that they will receive the finest experience possible."



DISCOVER A NEW LEVEL OF EXCELLENCE IN REAL ESTATE, DISCOVER SANDY & RICH.

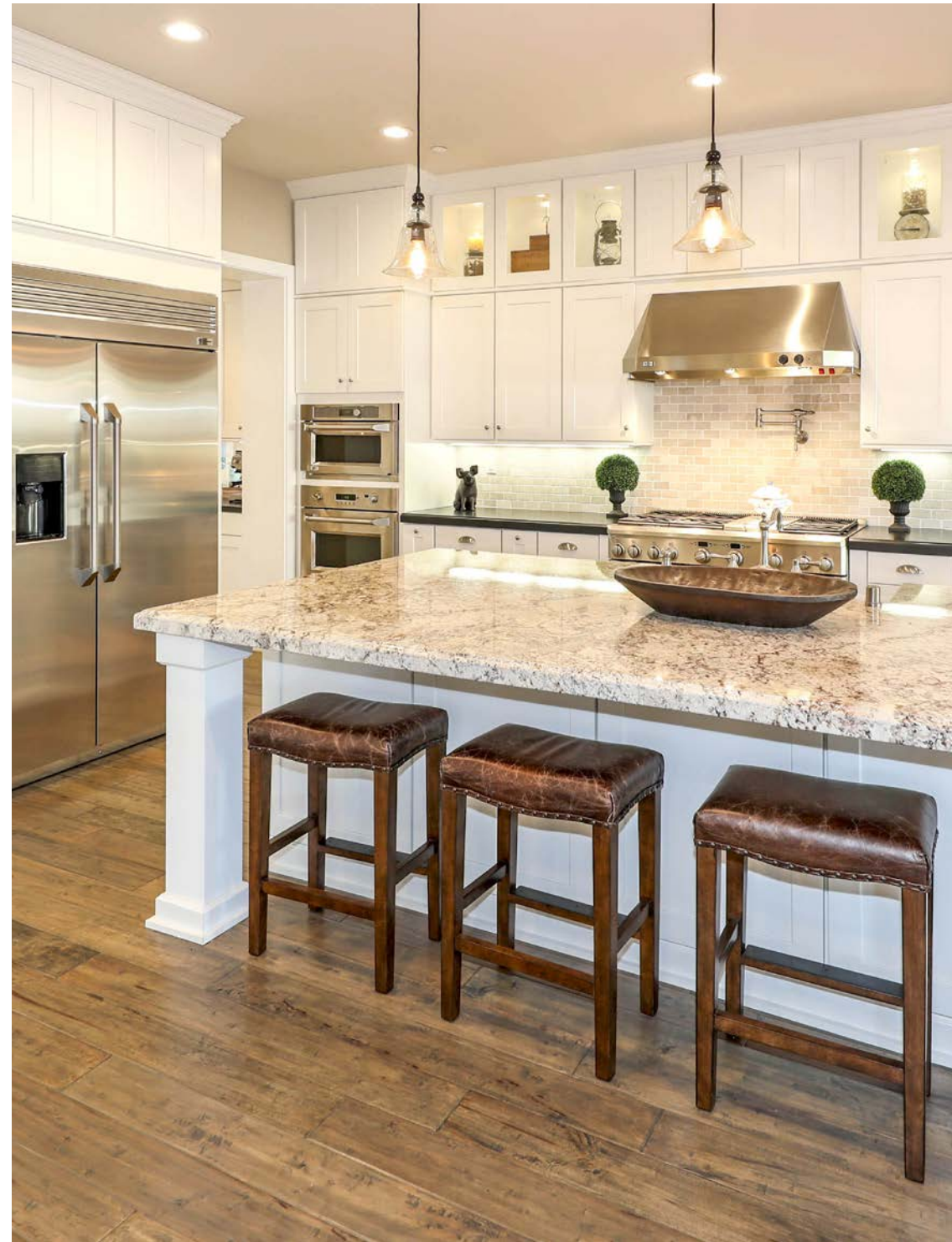
THE BENEFITS WORKING WITH SANDY & RICH

Sandy & Rich have a passion for Real Estate and it shows in their results.

Sandy & Rich have achieved their status as one of the **Top Producing Listing Agents in San Clemente** as well as the **Top 1% of Agents Nationwide**. With over **443 Million in Sales Volume** and a proven track record of successes including record breaking sales prices.

Sandy & Rich are honored to consistently be top-rated for exceptional service by their valued clients. They exceed the competition and achieve the greatest results for their clients.

“We understand real estate and have the experience and numbers to prove it. Our primary objective in partnering with you - achieve the highest net proceeds as quickly as possible.” - Sandy & Rich



REPUTATION IS EVERYTHING

Sandy & Rich have an excellent reputation amongst their peers in the Real Estate Industry.

This “**preferred status**” with other Agents benefits Sellers with more home showings and more written offers.

Sandy & Rich are known for being the “Top Producing Agents” in San Clemente. Selling Agents are constantly reaching out to them as the “Area Specialists” looking for “off market” homes. So, there is a good chance that they may have Buyers already for your home.

They are also known for their market knowledge, being professional & accessible. Agents know when they work with Sandy & Rich they deal directly with Sandy & Rich and will not be handed over to a paid assistant or team members that are associated with “groups.”



SANDY & RICH MAKE THE WHOLE PROCESS LESS STRESSFUL FOR ALL PARTIES INVOLVED.

SANDY & RICH SOLD OVER 600 HOMES



With over **600 homes successfully closed** you can be assured that Sandy & Rich will **protect you financially and contractually**. Clients benefit by their “earned” expertise in the Real Estate industry. Additionally, Sandy & Rich have not had any Department of Real Estate complaints or been involved in any litigation issues.

Their expertise with the key points and clauses in the sales and purchase contracts are applied to their clients advantages to lower their risks of hidden costs and field unforeseen issues, before they become problems.

Professional Affiliations and Designations Include:

- Member – South Orange County Association of Realtors
- Member – California Association of Realtors
- Member – National Association of Realtors
- Certified Short Sale (SFR)
- Certified Distressed Property Expert (CDPE)
- Certified Marketing Expert for Corporate Relocation
- Certified Luxury Home Marketing Specialist (CLHMS)

“Who you work with matters”- Sandy & Rich

WE WEAR A LOT OF HATS...

WHEN YOU PARTNER WITH SANDY & RICH, THEY WILL BECOME YOUR HOME'S:

MARKETING MANAGER

- Showcasing your property with the finest marketing tools
- Developing and implementing a customized marketing plan
- Determining the best price in line with market forces
- Communicating regularly so you stay informed

LIAISON MANAGER

- Introducing new buyers to your property with our strategic Buyer Profiling
- Pre-qualifying the buyers to avoid time-wasters
- Providing you with timely updates on viewings and feedback

NEGOTIATOR

- Presenting and negotiating on your behalf with potential buyers
- Advising you on the merits of each offer
- Always keeping your best interests as first priority

CLOSING MANAGER

- Providing information to the buyer in a timely manner
- Liaising with the Escrow Company and delivering the necessary documentation
- Facilitating answers, resolving any issues during the closing process, and ensuring the process is completed seamlessly

CONCIERGE

- Providing you with access to professionals including legal advisors, insurance experts, builders, landscapers, interior designers, rental experts, home stagers, painters, handymen, and home inspectors

SOPHISTICATED INTERNET EXPOSURE...

LOCALLY, NATIONALLY & GLOBALLY PLATFORM FOR 24/7 WEB EXPOSURE



With 95% of home buyers beginning their search on the internet, we want to ensure that your home will receive maximum online exposure. As part of our marketing plan, your home will receive unparalleled exposure to consumers and Realtors across the globe through our extensive online partnerships.

- **www.SandyandRich.com**
- Posts on the most popular social media sites (Facebook and Instagram)
- Remax.com - #1 most recognized, trusted and visited brand name in Real Estate
- Global.Remax.com - International presence and translated in over 43 languages
- TheRemaxCollection - a stand alone luxury website
- REALTOR.com - Featured Homes (92672, 92673)
- Wall Street Journal Ads and Online at **www.realestatejournal.com**
- Trulia.com, Zillow.com, and Homes.com - Member
- Additional sites include: Yahoo, Google, Hot pads, AOL, MSN, Front Door, Cyber Homes, Redfin, and hundreds more!

Exposing your property to these sites and over 100 additional online property sites worldwide.

FIRST IMPRESSIONS ARE LASTING...

SANDY & RICH PROVIDE THE BEST PHOTOGRAPHER IN THE INDUSTRY



Photos Marketing Materials / Brochures

Every property receives the support of industry-leading marketing and advertising. The **marketing plan** includes an **aggressive mix of print advertising, Architectural Digest-quality photography, high quality text writing, and full color brochures.**

Sandy & Rich employ one of the **best real estate photographers in the Industry.** (Most Agents do not offer this and will take their own photos to save money).

Exceptional Photography is the **foundation of a well-executed marketing campaign.**

Sandy & Rich will email blast and post your home on most popular social media sites **with photos** upon MLS entry. Often Agents will email your home without inputting photos, losing potential Buyers' interest.



REMAX - MOST RECOGNIZED BRAND & RESPECTED BRAND IN THE WORLD



LOCAL, MOBILE AND NATIONAL TV EXPOSURE

Print Media exposure in the San Clemente Times (weekly paper distributed to 14,500 homes in San Clemente).

Free Mobile App: www.getmobile.remax.com instantly connects “on the go” buyers with detailed information on your home.

RE/MAX National Ads TV/Radio- Supports brand recognition (KNX AM radio)

GLOBAL CONNECTIONS

The RE/MAX Collection specialists enjoy access to a network of nearly **110,000 REMAX agents** in more than **100 countries and territories**, presenting you with an enormous referral base and valuable resource for connecting buyers and sellers.

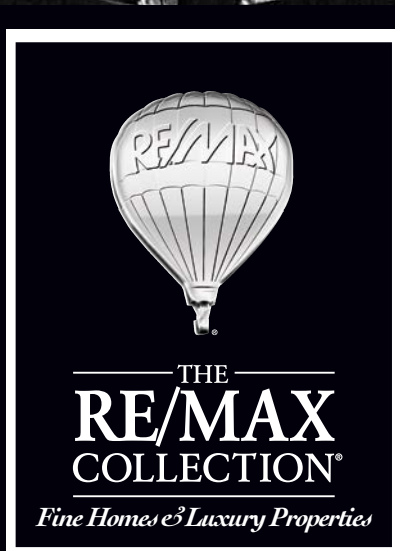
With RE/MAX, you not only enjoy global connections, but also **global brand recognition**.

RE/MAX is the most recognized real estate logo on the planet. Whether they’re in Switzerland or St. Croix, New York or New Zealand, distinguished clients around the world associate the RE/MAX name with the best agents in the business.

RE/MAX enhances its international presence with global.remax.com. The website serves as a full-service source for residential, luxury and commercial real estate around the world. In the past year, it has had more than **2.9 million visitors**, generated over **20,000 leads** in the past sixth months, and can be **translated into 43 languages**.

Most Companies only offer International exposure through the internet.

REMAX IS #1 IN VIRTUALLY EVERY WAY



- Remax - #1 In Website Traffic.
- Remax - #1 for Facebook Traffic.
- Remax - #1 in Market Share.
- Remax - #1 in Agent Productivity.
- Remax - #1 in Brand Name Awareness.
- Remax - #1 in Advertising.
- Remax - #1 in Lead Generation.
- Remax - #1 in Professional Education.
- Remax - #1 in The Minds of Buyers and Sellers.
- #1 Broker and #1 Agents...
Provides A Win-Win Situation For Their Clients!

GIVING BACK



CHARITABLE DONATIONS

Children's Miracle Network

Since partnering with Children's Miracle Network Hospitals in 1992, **RE/MAX agents have raised more than \$147 million** for the charity's 170 member hospitals in the US and Canada. Donations help fund pediatric medical equipment and treatments, healthcare services, and charitable care. For some Agents, these donations are very personal. Sandy & Rich have had first hand experience with CHOC/Mission Viejo with their son Grant, so this cause has a special place in their heart.

Susan G. Komen® For The Cure

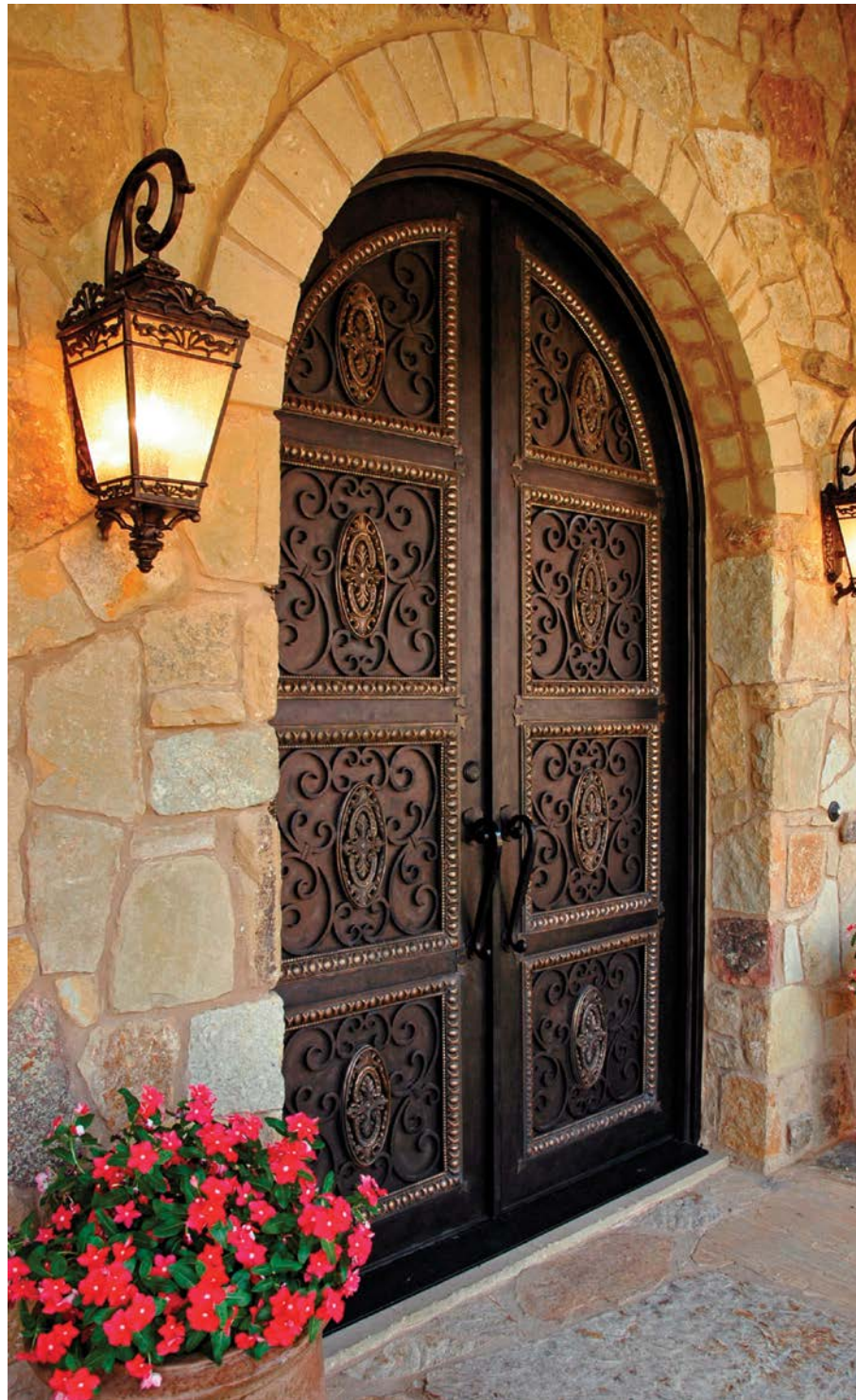
RE/MAX Affiliates have proudly supported Susan G. Komen® since 2002. Through the Home for the Cure program and past sponsorship of the Komen Race for the Cure Series, **RE/MAX agents have contributed more than \$7 million to the fight against breast cancer.**



LOCAL COMMUNITY SUPPORT

Sandy & Rich also support the community in many ways. For the past few years, Sandy and her son Grant are involved with the Lions Heart Organization and volunteer at San Clemente Senior Villas, Operation Christmas Child and the Special Olympics. Sandy is also involved in organizing the local Sheriff's weekly snack drop-offs. Additionally, Sandy & Rich are financial supporters for Truman Benedict, Bernice Ayer Middle School, San Clemente High and COA Foundation.

WHAT CAN YOU EXPECT FROM SANDY & RICH



“Our objective is the same as yours, to net the highest proceeds in the least amount of time, allowed by current market” - Sandy & Rich

- Sandy & Rich will invest a **substantial marketing budget** to sell your home. Would you agree that if an Agent is personally invested to sell your home, they are going to work harder than another agent who has no financial commitment?
- You will receive the Industry’s BEST marketing plan including **Local, National, Global and Online Exposure**.
- You will be advised on how to **enhance your home’s marketability**. Sandy loves to decorate and design and can assist Sellers with this. They also can offer professional design and staging options.
- You will receive a market analysis to develop a pricing strategy.
- You will receive regular communication and **showing feedback** reports from potential Buyers.
- You will receive counsel and negotiation assistance on all offers to purchase.
- You can be assured that the **financial qualification** provided by potential Buyer will be **professionally reviewed by a Mortgage Banker**.
- You can be assured that all contract **contingencies and deadlines will be closely monitored by Sandy & Rich and not a “paid assistant”**.

In today’s shifting market, you can count on Sandy & Rich to remain steady and do what they do best - make the deal and close the sale.

BUYER / SELLER LEGAL PROTECTION PLAN



Sandy & Rich are proud to offer our clients the Buyer/Seller Protection Plan, provided by Real Estate Risk Management, Inc.

This plan can provide you with “Peace of Mind” by giving you access to a team of legal professionals before, during, and after the close of escrow. Legal questions may arise at any time during your transaction. RERM’s Panel Attorneys can assist you with a wide variety of legal questions, providing assistance should you need it for the purchase/sale of your property.

The Buyer/Seller Legal Protection Plan can provide you the following protections and services:

- Telephone Consultation
- Document Review

After the Close of Escrow

- Lifetime Dispute Resolution Services
- Personal Risk Manager
- Mediation
- Reduced Hourly Fees

CLIENT TESTIMONIALS



*Sandy & Rich have helped over 600 families buy or sale a home,
and can provide you with all the contact information at your request.*

“Sandy and Rich are the perfect blend of professional and personal. Their professional guidance and support helped us get a full price offer the day the house went on the market. They then helped us find and buy our new home. But it’s all the meticulous work they did between the acceptance of offers and the final closings that made all the difference. They definitely had our backs, paying attention to all the little details, as well as being available to answer all our questions throughout the process. Of course this is their job, but we never felt like they were in it for the commission. They treat your house like a home and you like a friend.” - Zuser.

“We couldn’t have asked for a more knowledgable & personable agent to work with than Sandy. Her early consulting with us helped to focus on what was needed for a good showing & ultimately smooth sale of our home. It was sold within 24 hours of the listing! Sandy & Rich are a great team.” - K. Srcoast

“They exceeded our expectations. Excellent marketing and industry knowledge. They guided us through the process and handled all the hard stuff so that we did not have to. We had 2

full price offers the first week and I give them the credit. They were definitely worth their commission!” - D. Nagel

“My wife and I listed our home with Sandy and Rich Marquez on a Thursday. They had one offer on Saturday and the next offer on Monday. We accepted the second offer as it was for our full asking price. We closed escrow in 30 days with no issues. Sandy and Rich kept us informed all along the way. They handled everything regarding the buyers contingencies. They even connected us to a really good moving company. Our family highly recommends Sandy and Rich. We could not have had a better experience.” - Kapil Mathur

“We recently sold a home with Rich and Sandy and had a great experience with Rich and Sandy. They gave us recommendations on how to prepare the house to sell and provided data on the recommended pricing. Throughout the process, they kept us well informed and actively worked to market the house and to have open houses to raise awareness. They walked us through the paperwork, and action items to ensure a smooth escrow. On top of it all, they are really nice people and great to work with.” - Janel Birk

“Sandy and Rich provided a superior home buying experience. They took time to really understand our family, our goals and budget. They were our advocates and we found a wonderful home that without their negotiation expertise, we would have paid a lot more. There are also heavily involved in the community, which was very important to us.” - Francesca Barker

Sandy and Rich Marquez helped us sell our home a few years ago when the market was tough and not much was moving! They also found the perfect house for us. Sandy or Rich was present for every inspection! They sold our house in a very prestigious area of San Clemente where they hadn’t sold before. They educated themselves on the area and ended up getting several new listings in the area which they successfully sold! They are professional, diligent and honest. They fight for their clients. They educated us on what it took to sell our home and also on what we should look for in our new home. My husband and I couldn’t have been more pleased! We highly recommend this team! - Linda Kidwiler

CLIENT TESTIMONIALS

"I highly recommend Sandy & Rich. Selling your house can be a very stressful time and they made it painless. They provided great advice and made some very helpful & honest recommendations to get the house sold. Bottom line, we listed the house the day before we left on vacation. While on vacation, they found the buyer with a full cash offer. We get home and we are in escrow."
- Ericange Bowman

"What can I say - two homes sold and one purchased with this amazing team! Sandy and Rich not only are the best in San Clemente but are honest, trustworthy and dedicated Real Estate Professional that know their business! I highly recommend these dedicated professionals and you can rest assured they will represent you with your best interest in mind. Thanks Sandy and Rich for being so awesome!!" - C. Vikan

"Sandy and Rich have helped me and my family in multiple real estate transactions, from 2005 when they sold us our first home, then sold my mothers home, sold my aunt and uncles home and then resold my home in 2014. They are extremely professional and knowledgeable of the local real estate market as well as being very honest, they live in the community in which they work and will not steer you wrong." - Cristie Stephens

"Sandy and Rich were fabulous!! At every step of the way they went "above and beyond" to make sure that things went smoothly. They helped us find a terrific buyer for our home and worked very hard to ensure that we reached a fair deal for both sides. We would not hesitate to recommend them to anyone wanting to sell or buy a house in the San Clemente area – the definitely know the territory." - Bill Hezzelwood

"Honest, personal and transparent. Well knowledged in all aspects of real estate transactions. They have also been instrumental in representing us with the purchase of our current residence which we love." - Imthewitt1

"Rich & Sandy are the best, professional and do everything possible to ensure their clients wishes & dreams a reality, thank you both for 4 different homes which you made our dreams come true." - tu4u

"Sandy and Rich were very professional, responsive and efficient seeing that they sold our house in less than two weeks. Always answered calls and texts and gave the best suggestions in preparing our house for sale. We highly recommend their services." - Jim and Linda H.

"I have worked with Sandy and Rich since 2005. They have helped me sell three homes and purchase three others. In the next year I will be downsizing and I will definitely be using them again. Both Sandy and her husband Rich are knowledgeable about the area, honest, full of integrity, and treat you like family. There were areas that I would research online and be interested in that Sandy would caution me against. That is rare to find in a realtor, as most of them are only in it for the sale. In dealing with other realtors on our transactions, I have seen a lot of dishonesty, fraud, and just plain wrong doing. There is one realtor who has tried to get me to dump my realtor and have them represent both the seller and buyer to get a "better deal", but there is no way I would do any real estate transaction without Sandy and Rich. That other realtor is unethical, and sadly I see his tactics are being picked up by other realtors when I've just looked at open houses. You won't be disappointed with Sandy or Rich!"
- Kathy D. McDaniel

"Sandy and Rich are simply the best. They know everything there is about San Clemente Real Estate and I highly recommend them for listing your home for sale or finding a home to buy. In our case they helped us in buying our new home and did a great job negotiating the price and terms we wanted." - Zuser201

"Sandy and Rich are amazing to work with. We have bought and sold several houses through them. Super easy, sales went amazing fast. They are both super knowledgeable about the market and even knew about homes that were not listed yet. I would highly recommend them to represent you." - user242

"I had seen Sandy & Rich signs in the neighborhood and around town for over 10 years, so when I decided to sell my house I gave them a call. I was looking for an agent that was professional, knowledgeable, dependable, honest, a good communicator, and patient (I can be needy). I found all these

qualities in Sandy and Rich. They listed my property and it sold and closed escrow in about 45 days. Sandy kept me informed throughout the process and always had a positive and uplifting outlook no matter what hurdles arose. They were a joy to work with and I feel very fortunate to have had them as my agent. I highly recommend Sandy and Rich for your real estate transactions." - Imcn0

"I have known Sandy & Rich for 15 years. They are very knowledgeable about all aspects of real estate. Recently I used Sandy & Rich as the listing agent to sell my house. I excepted a good offer in a few days. They were very thorough in all stages of the 30 day escrow. If I had a question, they were quick to respond with the correct answer. Sandy & Rich are definitely top real estate agents in San Clemente." - Microclimate

"Sandy & Rich were professional in every way when it came to selling our house. We had great exposure and showings. We were in escrow within a week of our listing date. Sandy also had great ideas on staging the home for it to appeal to buyers." - W. McCollough

"We enjoyed working with Sandy. She was responsive and quickly responded to texts, emails and phone calls. She was honest and easy to communicate openly with. I would recommend working with them, to sell your home!" - user3

"Sandy and Rich have extensive knowledge about San Clemente and are very responsive to our calls. I would recommend them to anyone looking to sell or buy a home in San Clemente." - user6128344

"We have had the pleasure of working with Sandy and Rich for over ten years. They helped us with four home transactions always in a professional, friendly manner. Their knowledge of the area is invaluable and certainly helped to give us confidence and an edge during negotiations. We recommend them without hesitation." - Jayne and Phillip Guilford

CLIENT TESTIMONIALS

"Sandy and Rich are the best!!! They were there for us every step of the way from buying to selling. They listened to what we were looking for and searched until they found us the home of our dreams. They knew the neighborhood we wanted and literally went door to door to find it. This house wasn't even on the market but they were able to talk to the owners and found out they were considering moving... 30 days later we had our home!" - jones8

"It is my pleasure to recommend Sandy and Rich. Sandy was wonderful and highly knowledgeable, responded right back every time I contacted her, and had superb negotiation skills. Sandy helped us to purchase our beautiful home and there were many competing offers on it! With her help we are so happy where we live! THANK YOU!!!" - Kim Cota

"Rich and Sandy helped us sell our home and buy another one. They were very professional in all of their interactions and made us feel that we were their top priority. They sold our house in a week and spent all the time we needed in finding just the right home to buy. They helped us stage our home when we sold it and gave us many referrals for movers, termite inspectors, plumbers, electricians, etc., that were all top notch. We were very glad that Sandy and Rich had been our realtors and now we consider them our friends." - Jo Bohn

"We chose Sandy and Rich to represent us in the selling of our home mainly because of their expertise in selling homes in our area. They did not disappoint. Our home was sold within a couple of weeks and all of the issues contained in the sale of the house were dealt with in an expedient manner and with a high rate of professionalism. We highly recommend Sandy and Rich to deal with acquiring or the sale of property." - Billy Norton

"We have used Sandy and Rich both for buying and selling homes, and have referred everyone we know that is looking for a realtor. Sandy and Rich are very professional and knowledgeable about the highly competitive local market. Rich got us an early showing on the house we purchased from the bank which enabled us to submit an offer before they held open house. Due to the current lack of inventory, it really pays to

work with someone that has good relationships with other local realtors and sellers. I am confident we would still be submitting offers and getting beat out by all cash buyers if we hadn't gotten the inside track on the house we bought." - Joe Steelman

"Exceptionally responsive, knowledgeable of their area, coupled with warmth, kindness and charm make this team heads above others who rely only on the Internet. Personal service is needed when purchasing a home as it is a very emotional business transaction. This team understands those personalized needs." - Sandra Kay

"Sandy and Rich are true professionals, and wonderful people. I have used them to sell one home, and buy another. Any detail that came up, they knew just what to do. They knew what to price my house at, and what to offer on the one I bought. Always easy to get a hold of, and very aggressive in solving any issues. I wouldn't use any other realtor for South Orange County." - S. Rossney

"Outstanding knowledge of area. Very engaging and great people. Fully recommend without any hesitation. Sandy and Rich have worked with us in the past and we were 110% happy with the results!!" - Alex Lou

"Sandy and Rich are very experienced agents who know their markets. Their marketing skills and tools are top notch. Very happy with their service. They also came highly recommended by my friend and neighbor who sold their house through Rich and Sandy." - Gabriele Helene

"Sandy & Rich sold our last home. They gave us great advice and found us a buyer in no time. When we've thought about upgrades to our current home, I've asked their opinion on what is a good investment and they are always frank and honest about what we should and shouldn't spend money on. They are also a great source for contractors and other services. We have properties in other areas of California, as well as out of state. We looked to Sandy & Rich for referrals when buying or selling and have had nothing but great experiences with every referral. We would gladly use their services again.." - K. Whaley

"The first word that comes to mind is patience. My Wife and I took 2 1/2 years to decide to buy a home in San Clemente. Initially, they found us a splendid home to rent. Throughout the next few years they would send us information on homes we might like. Finally, they found us a home we could not resist. She and Rich negotiated a quite unbelievable deal for us which included a 73" TV and a high-end stereo system. We are proud to include Sandy and Rich as great friends in addition to being the best realtors in the area." - Sheldon Barker

"Sandy & Rich were referred to us by good friends who worked with them in the past. Both their experience and our own was seamless during the entire home purchasing process." - B. Kroll

"Our experience with Rich & Sandy Marquez was truly a blessing! We listed our home, in March of 2014, with a Realtor who had a poor work ethic. Our home, which is in a very sought after private community, in Rancho San Clemente, sat on the market for 5 months, with only four viewings, before we severed our commitment with the Realtor. We took our house off the market, while we interviewed five local realtors, in San Clemente. While all had impressive home sales records, Rich Marquez impressed us the most with his professionalism, marketing tools, sales strategy, goals, open house frequency, vision, and his excellent sales record. After meeting with Rich, we were so confident we chose the right Realtor/Broker, my husband said, "Our house will be sold within one month". Within three weeks of signing a real estate contract with Rich, we had two viable offers, and accepted one. We closed escrow without any issues and Rich was right there with us throughout the entire process. He returned phone calls and replied to emails, right away. Rich is very personable, courteous, considerate and professional. We would recommend Rich Marquez to everyone in our family, circle of friends, and anyone else who is considering selling their home. Thank you, Rich and Sandy, for a phenomenal work ethic and job well done!" - Scott & Kim Benedict

LET'S BEGIN...



When working with Sandy & Rich, their approach to real estate sales and marketing is at once simple and complex. Simply, at all times they operate with the **utmost integrity** and **professionalism**, remembering that their practice is **client-centered and client-driven**.

We would like to thank you for giving us the opportunity to present this preview of the marketing services we can offer you and your property. We would be pleased to assist you with the sale of your present home and the purchase of your next home, and the next one, because we're not just providing a service, we are building a relationship.

Let's work together...





SANDY & RICH
m a r q u e z



#1 HUSBAND AND WIFE TEAM IN SAN CLEMENTE

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