



Waymon Ellis Meadows

Real Estate Broker/Builder

www.WaymonMeadowsRealEstate.com

Since 1974 - FL LIC # BK 707419 - FL LIC # CBC 1250530

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Available Listing Services



Invest in Lake Marie Villa



Available Buyers Services

Pre-Listing Services

A CMA Market Analysis:
Determines best listing price
Resolves current value
Reveals recent home sales

Listing Appointment

Presentation:

Present Market Analysis
Fill out Listing Agreement
Take 50 Photos

Enter Listing Information in MLS:

Selling Price of Home
Data Details of Home



Waymon- Super Negotiator
46 years experience
Former Mayor of Dundee
7 yrs. Polk Board of Adjustment
Developed Spanish Haven and other communities

184 THINGS RELTORS DO TO EARN THEIR COMMISSION

1. Help get buyer pre-approved for a mortgage.
2. Help find a home in the neighborhood buyer wants to live in.
3. Negotiate a reduced price with the owner or representative.
4. Recommend a home inspector; meet with him to supervise the inspection.
5. Handle Repairs with handy man and other sub-contractors.
6. Coordinate items with sellers attorney.
7. Supply elements needed for the title company and Loan officer.
8. Review closing statement and attend the Closing.



NEVER

Never Use an Agent who is not a Broker/Agent
Never use an Agent with little experience
Never use an Agent outside of your area
Never use an Agent who is not a Full-Service Broker
Never use an Agent without a professional website
Never buy direct from a Building Company, use a Builder/Broker to represent you.

ALWAYS

Always use a Broker/Builder to represent you when dealing with a Building Company.
Always use a Broker/Builder with at least 20 years experience when buying a home, commercial or apartments...
Always use a Broker/Builder who lives in the area
Always use a Full-Service Broker/Builder
Always use a Broker/Builder who has a professional website
Always use a Broker/Builder who is a Consultant
Waymon former Mayor and Polk County Board of Adjustment member.



Builder/Broker

Listing Activities

Before Waymon visits you, he will create a market analysis called a CMA.

A CMA is a Comparative Market Analysis. CMA is the term real estate professional use when they conduct an in-depth analysis of a home's worth in today's market. It is a FREE service without obligation.

For the Home **Seller** a CMA is a method to learn what their home's current value so they can select the best Listing price.

For the Home **Buyer** a CMA is a method to determine the current value so they can make an offer to purchase the home

A CMA is not an appraisal. An appraisal is performed by a licensed appraiser using only information from similar property that has been sold during the last year.

Listing Appointment Presentation

Present the Comparative Market Analysis to you so you can make decision what price to list your home for on MLS.

Fill out the listing agreement and provide copies to Sellers and enter information into MLS data base within 48 hours.

Take up to 50 photos of the home inside and outside for Buyers and Realtors to see when looking for a home on the internet for clients.

Customer Testimony:
"I cancelled my listing"

I had my home listed with a real estate agent recommended by a member of my church. It was listed for four months, few showings, but no one really interested in making an offer to buy my property. I cancelled my listing and listed it with Waymon. He had a cash offer the next day. **Closed in 10 days.** I left the closing smiling, in amazement, wondering, how did Waymon do it? CW



SELL YOUR HOME FAST

Customer Testimonial:

I own some rental property and recently decided to sell some of the apartments. I listed the property with Waymon and he had 2 offers in the first week, with other offers following. We now have a contract and a closing date set in a few days. I have other rentals that I plan to sell and **I would not consider using any other broker.** SP

GUARANTEED SALE

The agents offer the bold claim that if we don't sell your home we'll buy it. Sounds like a strong guarantee, until you read the fine print, which requires a deep price discount on the property for the agent to buy it. Most guaranteed sale agents have never bought a client's property, and those that have end up buying it as such a steep discount, they've made more money on the sale than a traditional listing."

Customer Testimonial :

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EXPERIENCE

Waymon started in **1974** helping customers buy homes. When you want the very best call Waymon

CMA

Do you want your real estate sold fast? A CMA determines what your home is worth in today's market. When the price is too high, buyers will not come to see your home. On the other hand, when the real estate is listed too low, the owners will lose money.

Customer Testimonial:

I have known Waymon for approximately 40 years. I first met him when I worked at a local bank, where he was a very good customer. Some friends of mine recently listed their house for sale with Waymon and he had it **sold and closed** in less than a month. They had previously listed with another broker for 6 months with no results. SP



BUY YOUR HOME Hire Waymon It's FREE



Buyers Agent

Buyer grants Meadows Realty and Construction Co.,LLC (MRC) Waymon E. Meadows Broker the exclusive right to work with and assist **Buyer** in locating and negotiating the acquisition of suitable real property as described by buyer. Waymons' Service is **FREE Seller pays him.**

Customer Testimonial:

*I have nothing but praise for Mr. Meadows. He was extremely generous and kind in helping us get our home on the market, **within a day of listing** our property Mr. Meadows found the people who are purchasing our home. We are truly appreciative of his nonstop dedication to getting it sold for us. Thank you Waymon. JP*

Learn How Referrals Work

"In the industry, Realtors, at least the ethical ones, will work together to help buyers and sellers achieve their goals.

When my friends and family need assistance in real estate, they come to me for help. I bend over backward when I could offer my expertise, but I also concede when the area is not my specialty. In other words, I refer them to Realtors who know the area well. I receive a referral fee.

Now perhaps you're thinking I'm nuts for not grabbing the opportunity to earn a client. That's just not how it works, ideally.

But let me tell you something by sharing a story. I had this friend from high school who, much to my amazement, called me to send in the news that he and his wife were planning to buy a home in the north [Tampa.] They said they worked with another agent because they thought they had to hire someone from the area. You might think I was upset, but I was not. I realized he was not aware of how referrals work in the industry. Nonetheless, I really appreciated the gesture. The thing is, as I told him, he could have called me first to seek my advice. Although I would have referred the same Realtor, He's the best in the area, we could have both benefited from the referral.

So, dear friends and family, thank you for considering me whenever you or someone you know needs a real estate expert. You know I will always be downright honest with you. If I know the market well (meaning, if it is in one of my service areas), I am at your service. However, if it is outside of my area of expertise, I'll do my best to connect you with a Realtor who has a proved record in the area you're eyeing. All the same, referrals are always appreciated. If you're interested in any real estate-related transaction."



*Thank you for a referral,
Waymon*

In The Beginning

Waymon Purchased an Orange Grove



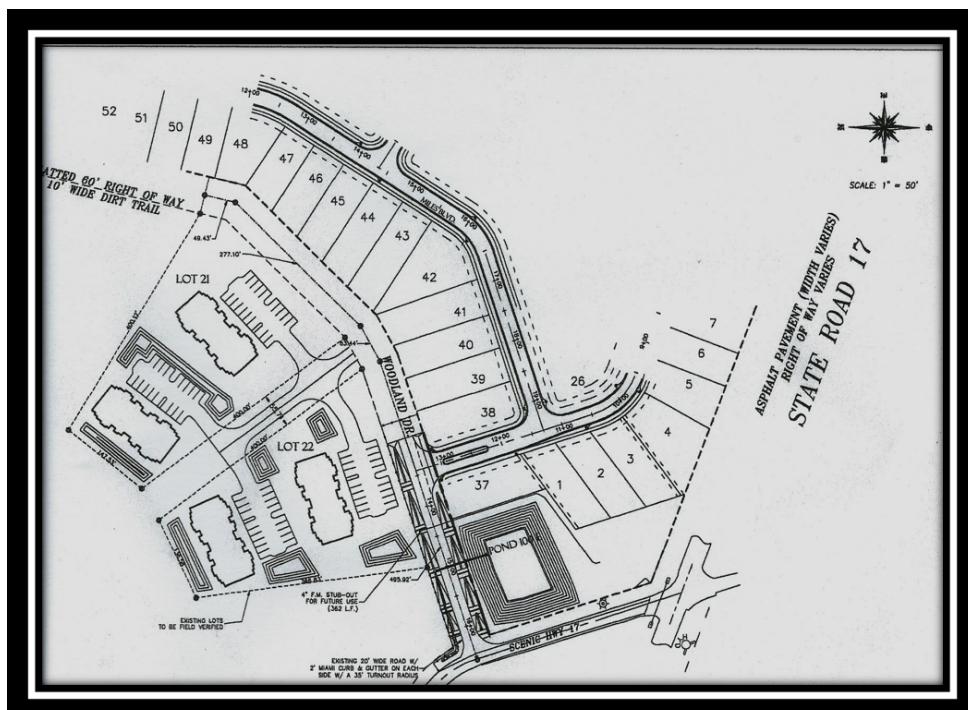
Green Disease **Killed** Waymons' orange trees



A Dream Was BORN



Land Development Created



Own Part of the dream





Joint Venture

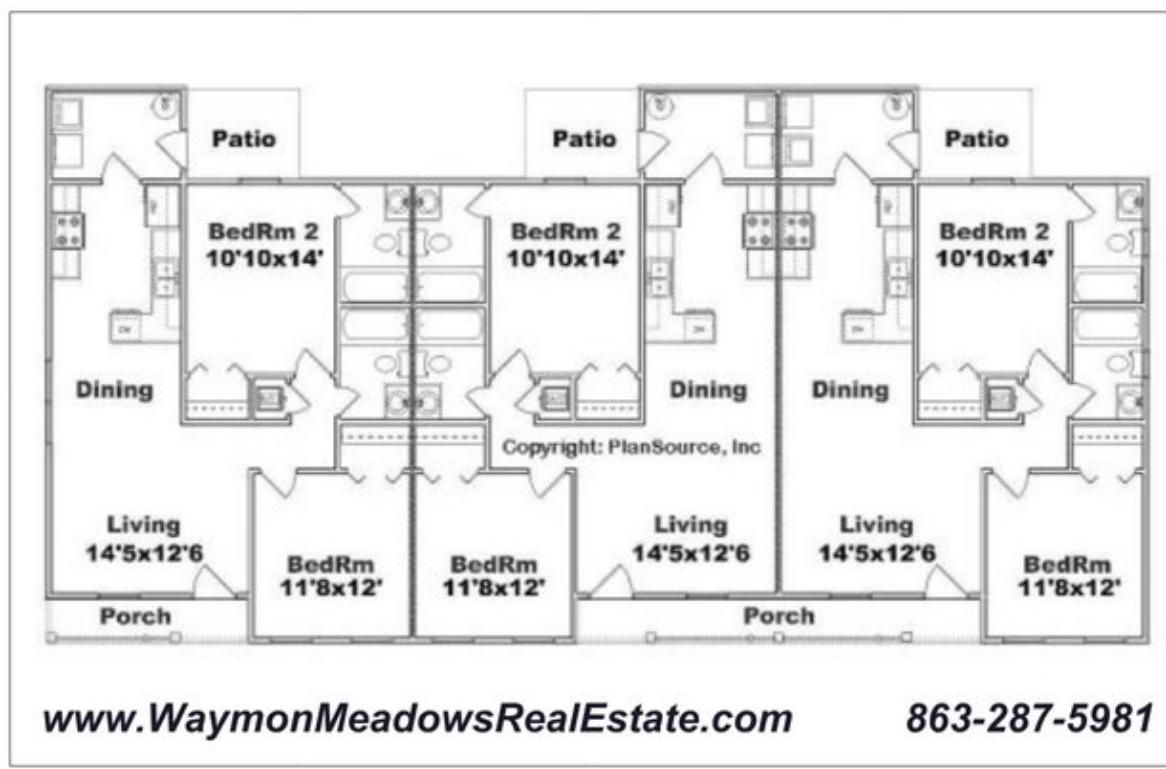


Land owner invest land valued at \$ 375k; shares in 43% of profit
Investor funds development cost \$ 500k; shares in 57% of profit

Land cost	375,000.00
Development cost	500,000.00
Total cost	875,000.00
56 units developed value	1,680,000.00
Less cost land/development	875,000.00
Less marketing cost	168,000.00
Estimated profit	637,000.00

A unique gem of development land. Priced for only \$ 375k. The property is Zoned/Approved by The Town of Dundee for 56 units. Major shopping: Walmart, Winn-Dixie, Publix, Home Depot, Legoland nearby. Easy access to Orlando/Tampa: I-4. Note: Renderings are included only as concepts or illustrations.

Why move to a small town? Because it is a slower pace of life; a better place for families. Is it time to move out of a chaotic city? Families do things together, not like "city life" where adults go out every night. You will get to know your neighbors; more leisure time; walking around Lake Marie, riding bike, bird watching, fishing, baking bread & pies for your family and friends. Your neighbors will know when you are in trouble and rally around you. Come home to a peaceful small town called Dundee.



Grow your nest egg; time is running out, the opportunity will be gone...

