

Buyer Advisory Services

PRESENTED BY MARIA AZUAJE



Premier
Sotheby's
INTERNATIONAL REALTY

Our Commitment to You





At Sotheby's International Realty, our team has an in-depth understanding of the intricacies involved in purchasing a home, offering services tailored to your preferences. In our advisory relationships, our objective remains crystal clear: to leverage our extensive resources and decades of experience to provide you with the knowledge and confidence necessary to seamlessly navigate your next home purchase.

Here's our pledge to you:

- We remain dedicated to understanding your individual needs in the pursuit of your next home. We commit to being your guide and confidant throughout the journey.
- We assure completely transparent communication, empowering you to make well-informed decisions.
- We promise to navigate the complexities of the real estate market on your behalf, utilizing our expertise to secure the most favorable terms for your home purchase.
- We pledge to always uphold the highest standards of professionalism and ethics. Your trust is paramount to us. It is, after all, the very foundation of our success.

Maria Azuaje

Real Estate Advisor

317.371.0935

maria.azuaje@premiersir.com

@TeamAzuajeRealtor

<https://mariaazuaje.premiersothebysrealty.com/>

Premier Sotheby's International Realty

744 S Village Circle, Tampa, FL 33606-2563



Maria Azuaje brings a wealth of experience and expertise to her role as a global real estate advisor with Premier Sotheby's International Realty's South Tampa office. With a background in project management and a decade-long tenure in real estate, Maria's commitment to exceptional customer service is unmatched.

Maria holds various designations including Certified International Property Specialist and Certified Luxury Home Marketing Specialist. Fluent in Spanish, Maria hails from Venezuela and currently resides in Odessa, Florida. She holds a degree in computer engineering



Luxury service at every
price point
10+ Years of Experience
Tampa Bay Expert

With over a decade in the real estate industry, Maria's prior experience as a senior project manager for software development provides her with a unique perspective and meticulous attention to detail. She has been recognized as a top producer, receiving accolades such as the Tampa Bay Top 500 Real Producer and multiple Chairman Circle Gold Awards

Maria's mission is to provide unparalleled service to her customers. She approaches her profession as a full-time commitment, constantly seeking innovative marketing strategies and leveraging advancing technology to stay ahead of the curve.

Setting her apart from other associates, Maria's corporate professionalism, marketing prowess, and technical know-how enable her to effectively target potential buyers and create enjoyable and rewarding real estate experiences. Her strong business acumen, coupled with a love for social media, fosters lasting relationships built on trust and integrity

Beyond her professional pursuits, Maria enjoys exploring new destinations, indulging in exquisite dining experiences, savoring coffee with friends, nurturing her passion for beekeeping, and scenic bike rides

Client Endorsements





Tampa

KARELIS CARRASCO

“When it came time to sell our home, we knew we needed someone professional, experienced, and dedicated. Maria exceeded all our expectations and made the entire process seamless and stress-free. We are incredibly grateful for Maria's hard work and dedication.”

Clearwater

VICTORIA GOLEBIOWSKI

Maria was phenomenal, from beginning to end! Great wealth of knowledge, incredibly proactive, always flexible, and with amazing positive energy. I don't want her to be just my realtor; I want her for my best friend.”

TARPON SPRINGS

JIM AND KIM NOTO

“Very knowledgeable made the selling process easy for us. Great expertise with a profound understanding of the industry. Her professionalism and hands on approach we benefited from greatly. I would recommend her highly”

10 Essential Advantages of Representation

As your agent, I have insider expertise and experience to help you successfully and seamlessly navigate your next real estate transaction. Here are 10 advantages of working with a Sotheby's International Realty real estate advisor to purchase your next home:

1

DEEP KNOWLEDGE & ACCESS

My expertise provides you with comprehensive insights into the local market, including pricing trends, desirable neighborhoods, and buyer and seller preferences. This empowers you to make informed decisions and ensures you have priority access to all available listings.

2

NEGOTIATION & CONFIDENTIALITY

As an experienced agent, I have refined my negotiation skills through numerous transactions. I will craft a purchase strategy and evaluate and negotiate the offer on your behalf to help you avoid overpaying and obtaining the best possible terms.

3

VAST NETWORK

I have access to a global network of industry professionals, including inspectors, mortgage brokers, and other real estate advisors, to expedite processes and unearth opportunities, ensuring a seamless experience for you.

7

TRUSTED COUNSEL

Buying a home can be emotionally charged. I serve as a confidential advisor and fiduciary, ensuring that emotions don't cloud judgment or derail a transaction.

8

FUTURE GUIDANCE

Even after a transaction is complete, you can consider me a trusted resource who is always available to offer advice on home improvements, market trends, and more.

4

CONTRACT NAVIGATION

I am well-versed in the complexities surrounding the legal paperwork involved in real estate transactions and can help you navigate disclosures and reports, helping you avoid mistakes.

5

PROBLEM SOLVING

I have a proven track record of overcoming hurdles and am equipped to tackle any obstacles that may arise, ensuring a smooth and successful outcome.

6

TIME SAVING

I handle all the behind-the-scenes work, from property research to paperwork, streamlining the process and saving you valuable time.

9

RISK MITIGATION

Mistakes in real estate can be costly. With my experience, I can help you make the right investment.

10

PROFESSIONAL DEVELOPMENT

The real estate market and its regulations are continually evolving. Both Sotheby's International Realty and I are committed to continuous education and learning, ensuring we provide you with informed and experienced service that stays ahead of the curve.

The Journey of Purchasing a Home

Initial Consultation

Getting to know you and your goals

Property Search

Finding the perfect fit

Negotiation

Delivering the best price and terms for your purchase

Pre-Approval

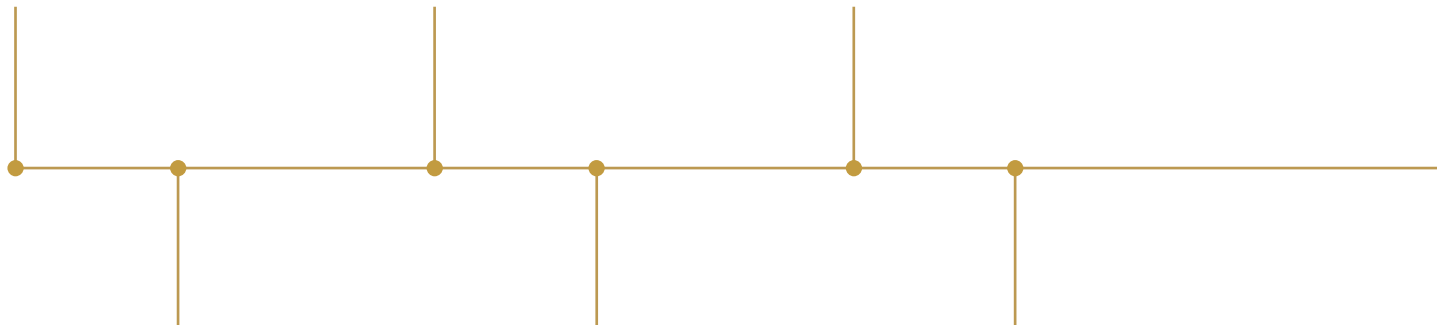
Defining budget and price range

Offer Submission

Understanding market conditions

Home Inspection

Examining the condition of the home



Insurance

Obtaining Homeowner's Insurance

Mortgage Financing

Obtaining lender commitment

Settlement

Reviewing and executing final purchase documents

Coordinate an Appraisal

Valuating your future home

Pre-Settlement Walk-Through

Confirming of condition of the property prior to closing

New Home Awaits

Welcome home

FRUSTRATED BUYER

Case Study





CHALLENGE

The buyer approached me after losing a home they loved due to poor guidance from a previous realtor. Their primary concern was finding an experienced agent who could guide them confidently through the buying process and negotiate effectively on their behalf.

STRATEGY

To address their concerns, I first connected them with a trusted lender to ensure their financial stability from the start. Throughout the process, I maintained full transparency, providing proactive communication and thorough research on each home, including location details, flood zones, and HOA regulations. Once we found the right home, we met to carefully review the entire process, and I explained all contract contingencies in detail, ensuring they were fully informed.

RESULT

Through informed negotiations and a thorough inspection, I secured a favorable offer. My curated network of professionals and constant communication reassured my clients, allowing them to confidently proceed with the purchase. Today, they are happily settled in their new home

DOMINO EFFECT

Case Study





CHALLENGE

The buyer needed to relocate to Tampa Bay but had to sell their out-of-state home simultaneously. They required both transactions to close at the same time, creating a complex, domino-effect sale that demanded seamless coordination.

STRATEGY

We partnered with a Sotheby's advisor to handle the sale of the out-of-state property. Strong communication between both agents ensured a smooth process, with clear planning and timelines established to align both closings perfectly.

RESULT

Through strategic coordination, both transactions were successfully completed, allowing the buyer to seamlessly move into their new Tampa Bay home without any delays.

A SELECTION OF

Significant Sales



515 N MAYO STREET

CRYSTAL BEACH

Last Asking \$2,500,000

Sold for \$2,500,000

Represented by Buyer

The property had just expired and was no longer listed for sale, but my buyer was determined to purchase it. Leveraging my network, I contacted the listing agent and negotiated an off-market deal.



3108 W BAY VILLA AVENUE,

Tampa

Last Asking \$2,149,000

Sold for \$2,000,000

Represented by Buyer

The buyer had just sold their home and needed to purchase a new property quickly. I swiftly identified suitable options and negotiated a fast closing timeline that met their urgent needs





12505 STONELAKE RANCH

THONOTOSASSA, FL

Last Asking \$4,541,775

Sold for \$4,541,775

Represented by Buyer

The buyer hired a builder to design their custom home, and I played an active role in reviewing and navigating the builder's contract. By making key adjustments, I ensured that the terms were favorable to the buyer, protecting their interests and enhancing the overall experience during the construction process

Our Advisory Fees





Sotheby's International Realty and I are compensated on a commission basis. Your Buyer Agency agreement details the advisory fees, which may vary depending on the property you purchase.

SELLER PAID BROKERAGE COMMISSION

- The seller has offered to pay a commission to the buyer's broker.
- The seller offers only a portion of the commission you have agreed to in the Buyer Agency agreement. This would require you to pay any portion of our commission not paid by the seller unless you condition your purchase offer on the seller paying all of your commission obligation to us and the seller accepts such offer.

BUYER PAID BROKERAGE COMMISSION

- The seller has not offered to pay a commission to the buyer's broker, or is offering less commission than the fee agreed upon in your Buyer Agency agreement – you will be responsible for the fees not covered by the seller at closing.

[HTTPS://MARIAAZUAJE.PREMIERSOTHEBYSREALTY.COM/](https://mariaazuaje.premiersothebysrealty.com/)

Nothing compares to
powerful partnerships.



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