

LAWSON
PROPERTY GROUP

Marketing Your Listing

LOCAL EXPERTISE & GLOBAL REACH

Tiffany Lawson
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tiffanylawson@dpmre.com
LAWSONPROPERTYGROUP.CO

Our Mission

TRUSTED ADVISORSHIP

Client-centric ethos, prioritizing your needs and concerns.

SEAMLESS HOME JOURNEY

Navigating your home journey effortlessly, leveraging expertise for optimal results.

EXPERT PROBLEM SOLVING

Offering data-driven solutions and coming with a solution to any situation.

STRATEGIC NEGOTIATION

Advocating for you in negotiations, securing terms aligned with your objectives.

TRANSPARENT COMMUNICATION

Maintaining open and consistent dialogue at every stage of the process.

COLLABORATIVE GOAL ACHIEVEMENT

Partnering with you to devise strategic plans that lead to the realization of your aspiration.



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My Commitment to You

1 ON YOUR SIDE

Your best interest is my sole purpose. With a pulse on the local market and a sound understanding of how various amenities affect the value of a home, I will help you accept the best offer for you.

2 OPENING THE DOOR

I will partner with you to get your home market ready. Once ready, I will network your home with multiple groups and list your house so other agents can show and inform their buyers.

3 HANDLE CHALLENGING CONVERSATIONS

When repairs or changes in price are requested, I will be your guide and handle the negotiations on your behalf.

4 NAVIGATE THE FULL PROCESS

Buying or selling a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts. I will ensure nothing is overlooked and that you truly understand what a paper means before signing on the dotted line.

5 REAL ESTATE EXPERT

Working daily with inspectors, contractors, and negotiating with a buyer's agent, I have the market knowledge you need to get the best results from the sale of your home. Understanding the local real estate market is something I take great pride in.

6 CREATIVE PROBLEM SOLVER

I will work hard to protect all of your interests and take on any challenges that may arise throughout the entire process. My goal is to make selling your home a stress free process.

Tiffany Lawson | 214.460.0279 | tiffanylawson@dpmre.com

“

Tiffany helped us sell our luxury home and find a new home, and was a delight to work with – stategic, creative, analytical, candid, fair-minded, and always available. She always made us feel like we were the first and only client, having her full attention.

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The Path to Selling Your Home

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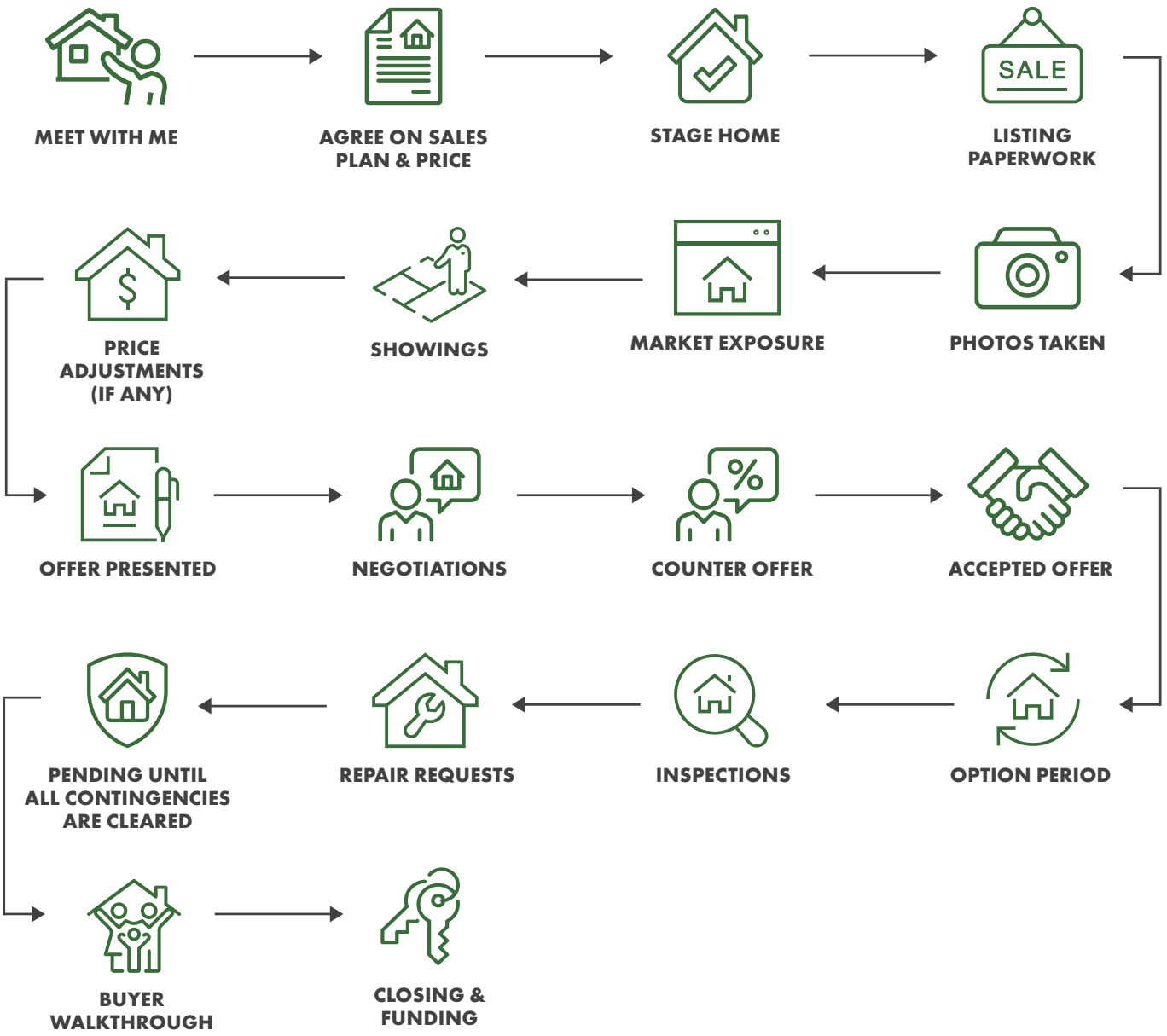
A Review of the Selling Process



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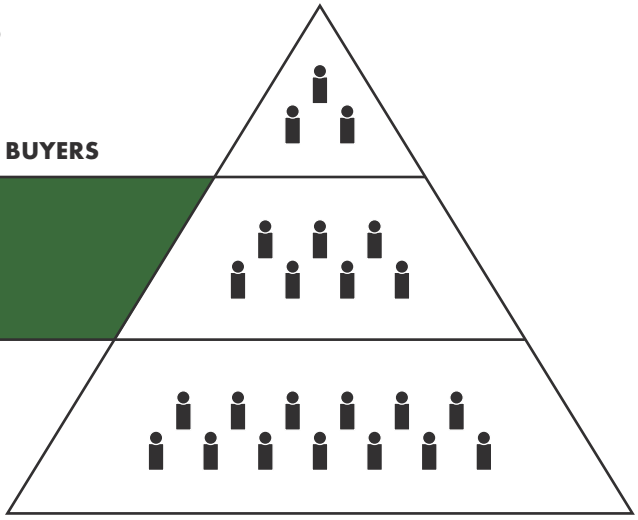
Strategic Pricing for Best Exposure

Proper timing and pricing for your home is imperative to a satisfactory sale. I will help you analyze these factors to get the best price in the least amount of time.

PRICING ABOVE FAIR MARKET VALUE WILL ATTRACT FEWER BUYERS

FAIR MARKET VALUE

LOWER PRICE WILL ATTRACT MORE BUYERS



NUMBER OF INTERESTED BUYERS







COMPETITIVE PRICING

With competitive pricing of a new listing, multiple buyers will be interested, which will lead to a sale at the highest price available in the current market. We offer sellers professional guidance for proper pricing. A professional appraisal is another option for an objective opinion of fair market value.

OPTIMIZING YOUR HOME'S APPEARANCE

Attractive street appeal and an updated interior will generate a top market price for your home. Buyers have many options, and a very presentable home with a positive first impression will draw repeat showings and offers.

MAKING IT ACCESSIBLE TO BUYERS

The more accessible your residence is to prospective buyers and agents, the more quickly it will sell. Properties that are easily available for showings benefit with the shortest time on the market. It takes only one buyer; that one buyer could be making a trip from out of town, and your house could be their top choice.

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Neighborhood, City, Community
1234 Main Street
12345longstreeaddress.dpmre.com
BEDS 00
BATHS 0.0
SQ. FT. 0,000
OFFERED FOR $00,000,000
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LAWSON PROPERTY GROUP
Tiffany Lawson
214.460.0279
tiffanylawson@dpmre.com
lawsonpropertygroup.com
Preston Center Office
LAWSON PROPERTY GROUP
Just Listed
1234 Main Street
Neighborhood
Tiffany Lawson
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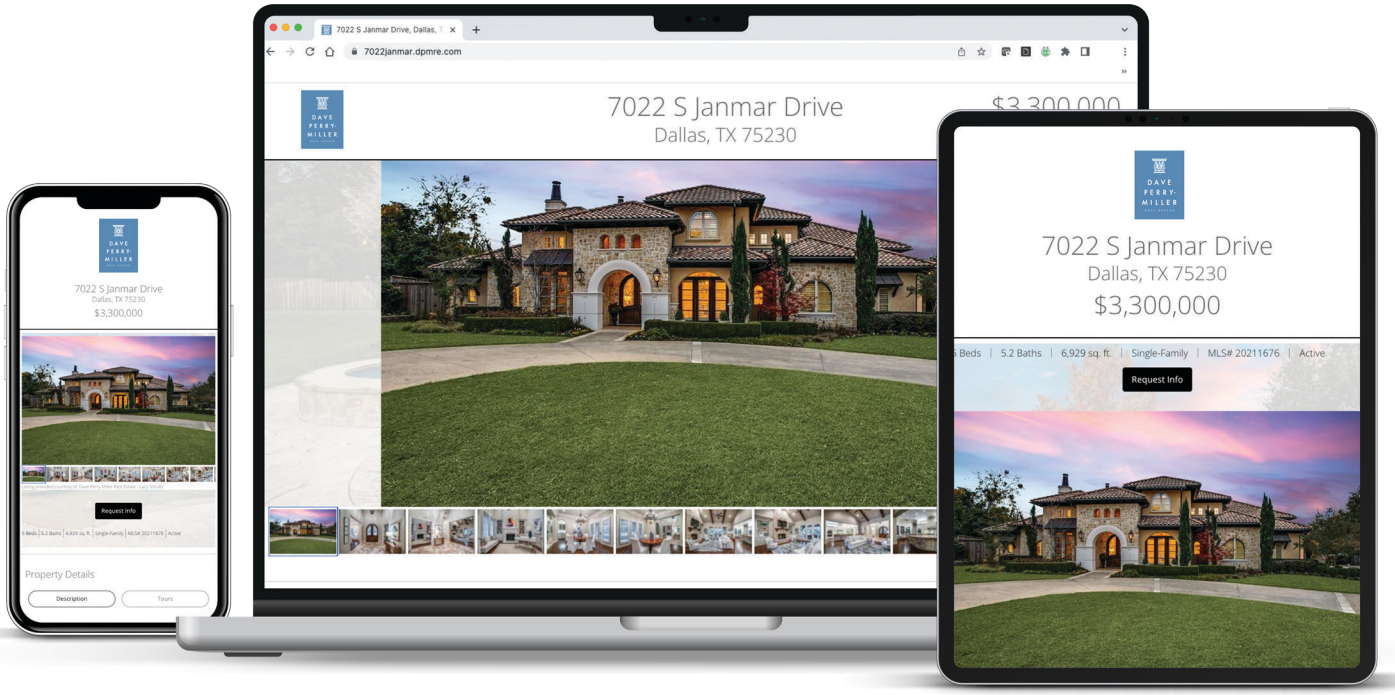
tiffanylawson@dpmre.com
lawsonpropertygroup.com
LAWSON PROPERTY GROUP
1234 MAIN STREET
Open Sunday from 1-3pm
3 BEDROOMS | 3 BATHS | 2,462 SQ. FT. | $515,000


7022 S Janmar Drive, Dallas,
7022janmar.dpmre.com
7022 S Janmar Drive
Dallas, TX 75230
7022 S Janmar Drive
Dallas, TX 75230
$3,300,000
Request Info
Property Details
Description
Tours
7022 S Janmar Drive
Dallas, TX 75230
$3,300,000
5.2 Baths | 6,929 sq. ft. | Single-Family | MLS# 20211676 | Active
Request Info

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Personalized Marketing Plan

My goal is to sell your property quickly and make it a seamless process for you. With 15+ years of marketing experience I know how to tap into the best marketing platforms and target audiences, so your property is getting the exposure to the right buyers.

STAGING PLAN to advise on room-by-room décor changes, cosmetic updates and any minor repairs needed to ensure your home's showing potential is maximized. Can provide a professional stager if needed.

PROFESSIONAL PHOTOGRAPHY to make sure we show the unique selling features of your home inside and out. Homes with the best photos get the most traffic.

DIGITAL FLOORPLAN to be used with online images.

INDIVIDUAL PROPERTY WEBSITE that will feature all property details, photography, and video. The website will be searchable by address and all advertising will be driven here. Detailed statistical reports will be generated and emailed weekly to you.

SOCIAL MEDIA will be used to highlight your property and elevate exposure.

EMAIL MARKETING will be used to reach a large network group of 1,800 engaged agents in the DFW metroplex and my private network groups.

OPEN HOUSES to drive more traffic to your property.

FULL PRINT MATERIALS that show both in and out of town buyers the important details of your home and the neighborhood.

ACCESS TO BROKER BAY and or **SHOWING TIME** for approval of showing requests

AGENT TO AGENT NETWORKING GROUPS to optimize exposure to the most qualified buyers.

PRINT ADVERTISING in multiple Dallas publications to maximize exposure. (optional)

A LISTING VIDEO AND AERIAL IMAGES to showcase your home's story and foster engagement with potential buyers. *(optional)*

APPRAISAL of your property to make sure it is priced to sell. *(optional)*

DEPENDING ON YOUR HOME, TIMELINE AND THE OUTCOME YOU DESIRE, THE PREP AND MARKETING PROCESS CAN TAKE 2-6 WEEKS.

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Creating the Perfect First Impression

Experts say most home buyers will make their decision at first sight. A small investment in time and money gives your home an edge over competing listings. Prospective buyers will react positively to signs your home has been meticulously maintained.

THE FRONT DOOR IMPRESSION

- O Clean and tidy entrance
- O Ensure doorbell is functional
- O Eliminate cobwebs on porch and windows
- O Touch up paint or stain on front door
- O Add pots of flowering plants at entry
- O Polish door hardware
- O Add wreath and fresh doormat

GENERAL MAINTENANCE

- O Replace burned-out light bulbs
- O Clean and repair windows
- O Touch up chipped paint
- O Touch up caulking in showers and tubs
- O Repair dripping faucets and commodes
- O Clean out and organize garage
- O Oil squeaky doors
- O Tighten doorknobs

NEAT AND TIDY

- O Shampoo carpets
- O Eliminate offensive odors
- O Organize and de-clutter closets
- O Launder bedding
- O Clean refrigerator and stove
- O Clean and refresh bathrooms
- O Replace or clean shower curtains
- O Clean drapes and blinds
- O Consider professional cleaning service

THE SPACIOUS LOOK

- O Clear stairs and halls
- O Store excess furniture
- O Reduce knickknacks
- O Minimize possessions on counters
- O Box and store unused belongings
- O Clear counters and stove
- O Make closets neat and tidy

THE BUYING ATMOSPHERE

- O Please be absent during showings
- O Turn on all lights and lamps
- O Open drapes and blinds
- O Play quiet background music
- O Keep pets outdoors or away

EXTERIOR AND CURB APPEAL

- O Cut lawn
- O Trim shrubs
- O Weed and edge garden
- O Prune trees
- O Clear walk and driveway of leaves
- O Repair gutters and eaves
- O Touch up exterior paint
- O Make sure your pool looks its best
- O Keep garage door closed
- O Keep driveway clear of parked cars
- O Consider professional cleaning service

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“

It was a pleasure to work with Tiffany; she is very professional and knowledgable. Her communication was prompt, and she was available for all of my crazy questions. Tiffany is highly recommended.

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Key Things to Know When You're Under Contract

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The Players & Key Terms



THE AGENT

A Real Estate Agent helps their clients purchase, rent or sell properties. They advise the client about market conditions and conduct walkthroughs to make sure everything is in order before it's time for closing.



ESCROW OFFICER

An unbiased third party who ensures a real estate transaction is correctly carried out by a homebuyer, home seller and any real estate agents involved in the purchase or refinance of a home.



TITLE COMPANY

Usually responsible for two different roles – providing the title insurance, and acting as the escrow officer. Sometimes, different title companies can handle these two roles, but it's almost always the same title company.



THE LENDER

An individual, a public or private group, or a financial institution that makes funds available to a person or business with the expectation that the funds will be repaid.



THE INSURANCE AGENT

An individual or company that acts as an intermediary between homebuyers or homeowners and insurance companies. Unlike a captive insurance agent, brokers deal with multiple homeowners insurance companies.

EARNEST MONEY

Earnest money, or good faith deposit, is a sum of money you put down to demonstrate your seriousness about buying a home. In most cases, earnest money acts as a deposit on the property you're looking to buy. You deliver the amount when signing the purchase agreement or the sales contract.

OPTION MONEY

When a buyer pays an option fee they are purchasing the unrestricted right to cancel the contract in the time provided for in the contract.

OPTION PERIOD

A negotiated number of days after the contract is fully executed during which time the buyer can terminate the contract for any reason and get their earnest money back.

APPRAISAL

A valuation of property by the estimate of an authorized person. The authorized appraiser must have a designation from a regulatory body governing the jurisdiction of the appraiser.

HOMEOWNERS INSURANCE

A form of property insurance that covers losses and damages to an individual's residence, along with furnishings and other assets in the home. Homeowners insurance also provides liability coverage against accidents in the home or on the property.

TITLE POLICY

Meant to protect home buyers and mortgage lenders from damages or financial losses caused by a bad title due to title defects. Most title insurance policies cover all the common claims filed against a title, including outstanding liens, back taxes and conflicting wills.

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5 Important Points of an Offer

PRICE, TERMS & DATES



OFFER PRICE

This is price that you feel is a fair price for the home.



EARNEST MONEY

This is good faith deposit you put down to demonstrate your seriousness about purchasing the home. 1-2% of the purchase price would be considered a strong deposit. This money is due to the Title Company within 3 days of the execution of the contract.



OPTION PERIOD & OPTION FEE:

This is a negotiated number of days for a certain price you have to inspect the property and can terminate for any reason. If you terminate, you lose the Option Fee but will receive the Earnest Money back.



TITLE POLICY & TITLE COMPANY:

Title Policy is meant to protect home buyers and lenders from damages or financial losses caused by a bad title due to title defects. The Title Company can be chosen by the buyer or seller.



CLOSING DATE:

This is the date that all parties sign paperwork and funds are transferred. Depending on how the contract is written, depends if you can move in once the transaction has funded.

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Home Inspections

WHAT TO EXPECT WHEN THEY'RE INSPECTING



SURPRISE. It can be great fun at a birthday party, but not when it may delay or threaten the sale of your property. Surprises such as a hidden water leak can result in unseen wood damage, or require bathroom repairs. Could there be termites? A crack in your heating unit? Is the electrical system in your home up to today's code requirements? Are there little things that need attention like a cracked window pane, drippy faucet or chipped tile?

Having your own home inspection takes the surprise out of the picture for the buyer and typically occurs after a contract is accepted. The home inspector is a generalist, and experts may need to be called in depending on what is found during the inspection.

APPLIANCES

- Dishwasher, Food Waste Disposal, Range Hood & Exhaust Systems, Ranges/Cooktops & Ovens, Microwave Ovens, Mechanical Exhaust Systems and Bathroom Heaters, Garage Door Operators, Dryer Exhaust

ELECTRICAL SYSTEMS

- Service Entrance & Panels
- Branch Circuits, Connected Devices & Fixtures

PLUMBING

- Water Supply System & Fixtures
- Drains, Wastes & Vents
- Water Heaters
- Hydro-Massage Therapy Equipment

HEATING, VENTILATION & AIR CONDITIONING

- Heating Equipment
- Cooling Equipment
- Duct Systems

OPTIONAL SERVICES

- Landscape Irrigation/Sprinkler Systems
- Swimming Pools, Spas & Hot Tubs
- Outbuildings
- On-Site Sewage Facilities (Septic Systems)
- Air Quality Testing
- Mold Assessment
- Boat Lift/House
- Water Testing
- Termite

STRUCTURAL SYSTEMS

- Foundation
- Grading and Drainage
- Roof Covering Materials
- Roof Structures & Attics
- Interior/Exterior Ceilings & Floors
- Interior/Exterior Walls
- Doors & Windows
- Interior/Exterior Stairways
- Fireplaces & Chimneys
- Porches, Balconies, Decks and Carports

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“

Tiffany’s dedication and attention to detail in preparing the property for sale were truly commendable. She went the extra mile by working diligently on staging the house, planing beautiful flowers to enhance curb appeal, and ensuring the carpets were spotlessly cleaned. She was committed to presenting the property in the best possible light.

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Who You Work With Matters

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DISCOVERING YOUR DREAM HOME

getting to know

TIFFANY LAWSON

TOP PRODUCER



PERSONAL MOTTO

"My desire to do something is greater than the fear of not doing it." *Dolly Parton*

WHAT MOTIVATED YOU TO BECOME A REALTOR® & WHAT DO YOU ENJOY MOST ABOUT REAL ESTATE?

What gets me out of bed in the morning is the desire to help others. Problem solving and advocating for my clients genuinely bring me joy – I just love helping my clients through that process.

WHAT TRAITS MAKE YOU A GREAT REALTOR®?

My twenty years in corporate America – at Ralph Lauren, Fossil, Neiman Marcus, and Hilton – helped me develop the many traits that I believe make me valuable to my clients. Design, marketing, business acumen, listening, negotiation and partnership building are all traits and skills that I have honed over the years. I bring a customer-first focus to my practice as a result!

WHY IS DALLAS A WONDERFUL PLACE TO LIVE?

Growing up here and watching the amazing growth of Dallas has been incredible. Each neighborhood and suburb have unique personalities, so depending on what lifestyle you are looking for, there is always a place to call home in Dallas.

THE BEST PIECE OF ADVICE YOU'VE EVER RECEIVED, AND HOW HAS IT INFLUENCED YOUR LIFE?

My father taught me to be present, look people in the eyes, and listen. I thrive on talking to people and listening to their stories, their wants, and their goals. Everyone has a story – *and* something that they can teach you.

ARE THERE ANY CAUSES OR CHARITIES THAT YOU ARE PASSIONATE ABOUT?

Giving back to the community is very important to me. Over 15 years with the Junior League of Dallas, I learned how to effectively give my time and grow my leadership skills by sitting on the Board of Directors and Leadership Council numerous times. Currently I serve on the Altar Guild at St. Michaels and All Angels Church. I am also President of the Auxiliary Board of Community Partners of Dallas: a wonderful organization that helps abused and neglected children in Dallas.

HOW DO YOU SPEND YOUR TIME BEYOND REAL ESTATE?

I am grateful for the time that I spend with my family, my sweet husband of 25 years and my three boys. We enjoy traveling, playing games, movies and watching college football!

BEST D 2025 · Graduate, Realtor® Institute · ABR® Accredited Buyer Representative · 2025 Dallas RP Real Producers Top 500 · Dallas Real Estate Awards 2025

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My Responsibility as Your Agent

WHO YOU WORK WITH MATTERS

I have a fiduciary responsibility to you at all times. I will provide you the luxury of personalized service and take care of everything from specialized market knowledge to negotiating and closing your transaction.



ADVISE

- **Guide you through the homebuying process**
- **Build your buying strategy**
- **Provide detailed market analysis**
- **Vet potential homes**
- **Conduct due diligence**
- **Explain TREC contracts and disclosures**



NEGOTIATE

- **Outline negotiation strategies**
- **Prepare offer and counter offer**
- **Negotiate repair requests**
- **Negotiate terms on your behalf**



FACILITATE

- **Coordinate home inspections**
- **Manage important dates throughout the transaction**
- **Communicate clearly with all parties**
- **Manage closing details**

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The Dave Perry-Miller Advantage

2,000+
REAL ESTATE AGENTS

30+
STRATEGIC LOCATIONS

$8B
APPROX. 2025 VOLUME

11K+
2025 TRANSACTIONS

Established in 2007, Dave Perry-Miller Real Estate has created a collaborative culture of highly trained and very successful professionals. The standards are high, and an invitation to join the company is considered a privilege and reward for high sales and admiration within the real estate community.

With five locations that allow us to specialize in marketing the key areas of Dallas, our approximately 350 agents represent properties of distinction throughout North Texas, helping clients buy and sell everything from high-rises to ranches.

Dave Perry-Miller Real Estate's parent company, the Ebby Halliday Companies, has over 30 offices and is the No. 1 real estate brokerage in North Texas. This relationship allows us to heavily market properties beyond Dallas city limits. And our affiliations with the worldwide network of Luxury Portfolio®, Leading Real Estate Companies of The World®, and Mayfair International Realty, enable us to showcase properties to buyers from all over the world. Your listing receives superior exposure in not only national print and digital media, but also on an international stage.

The legacy of Ebby Halliday, who founded her namesake company in 1945, is carried out daily through 2,000-plus agents and staff and in-house mortgage, insurance and title companies. It is now amplified by our affiliation with Berkshire Hathaway's HomeServices of America, the country's No. 1 residential real estate company.

Acquired by HomeServices in 2018, the Ebby Halliday Companies are modernizing homeownership services and are focused on ensuring that homeownership is available to everyone who wants to own a home. In addition to our three real estate brands, the Ebby Halliday Companies include Prosperity Home Mortgage, HomeServices Insurance, HSTX Title and Texas Premier Title.

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Meet the Lawson Property Group

GUIDING YOU HOME WITH EXPERTISE, HEART & PURPOSE

At Lawson Property Group, we believe home is much more than a 'place' – it's where life unfolds, memories are made, and dreams take root. With over 70 years of combined experience in marketing, design, negotiation, and client service, we bring deep knowledge and a personal touch to every step of the real estate journey.



Tiffany Lawson
TEAM LEADER & LICENSED REALTOR®

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Ashby Barrera
LICENSED REALTOR®

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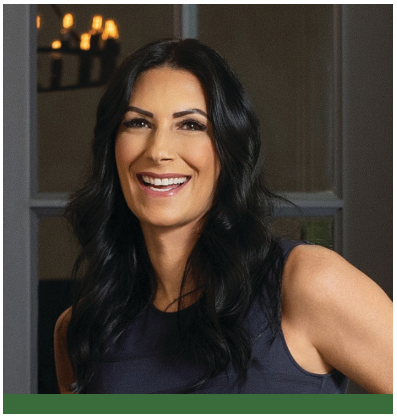

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Laura Harmon
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lauraharmon@dpmre.com

Types of Brokerages

When navigating the complex and often daunting process of buying or selling a home, choosing a full-service real estate brokerage offers unparalleled advantages over discount or virtual brokerages. We provide a comprehensive range of services that include personalized marketing strategies, professional staging advice, expert negotiation skills, and a dedicated agent who guides clients through every step of the transaction. Unlike discount or virtual brokerages, we invest in creating tailored experiences that prioritize the client's best interests, ensuring a smoother transaction and a higher sales price.

FULL SERVICE BROKERAGE

- Personal Trusted Advisor
- Guide you through each step of the transaction process
- Explain all the legalese and stacks of paperwork
- Supply up to date market data, local insights, and tools
- Professional photos, videography and floorplans
- Professional marketing materials
- Print, Digial, Social Media advertising and marketing
- Recommedation of Vetted Service Providers
- Provide options and advice when it comes to decision making
- Negotiate and facilitate offers, counter offer and repairs
- Host Open Houses or handle private showings
- Professional Home Evaluation
- Staging advice or provide professional staging services
- Network with other local agents and network groups

Examples: Dave Perry-Miller Real Estate, Ebby Halliday Realtors, Allie Beth Allman & Associates, Compass, Briggs Freeman Sotheby's, Keller Williams

DISCOUNT BROKERAGE

- Listed on MLS
- Basic Photos
- May do one or two Open Houses
- Limited Support on guidance
- May not give a professional evaluation
- Negotiate offers and counter offers

Examples: Redfin, OpenDoor, Ideal Agent, Hometiva, Simple Showing

LIMITED/VIRTUAL BROKERAGE

- Listed on MLS
- Flat Fee (usually with hidden fees)
- No support

Examples: Houzeo, Fomie, Redefy

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Unlocking Value: Your Partner in Success

ADVISE | NEGOTIATE | FACILITATE

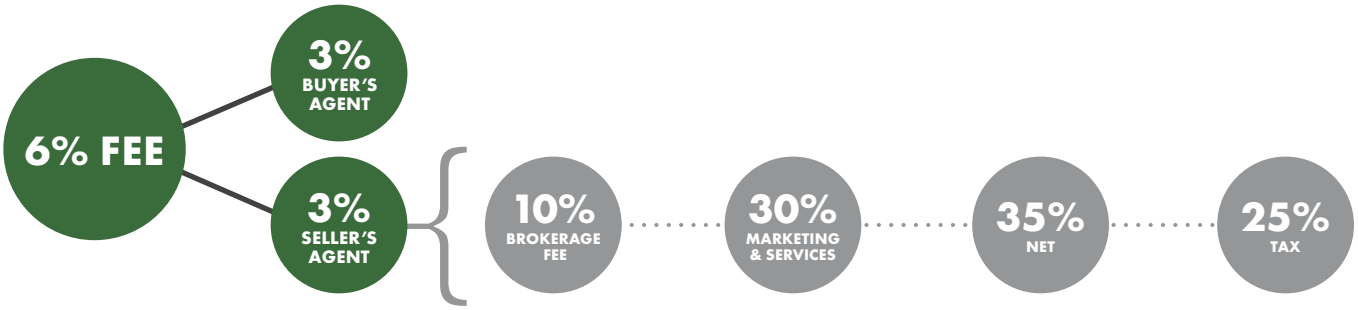


"As a customer-centric Dallas real estate expert, I have a deep understanding of the local market, and bring with me over two decades of design and marketing experience. My mission is to make your home selling journey smooth and effortless. I prioritize your needs, offer transparent communication, and ensure your experience is exceptional."

WITH A 6% COMPENSATION STRUCTURE

- Professional Photography
- Digital Floorplan
- Open Houses
- Home Website
- Professional Staging Consultation
- Emails to agent database (~12,000)
- Social Media Postings
- Enhanced Marketing Handouts
- Professional Home & Window Cleaning
- Print Advertising
- Videography
- Pre-Inspection*
- Appraisal*

Compensation Breakdown



The commission breakdown percentages set forth above are an estimation of expense allocations based on past experience, but it is not a guarantee of future results. Cost allocations are determined by the agent on a case-by-case basis. The agent does not make any warranty of any kind, whether express, implied, statutory, or otherwise, to the maximum extent permitted by law.

*Optional and may not apply to every listing

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What We Need To Get Started

In the listing and selling of your home, please provide the following items. Much of this information is available from within your **CLOSING DOCUMENTS** (when you purchased your current home):



- ○ **List of Home Renovations by Year**
- ○ **Loan Number/Payoff**
- ○ **The Survey**
- ○ **Utility Information: gas, electric, water *(average bills/providers)***
- ○ **Alarm System Information *(code/location of pads/contract)***
- ○ **Phone Numbers and Email where you can be reached**
- ○ **Key to Your Home**
- ○ **Any Floor Plans/Blueprints you may have from purchase**
- ○ **A list of any items that do not remain with the property *(I.E. any special window coverings, light fixtures, fire equipment, etc.)***
- ○ **Copies of all Home Inspections and Reports for Prospective Buyers**
- ○ **Sellers Disclosure**
- ○ **Listing Agreement**

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Notes

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For more information, please contact

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DAVE PERRY-MILLER REAL ESTATE

LUXURY PORTFOLIO INTERNATIONAL® Leading REAL ESTATE COMPANIES OF THE WORLD®

Information deemed reliable, but not guaranteed and the Information contained herein is furnished by the owner to the best of its knowledge but is subject to verification by the client. The broker, real estate group, and agents assume no responsibility or liability whatsoever for any of the representations contained herein, including the accuracy or truthfulness of the information. The offering is made subject to any and all errors, omissions, misrepresentations, or changes of price, prior sales, or withdrawal or offer rescission without any advance notice in accordance with the law. We reserve the right to make changes due to unforeseen conditions. Dave Perry-Miller Real Estate is a division of Ebby Halliday Real Estate, Inc.