

# Attention Homeowners!!!

If you are looking for

*Service, Expertise & Results...*

**Call Butch LeQuieu at 408-254-9400**



**Championship Real Estate Services**



**Selling Santa Clara  
and San Mateo Counties  
since 1986**



# Resume of Butch LeQuieu

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## PROFESSIONAL EXPERIENCE

BROKER/OWNER LeQuieu Properties  
4-96 to present Residential real estate and investments  
Property Management

BROKER ASSOCIATE RE/MAX Real Estate Services  
4-96 to 1-08 Residential real estate and investments  
1-2000 to 12-05 National Funding Group

BROKER-OWNER RE/MAX Action Realty  
4-93 to 4-96 Residential real estate and investments

BROKER-OWNER LeQuieu Properties  
1-90 to 4-93 Residential real estate and investments  
Property Management  
Mortgage Financing

SALES ASSOCIATE Cornish and Carey Real Estate  
11-86 to 1-90 Residential real estate

## PROFESSIONAL AFFILIATIONS

California Real Estate Broker License  
Graduate Realtor Institute member  
Santa Clara County Association of Realtors member  
California Association of Realtors member  
National Association of Realtors member  
Real Estate Promotional Service ®  
Senior Residential Specialist & Certified Probate R.E. Specialist

## EDUCATION

Bachelor of Science in Marketing 1983  
San Jose State University, San Jose CA

De Anza College 1984-1989  
Cupertino, CA

Coursework: Principles of Real Estate, Real Estate  
Finance, Real Estate Practices, Real Estate  
Law, Real Estate Appraisal, Property  
Management

## PERSONAL INTERESTS

A family man with 3 beautiful children named Joshua Paul age 31, Jennifer Michelle age 29, and Christine Nguyen age 19. Hobbies include cooking, music, photography, snow skiing and Golden State Warrior basketball games.

## REFERENCES

Furnished upon request

# REPRESENTING YOUR BEST INTERESTS IN THE SALE OF REAL ESTATE...

**Butch LeQuieu** brings a wealth of experience with him...a practitioner in Real Estate in Santa Clara and San Mateo Counties since 1986, a Broker-owner of Real Estate office from 1990 to 1996, and an instructor in Community Homebuyers and Sellers classes, Butch constantly uses his marketing and financial background to counsel his clients in all aspects of buying and selling real estate.

When you hire **Butch LeQuieu**, you get the benefit of his knowledge and superior judgement. He is eager to share his 33 years of experience with clients as well as with fellow REALTORS.

To paraphrase Will Rogers, "**Butch LeQuieu** knows what he is doing...he loves what he is doing...and he believes in what he is doing."

**Butch LeQuieu** listens to his client's wants and needs first, then creates a plan of action to accomplish his clients objectives. He always shows a sincere caring attitude and is constantly looking out for his client's best interest.

If you are thinking of buying, selling or investing in Real Estate, **Butch LeQuieu** will put his **EXPERIENCE** and **EXCELLENCE** to work for you.

Call **Butch LeQuieu** at 408-254-9400 or 408-569-7653 for a free consultation on all your Real Estate needs.

# Butch LeQuieu's Marketing Plan

## Week 1

1. We will prepare an extensive current competitive market analysis that will determine the best asking price for the property.
2. We will prepare a comprehensive check list to help us show your home at its very best. Hire interior decorator or Staging company if the property requires.
3. We will order all the inspections and have seller complete all the disclosures required during this week.
4. We will prepare a detailed marketing flyer on the property showing all the benefits and features of the property.
5. We will order a sign post for the front yard and install a brochure box and fill with detailed property flyers so buyers have 24/7 information on home.
6. We will take multiple photos of the property that will be used on the Multiple Listing service.
7. We will hire a professional video web company that will video the home and this video web tour of the home will be used on the Multiple Listing service.
8. We will open escrow and have all inspections and disclosures posted on MLSListings.com web site for buyers review.
9. We will meet with the seller to discuss pricing the home and showing instructions. This is done just prior to placing the property on the multiple listing service.

## Week 2

10. We will place the property on the Santa Clara and San Mateo County Multiple Listing Service.
11. The property will appear on the MLSListings.com, Realtor.com and LeQuieu Properties web sites.
12. We will install a lock box so all REALTORS can view the property.
13. We will call 200 homes in the surrounding area and let them know about your home for sale.
14. We will mail 500 Just Listed postcards to the surrounding neighborhood.
15. We will email property flyer to over 3,000 active agents

## Week 3

16. We will hold OPEN HOUSE of the home and announce the open house on the Multiple Listing service.
17. We will follow up on all showings from realtors and buyers and provide feedback to the seller on pricing and what people are saying about the condition of the property.
18. We will coordinate with the San Jose Mercury newspaper to advertise home in My Open Homes.

## Week 4

19. We will continue to call around the area, follow up with REALTOR showings daily, hold Open Houses when possible, until we receive an offer on your property.

## STEPS TO SALE AND CLOSING

*(Once we have an offer)*

1. We negotiate, contract and sell the house.
2. We check 5-day loan deadline and pre-approval.
3. We check buyers credit and follow up with buyer's lender.
4. We make sure initial deposit money is put in escrow per contract.
5. We turn in sale to Multiple Listing service and LeQuieu Properties.
6. We arrange appraisal and provide comparable sales to support value.
7. We coordinate all the repair work required per the contract.
8. We make sure all contingencies are removed from the contract.
9. We make sure all pay off demands are forwarded to escrow.
10. We place sale pending sign on the property.
11. We schedule an appointment for seller to sign all closing documents.
12. We follow up with buyers agent to make sure buyer signs documents.
13. We will make sure buyer does walk through inspection.
14. We will follow up and do everything necessary to close the escrow.
15. We will have sellers check delivered as per sellers instructions.
16. We will have the keys delivered to the buyers agent.
17. We will send "Thank You" card to the seller for referral from seller.

# 10 REASONS TO LIST WITH BUTCH LEQUIEU

1. **Butch** will get the home SOLD...at the highest net proceeds possible...with the least amount of inconvenience...in a reasonable amount of marketing time.
2. **Butch** is very honest and brings a high degree of integrity when working with Buyers and Sellers and other fellow REALTORS.
3. **Butch** acts Professional in all aspects of buying and selling Real Estate.
4. **Butch** provides excellent communication with the seller throughout the entire home selling process.
5. **Butch** provides excellent follow up on all showings of the property and with all the many details that must be taken care of to close the transaction.
6. **Butch** is highly efficient and uses the latest in computer technology to make sure the transaction is handled smoothly and efficiently.
7. **Butch** is highly skilled and has been practicing Real Estate in Santa Clara and San Mateo County for 33 years. He is currently coached by the top Real Estate training company in the United States and maintains high standards in his Real Estate business.
8. **Butch** has an excellent knowledge of the Santa Clara and San Mateo County Real Estate markets. He was born in San Jose...graduated from San Jose State University...and has seen the Silicon Valley grow to what it is today. He definitely knows the way to San Jose!!
9. **Butch** has excellent negotiating skills. His motto has always been to try and negotiate a WIN/WIN for both the buyer and the seller.
10. **Butch** provides great customer service. He has been trained by Quality Service Corporation which maintains the highest standards in customer service for Real Estate professionals.

**My commitment to my sellers is to provide...  
EXCELLENCE...in my Real Estate business.**

*Excellence* “Going far beyond the call of duty...doing more than others expect...this is what excellence is all about. And it comes from striving, maintaining the highest standards, looking after the smallest detail, and always going the extra mile. Excellence means doing your very best...In everything...In every way.”

Thank you for taking the time to review this information. If you should decide you would like LeQuieu Properties and Butch LeQuieu, to handle the sale of your home...simply pick up the phone and then call Butch LeQuieu. I will schedule an appointment with you to answer any questions you may have regarding pricing the home, inspections and disclosures, and the schedule for marketing your home. I look forward to working with you in the future.

Your Realtor for Life,  
[www.LeQuieuProperties.com](http://www.LeQuieuProperties.com)



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