



KW ADVANTAGE
KELLERWILLIAMS. REALTY

 **JEAN SCOTT**
HOMES

Contents :

- 3 | About Jean & Our Company
- 4 | Our REALTORS®
- 5 | What People Are Saying About Us
- 6 | Team Structure
- 7 | Marketing Plan
- 8 | Easy Exit
- 9 | Buyer Advantage Program
- 11 | Homes Sold in 2019
- 12 | Homes Sold in 2018
- 13 | Homes Sold in 2017



ABOUT JEAN

Jean Scott is the ambitious founder and leader of Jean Scott Homes. Jean has lived in the Orlando area since 1996 and has been in the real estate business since 2001. Jean started her career in real estate by buying and managing rental properties. After obtaining seven investment homes of her own and managing those, Jean decided it was time that she help *other* people buy homes. Since becoming a REALTOR in 2007, Jean has grown exponentially and has become the leader of one of the most well-known and respected real estate teams in Orlando, having listed over 500 homes and helped over 1,000 families buy and sell real estate in Central Florida.

Jean has built a business dedicated to assisting her clients during each aspect of the transaction. By utilizing a team, you have individual experts in selling, buying, marketing, customer service, outbound prospecting, negotiations, and handling your contract from start to finish... all for the price of one real estate agent!

OUR COMPANY

Jean Scott Homes is a top real estate team in the Orlando Metropolitan area helps people buy and sell homes all over Central Florida, from Oviedo to Windermere, Lake Mary to Lake Nona.

Whether you are looking to sell your lakefront property, purchase new construction, or buy a family home in a desirable school district, Jean Scott Homes can offer a dedicated professional team and an innovative online approach.

Our team of experienced, full-time real estate agents are ready to walk you through the process of buying the perfect home or selling your existing house for the best price.

Jean Scott Homes, Realtors at
Keller Williams Advantage Realty

407-765-2912
<https://JeanScottHomes.com>



MEET THE AGENTS



Rachel Pope

Rachel is our Lead Listing Specialist and has been with our team since 2014. She has closed well over 200 homes during this time and brings fresh and creative ideas with proven success. She has two degrees in Marketing and a knack for staging, which ensures that our seller's homes are being shown in their best light possible, both in person and online.



Joann Harbour

Joann has been our Lead Buyer Specialist since 2010 and is one of the top-producing buyer agents in the Orlando area. She has the training and experience necessary to find the home that is just right for you, negotiate the best deal, and guide you step-by-step to closing. Joann has lived in Central Florida for over 25 years and knows it exceptionally well.

Thomas Scott

Thomas had been a REALTOR and our Operations Manager since 2008. He comes from a pharmaceutical background which has allowed him to develop excellent customer experience and business management skills. He has an innate ability to see a problem and then figure out step-by-step how to reach a solution that best serves everyone.



WHAT ARE PEOPLE SAYING ABOUT US?

Jean Scott Homes is a first rate, top notch realtor service. We had a last minute move and need to sell our house within 3 weeks. The day we called, they showed up to complete the paperwork and do a walk through of our home to price our home competitively. They even returned to do another walk through to advise us on staging every room at minimal cost. Before we knew it, our home video went live as well as the marketing campaign. Within 24 hours, we had a great offer on the house that was well above our expectations. They walked us through the process and we sold the next day. When the appraisal came back lower than the offer, their negotiating skills won the buyers over and the offer was minimally impacted and stayed above appraisal. When we moved to our new location, they set us up with another top notch realtor to take care of our house hunt. The whole process was seamless and we still keep in contact with the team because we will definitely use them again in the future. I definitely recommend Jean Scott Homes for your next home buy or sell. You will be completely impressed.

- Sean and Sandra, SOLD with Jean Scott Homes

Exceptional service and response to inquiries. Polite and professional at all times. Excellent at marketing your home for sale. Would not use anyone else.

- John, SOLD with Jean Scott Homes

Jean Scott Homes is the best! They had my home under contract within 24hrs of going on the market. We had an unusual setback with our first buyer 3 weeks before Christmas (less than 48hrs prior to scheduled closing) & once again they had my home under contract 24hrs after being placed back on the market at \$2000 over the asking price! During the entire process they were attentive, professional & provided valuable guidance. I would definitely recommend them to all my friends & family!

- Stephen and Jennifer, SOLD with Jean Scott Homes

See more reviews from our satisfied customers on Google, Zillow, and Facebook!



CLIENT EXPERIENCE

Inside Sales Team
Introduction to the New Way of Buying and Selling Real Estate
1

Listing Specialist
Dedicated Home Selling Expert
2

Marketing Plan
Put Into Action To Get Top Dollar For Your Home
3

Client Experience Manager
Dedicated to Ensuring your Satisfaction
4

Staging Consultation and Home Prep
Ensuring Your Home shows as well as possible In-Person
5

Pre-Inspection Team
Ensuring We Know All the Details Regarding Condition and Repairs
6

Photography & Design
Ensuring Your Home Shows as well as Possible Online
7

Marketing Director
Full-Time Lead Generation and Inbound Expert
8







Inside Sales Team
Outbound Prospecting for Buyers and Sellers
9

Buyer Specialist Team
Exclusively Works with Buyers
10

Closing Department
Expert Handling on the Closing Process
11

In-House Mortgage
Expert Lending Advice
12

Title & Closing
Expert Handling of the Closing and Funding
13

	Expert Advice		Cooperation/Exposure
	Differentiation		Buyer Acquisition
	Exposure		Execution

MARKETING PLAN

COMMITTED TO EXCELLENCE

Jean Scott Homes at Keller Williams Realty is committed to comprehensive and strategic marketing of our client's properties.

Most realtors have a 3-step program. They put a sign in the yard, put it on MLS and pray that someone else sells it.

Our approach is different. We spent over seventy-five thousand dollars last year to market our client's homes.

Call today to learn more about how our Marketing Plan will get you top dollar with a minimum amount of time on the market!



"Within a few days, they arrived with a photographer/videographer to tour our home and provide the best marketing platform for our sale. Before we knew it, our home video went live as well as the marketing campaign."

Walter and Dee – Casselberry, FL

YOUR SATISFACTION **GUARANTEED**

EASY EXIT CONTRACT

WARNING! Listing with the wrong agent can cost you not only precious time, but thousands of dollars! There is nothing worse than getting trapped in a lengthy listing contract with the wrong agent.

Fortunately, you have a choice. We offer a hassle-free listing contract with an “Easy Exit,” no questions asked cancellation guarantee. Either you are completely happy with the service and results you receive, or the listing contract is cancelled. Not just withdrawn, as offered by many Realtors, but completely terminated. End of story. Easy and simple.

The fact is that almost all our clients have been delighted with our performance and results.

However, you have the option, just in case!



“I could not ask for a better experience. I have been around the real estate industry for many years, and they truly are one of the best I have ever worked with.”

Robert and Kim – Oviedo, FL

BUYER ADVANTAGE PROGRAM

ADVANTAGE ONE

FREE HOME WARRANTY:

We understand the importance of having the protection of a Home Warranty when you buy a home. When you purchase a home through us, if we are unable to get the seller to provide you with a Home Warranty, then we pick up the cost of providing you one.*

ADVANTAGE TWO

HOME HUNTER SERVICE :

Our Home Hunter Service gives you access to search our database for all the homes that are for sale as if you were a real estate agent. You will have the ability to see all the homes for sale based on your own search criteria, get e-mail updates, and track your favorites. More importantly you get to act on them before most agents even show them to other buyers. This service puts you in position to act quickly on some of the best deals in the market.

ADVANTAGE THREE

STRATEGIC NEGOTIATION EXPERIENCE :

We put our experience to work to get you the best price, terms, and conditions on your home purchase. In some cases, we can even get the seller to pay some or all of your closing costs when you buy your home.



BUYER ADVANTAGE PROGRAM

ADVANTAGE FOUR

CUSTOMIZED LOAN PROGRAMS :

Our mortgage lenders have the experience to get you a loan program that meets your best financial needs based upon the house you want to buy. They are skilled in creative financing to limit the amount of money you need to come to closing, getting you the best rates and even setting you up with a specialized loan program that gets you cash after closing to fix up the property just the way you want it! We even have access to programs that will give you money for your down payment!

We are happy to announce the public launch of Keller Mortgage as another option for our buyers. Keller Mortgage is exclusive to Keller Williams transactions and offers ZERO origination fees, ZERO lender fees, a LOW rate, and \$1,000 at closing towards 3rd party costs.

ADVANTAGE FIVE

SATISFACTION GUARANTEE :

A Satisfaction Guarantee backs all of Jean Scott Homes' services.



HOMES SOLD IN 2019

176 Angel Trumpet
 4004 Louisburg
 2880 Wood Hollow
 785 Lagoon
 2545 Dark Oak
 1043 Cedar Bay
 910 Parasol
 2240 Valencia
 122 Temple
 1006 Manigan
 1487 Glastonberry
 15114 Montesino Dr
 1781 Terra Verde
 2459 Willow Drop
 17804 Olive Oak
 2668 Dovehill
 160 East 3rd
 3451 Hollow Oak
 955 Holly Springs
 4445 Drayton
 5080 Kingscrest
 3616 Becontree
 332 Skyview
 1558 Lawndale
 2845 Strand
 2775 Limerick
 2280 Backwater
 17400 Bella Nova
 122 Osprey Lakes
 3366 Red Ash

2290 Foliage Oak
 1503 Sugarwood
 5441 New Haven
 3500 Hollow Oak
 1028 Manigan
 744 Summerland
 641 Lemongrass
 1883 Royal Majesty
 1635 E Osceola
 International Dr
 2522 Double Tree
 1614 Riveredge
 1050 Seneca Oaks
 342 Lakepark
 441 Center
 113 Lakeside
 613 Cranebrook
 1880 Greenbrook
 2328 Foliage Oak
 2837 Strand
 1043 Willa Lake
 6057 Apollos Corner
 343 Lakepark
 5608 Perrine
 624 Lake Claire
 525 E Jackson
 3550 Wading Heron
 721 S Endeavour
 758 Shropshire
 374 Nancy Lou

1371 Chatfield
 1043 Cedar Bay
 115 S Sunland
 63 Clear Harbor
 1049 W Riveria
 810 Gatehouse
 1227 North Shore
 1548 Astoria Arbor
 1821 Garden Sage
 301 Hidden Hollow
 954 Niblick
 1064 Lotus Pkwy
 212 Lori Ct
 2840 Strand
 1235 N Maryland
 4924 Sudbury
 717 Indiana
 632 White Crane
 5736 Rywood
 1746 Carillon Park
 1457 Canal Cross
 610 Archibald
 2617 Corbyton
 4280 Steed
 1329 Silver Moon
 15358 Urbino
 114 Kristi Ann
 807 S Atlantic
 731 Ridgewood
 129 Tuskawilla

4084 Silverstream
 2451 Brixham
 360 Old Alemany
 1775 Grand
 902 S Park
 2908 S Magnolia
 2429 Chantilly
 3562 Caruso
 1975 Emerald Green
 10612 Gawsworth
 3643 Triman
 2647 Ballard
 9737 Old Patina
 316 Copperstone



HOMES SOLD IN 2018

720 Amhurst
 920 Ashley
 986 Tillery
 4203 Red Bird
 3626 Okeechobee
 5605 Rutherford
 535 Mystic Wood
 1020 Albamonte
 1099 Covington
 1525 Woodsglen
 1031 Burnett
 1127 Covington
 1008 Kelsey
 1020 Bartlett
 1003 Faircloth
 3667 Caladesi
 3593 Foxcroft
 887 Nonastone
 390 Moffat
 1068 Beckstrom
 14688 Kristenwright
 177 Hanging Moss
 1608 Fox Glen
 2883 Strand
 4635 Tiffany Woods
 6702 Bittersweet
 12660 Cragside
 240 Daventry

3370 Red Ash
 1011 Jackson Creek
 3087 Riviera Bay
 2313 Ekana
 2005 Chapman Oaks
 1019 California Creek
 1204 Gallant Fox
 3414 Sterling Lake
 2546 Double Tree
 3577 Deer Oak
 3284 Lordmall
 8826 Rose Lake Shore
 681 N Glenn
 710 Fawn Lily
 3535 Wading Heron
 3578 Overcup Oak
 3470 Diamond Leaf
 105 W 8th
 290 E 2nd
 400 Belvedere
 3468 Gerber Daisy
 3667 Caladesi
 720 Amhurst
 926 N Wedgewood
 14580 Saint Georges Hill
 1904 Varick
 543 Setting Sun
 2790 Blue Springs

1044 Corkwood
 2238 Amberly
 2025 Bay Clover
 122 Osprey Lakes
 3739 Safflower
 1097 Howell Harbor
 2490 Rainey
 1562 Wescott
 3214 Heirloom Rose
 710 Fawn Lily
 170 Shawnee
 445 Seminole Woods
 4029 Crossroads
 3991 Campfire
 2724 Burton
 1023 Dishman
 1268 Rising Sun
 487 Carrigan
 105 Blue Heron
 2001 Dutchess
 361 Augustine
 1345 E Garon
 1036 Winter Springs
 14042 Dunant
 2051 Mills Creek
 3498 Woodley Park
 3020 Carlsbad
 2696 Rustic Oak

803 Friendship
 119 Eastwind
 1013 Conley
 1191 Falling Pine
 1251 Kersfield
 1461 Wescott
 2821 Ashton
 1513 Carillon Park
 320 Vista View
 1010 Soldier Creek
 1032 Nin
 473 Cruz Bay



HOMES SOLD IN 2017

4350 Perkinshire
 2560 Woodgate
 2529 Poinsetta
 1057 Hornbeam
 407 S Hawthorne
 3650 Oakdale
 6400 Jess
 1025 Gwyn
 4907 Gardengate
 13 Lawn
 502 Lake Eagle
 5552 Rutherford
 1127 Covington
 5204 Hidden Cypress
 1620 Purple Plum
 330 Camellia
 1440 Fort Smith
 1049 Country Cove
 2808 Oakville
 136 Windflower
 2542 Lyndscape
 2349 Pennsylvania
 805 Big Buck
 1805 Greenbrook
 1021 Birkdale
 1334 Black Willow
 2415 Lacerta
 719 Evening Sky
 535 Evening Sky
 3741 Seminole

509 Hampshire
 426 Flatwood
 1259 Oval
 2847 Strand
 132 Prairie Dunes
 10702 Inside
 1006 Beckstrom
 2165 Emerald Green
 2962 Spring Heather
 1586 Bay Club
 519 Horseman
 741 N Lake Jessup
 1120 Twin Oaks
 14928 Lymington
 6816 Scythe
 8572 Andover Bridge
 7107 Winding Lake
 3353 Canoe Birch
 2073 Wembley
 2291 E Riviera
 3441 Hollow Oak
 1423 Ellis Fallon
 2350 Blossomwood
 4330 Bending Branch
 2300 Willow Drop
 691 Bear Creek
 3667 Heirloom Rose
 2972 S Tanner
 3918 Safflower
 3950 Flowering Stream

1437 Arbitus
 3069 Heirloom Rose
 3050 Freedom
 940 Country Charm
 148 Adler
 826 Mills Estate
 2390 Sterling Creek
 2684 Bellewater
 14914 S Faversham
 1208 Turnbridge
 2529 Poinsetta
 125 Reserve
 3800 Silverbell
 150 Mitchell Creek
 221 Grouse
 2178 Warner
 2516 Woodside Ridge
 1591 Sunflower
 2500 Curryville
 741 N Lake Jessup
 774 Summer Oaks
 1423 Ellis Fallon
 623 Osprey Lakes
 1005 Twin Oaks
 311 E 5th
 4222 Lake Underhill
 1057 Hornbeam
 407 S Hawthorne
 3329 S Saint Lucie
 6400 Jess
 1057 Hornbeam
 2917 Hunters
 1420 Avalon
 2473 Formax
 304 Doornoch

1029 Sugarberry
 300 Lynn
 324 Shadow Oak
 11055 Siting
 2902 Afton
 303 Streamview
 904 N Lake Claire
 1838 Thetford
 2720 Citron
 259 Broadmoor
 17208 Countrybrook
 13218 White Cedar
 16942 Cornerwood
 841 Limewood
 600 Northern Way
 1781 E Normandy
 952 Grapewood
 1043 Dishman
 1584 Travertine

1151 Twin Rivers
 3741 Seminole
 5654 Magnolia Bloom
 2012 Manhattan
 3898 Kingston Oaks
 502 Lake Charm
 1586 Bay Club
 1054 Big Oaks
 14928 Lymington
 2075 Emerald Green
 935 Parasol
 3589 Deer Oak
 5733 Oak Lake
 2306 Terymore
 649 Fosters Grove
 906 Lullwater
 835 Country Charm
 3470 Diamond Leaf
 3519 Wading Heron

