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REAL ESTATE
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REAL ESTATES
SERVICES

HOME BUYER'S *Success Plan*



Demi Tatzel

YOUR REAL ESTATE SPECIALIST

A STRATEGIC PROCESS TO FINDING THE
HOUSE YOU WILL CALL HOME

Hello!

I'M DEMI



Demi Tatzel, a native of Germany, made Orlando, Florida, her home in 2015, bringing a rich cultural background and a deep-seated passion for real estate to the Sunshine State. As a mother to two children and a compassionate guardian to three dogs and two rescue cats, Demi's life is a testament to her nurturing nature and unwavering commitment. Working as a REALTOR®, she has dedicated herself to serving buyers, sellers, and investors with a level of dedication and expertise that sets her apart in a competitive market. Her approach is rooted in a deep understanding of her clients' unique needs, ensuring every transaction is handled with care, professionalism, and a personalized touch.

Demi's ability to blend market knowledge with empathy makes her an invaluable asset to those navigating the complex world of real estate, whether they're searching for a new home, selling a cherished property, or investing in the future.

Demi Tatzel
REALTOR®

PRB

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CHOOSING THE RIGHT

Realtor

Choosing the right REALTOR® is a critical decision, and taking the time to find someone who is experienced, communicative, and has a personality that meshes well with yours can make all the difference in your home-buying experience. Here are some key factors to consider when working with Demi Tatzel as your Realtor®.

01

STEP 1

Experience: Demi Tatzel excels as a REALTOR® in Central Florida and Space Coast, working with a stellar team of selected realtors at Preferred Real Estate Brokers. Together, they deliver exceptional service and exceed client expectations.

02

STEP 2

Credentials: Check for the agent's credentials and affiliations, such as being a member of the National Association of Realtors, of which Demi is a member. As a REALTOR®, Demi upholds a higher code of ethics and a higher level of service which you deserve.

03

STEP 3

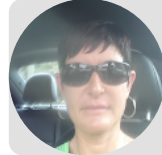
Agent Reviews: In this day and age reviews matter, so an agent should be able to provide you with positive reviews and referrals. And, that's something Demi fully understands, her client experience is her greatest priority, and that's why her Google reviews are all 5 Stars.





Remarkable professionalism and expertise! Having collaborated with Demi on transactions, I can attest to her exceptional skills and unwavering commitment to client satisfaction. Demi consistently demonstrates a deep understanding of the market dynamics, effectively navigating complex negotiations with finesse. Her dedication to providing personalized solutions and ensuring seamless transactions sets them apart in the industry. I highly recommend Demi for anyone seeking unparalleled real estate services.

JAMMIE GARLOCK



Demi was amazing to work with! A few bumps in the road during this transaction and she was on top of it every step of the way. I would highly recommend her to assist you with your real estate needs.

STACEY TATE



I highly recommend Demi as a real estate agent for her outstanding professionalism, extensive knowledge, and unwavering dedication. She provided invaluable guidance and consistently went the extra mile to assist all her clients. Demi is truly a top-tier agent who delivers exceptional results!

GABI ABREU



If I could rate more stars I would! Demi helped me find my dream home. She is very professional and compassionate. As a first time home owner she worked with me and guided me through the process entirely. She was a pleasure to work with and so friendly throughout the whole process. Not only the best realtor I've met, but also someone who kept my best interest in mind the entire process. I applaud you Demi! I can't wait to move in and start this new chapter of my life!!

VICTORIA PACKARD



Demi was great to work with and we kept in constant communication through the whole transaction. Great team work to make a bumpy process as smooth as possible!

JESSICA SNYDER



We bought house with Demet and she is most knowledgeable realtor in the area. Thank you so much 🙌🙌🙌

NATALIE P.



Demi was very helpful. Showed and recommended properties promptly. Always available to answer calls. Grateful for her help.

ELIUD COSME



Hey Demi. Am Helmut's wife. I can only say thank you! You are super nice, always there for us and reliable! Helpful! I can only recommend you to everyone. 1A+++

ANDREA H.



I recently had the pleasure of working with Demi, and I couldn't be happier with my experience. Demi and her team demonstrated an unparalleled dedication and work ethic throughout our entire transaction. Despite encountering numerous obstacles, Demi maintained a positive attitude, showcasing her expertise in negotiating and exemplifying unwavering perseverance until we successfully reached the closing table.

What impressed me the most about Demi was her relentless work ethic and commitment to making things happen. She went above and beyond to ensure a smooth and successful transaction, leaving no stone unturned. Her superb negotiating skills were evident in every step of the process, ensuring that her buyer's interests were protected and that they received best possible outcome.

I wholeheartedly recommend Demi to anyone looking to sell or buy a property. She is an extraordinary real estate agent who truly cares about her clients and their goals. With Demi by your side, you can be confident that you will receive top-notch service and achieve remarkable results. I am immensely grateful for Demi's exceptional work, and I would gladly give her 10 stars if I could.

HEIDI RIESEL



Very nice and helpful. 100% recommendation. 🙌

HELMUT H.

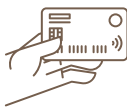




FINANCES

Purchasing a home stands as a monumental financial choice for many individuals. It represents a substantial investment, thus crucial to grasp your financial standing thoroughly before embarking on your quest.

For both first-time buyers and experienced investors, numerous crucial financial aspects should be taken into account in the realm of real estate.



Credit score



Other expenses



*Documents
you will need*



Down payment

3 HOUSE HUNTING Tips

1) MAKE SURE TO SET A BUDGET PRIOR TO SEARCHING

Establishing a budget before beginning your search is essential for a successful real estate journey. Demi is here to assist you in discovering the ideal property that fits your budget!

2) PICTURES CAN BE DECEIVING

"A picture is worth a thousand words," as the saying goes. This underscores the significance of collaborating with a skilled and experienced REALTOR® such as Demi. They can assist you in looking beyond the visuals and conducting a thorough evaluation of a property.

3) BE REALISTIC WITH YOUR EXPECTATIONS

Establishing achievable expectations is crucial for a fruitful real estate journey. Demi is here to guide you through the market and discover the ideal property that aligns with both your requirements and budget.





PRE Closing

The pre-closing stage starts when you accept an offer on a house and ends when the property is officially closed. During this time, essential tasks must be completed before you assume ownership of the home.

01

RESEARCH SECURITY SYSTEMS

Security systems play a vital role in ensuring home safety and security, offering peace of mind and safeguarding against theft and various intrusions.

02

SWITCH THE UTILITIES OVER

Essential services like electricity, water, and gas are crucial, along with other necessities such as internet, cable or satellite TV, and phone services.

03

TRANSFER ALL YOUR HOME SERVICES

Transitioning to a new home can be both thrilling and overwhelming. One crucial aspect to address is relocating all your home services to the new address.

04

BOOK THE MOVERS

Moving to a new home or office can be a daunting and confusing task. Opting for professional movers can alleviate a significant amount of stress and simplify the moving process for you.

MAKING AN *Offer*

01

KNOW YOUR
BUDGET

02

MAKE A STRONG
BUT FAIR OFFER

03

BE READY TO
MOVE FAST

04

BE FLEXIBLE
NEGOTIATOR

05

LEAN ON DEMI AS YOUR REAL
ESTATE PROFESSIONAL



"Make an offer, make it count - Your dream home is
waiting to be found!"



NEGOTIATION

Negotiation stands as a vital skill in the real estate sector, influencing every facet of the home buying and selling procedures.

Understanding the art of negotiation is key for buyers, sellers, and real estate agents, as it can greatly impact the transaction's result.

At its essence, negotiation involves reaching a mutually beneficial agreement with the other party.

Engagement in a reciprocal approach requires both parties to make compromises to achieve a common goal. In real estate, negotiations occur at various stages, beginning with the initial offer and culminating in the final closing. To effectively handle negotiations and ensure a favorable outcome, it is essential to understand the market, establish boundaries, be prepared, communicate clearly, demonstrate flexibility, and collaborate with Demi.



WHAT NOT TO DO

DURING THE HOME

BUYING

process

The journey of buying a home can bring forth a mix of excitement and overwhelm. It's vital to approach it carefully and attentively to ensure wise choices that match your financial situation and lifestyle.

While challenges may arise, with the right guidance and strategy, you can find the perfect property within your needs and budget. Our real estate agency is here to provide expert advice and support, helping you make informed decisions and avoid common pitfalls.

Let us apply our knowledge to assist you in finding your dream home and simplifying the buying process for a smooth, stress-free experience. Here are a few key things to steer clear of during this process:

Refrain from making significant financial decisions - Refrain from making substantial purchases or opening new lines of credit while in the process of buying a home, as this may affect your credit score and debt-to-income ratio.

Skipping the inspection can lead to unexpected repairs or property issues, which can turn out to be a costly mistake.

Make sure not to forget about the neighborhood - research it extensively before putting in an offer for a property. Take into account aspects like crime rates, school districts, and the distance to amenities and transportation.

Take your time and avoid rushing the process. Feel no pressure to make quick decisions. Evaluate each property thoroughly and explore all your options before making any offers.



INSPECTION *Period*



INSPECTION TIME PERIOD

The inspection period plays a crucial role in the real estate transaction process and can significantly impact your buying experience. During this time, you have the chance to carefully assess the property, pinpoint any issues or worries before completing the purchase. This window enables you to confirm that the property meets your expectations and address any required repairs or modifications through negotiation.

TYPES OF POTENTIAL INSPECTIONS

General Home Inspection - This is the most prevalent form of inspection, encompassing the essential property components like the roof, foundation, plumbing, electrical systems, and HVAC system.

Sewer Inspection: This examination identifies any problems in the sewer line, like blockages or damage, that may require expensive repairs.

Termite Inspection - This examination looks for indications of termite damage or infestation, as neglecting this issue can lead to expensive repairs.





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