

Martha and Don Woods, the internet savvy e-PRO, REALTORS®

Marketing Expertise

We are internet savvy real estate specialists who understand the importance of exposing your home to the widest audience of potential buyers. We have an extensive client base that we keep in touch with and use as a source of buyers. About 90% of our business stems from internet, repeat, and referral business.

Experience Counts

Experience is generally what you get when you don't get what you thought you were going to get. Trying to sell or buy a property on your own can be a frustrating experience. When it comes to buying or selling real estate, it's nice to know you can count on Professionals with a wealth of knowledge and experience working for you.

You will find us to be enthusiastic, concerned, and honest professionals with a genuine commitment to providing unsurpassed "Legendary Quality" Real Estate Service.

Our experience and knowledge as Real Estate Consultants include marketing, financing, and both buyer and seller representation as transaction brokers. Our service strategy is simple - by concentrating on our client's particular goals and working diligently until they are met, we help families sell their homes fast at premium prices, or find a new one in their area of choice and price range. We always disclose to all parties all facts which might affect or influence their decisions. By educating our clients through each phase of their transaction, we help them feel comfortable that they've made a sound, intelligent decision when their sale or purchase is complete. We never lose sight of the fact that honesty, loyalty, understanding, creativity and accountability are what set us apart from the majority of salespeople. We guarantee **Legendary Quality Service!**

Selling and/or Buying your property online

You may not even know it, you most likely already are! Selling/Buying your new home online, well - almost. Get to know the players. When selling or buying real estate it's hard not to hear the term MLS bantered about. MLS stands for Multiple Listing Service. This is the database used by and for the exclusive use of licensed real estate agents. It contains a wealth of information including such details as room sizes, asking price, to how long the property has been on the market. Generally, this database is controlled by the local board of Realtors® and is serviced by a MLS system provider. There are several large public MLS "Aggregator" web sites offering a limited-data version of Country wide property listing; Realtor.com being the most recognized. In order for your property to be included in these databases you will need to have your property "listed" with a real estate company. When you list your property you are entering into a formal agreement with the real estate company and designate who will receive a percentage of the sales price for their commission.

You don't necessarily need to be listed to have your property available to online home buyers. If you are in a major metropolitan area, and you place a classified ad, you are most likely also buying some online exposure. Many newspapers today have new web media counterparts. There are also a multitude of Internet start ups looking for the home sellers. Remember the old rule of real estate... **location, location, location.** In the online community its web site... **traffic, traffic, traffic.** If you plan to advertise on one of these web sites, or list with a real estate agent, be sure get a good idea of how many eyes are looking at their site. Martha and Don offer exceptional internet real estate exposure and free no-obligation detail MLS listing searches in the East Volusia market. Check our websites at: www.MarthaDon.com, www.DonWoodsRealty.com, and, www.NewSmyrnaBeachFront.com.



Watson Realty Corp. REALTORS®

Watson Realty Corp.

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If Your House is Currently Listed This is Not Intended As a
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Awards and Accolades

Since we entered the real estate field, we've been the recipients of numerous awards for top productivity and superior service.

Watson's Million Dollar Club 2002
Watson's Executive Award 2002 - 2004
e-PRO Certification

The e-PRO program is comprehensive and incorporates online interactivity with other successful real estate professionals who have taken the course. The e-PRO course is the only certification program of its kind, recognized nationwide and endorsed by NAR. The course is designed to help REALTORS® stay at the leading edge of technology and identify, evaluate, and implement new Internet business models.

Don obtained his Real Estate Broker's license in January 2004; and is currently pursuing the Graduate Realtor Institute (GRI) certification in conjunction with meeting the 60 hour post-broker education requirements.

Although recognition in the industry is important, we gain the most satisfaction from helping people accomplish their goals.

On the Personal Side

We are full-time residents of the community and are looking forward to filling you in on all of the little details that make this community so unique. This has enabled us to find the right buyers for our sellers and the right properties for our buyers.

When we're not helping a family sell their home or find the home of their dreams, we enjoy giving to the community in which we live and work. We believe it's important to give back to the community that's given so much to us.

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Professional Service
Positive Results

