

The Terrie Mac Donald Team







MEET Terrie MacDonald

With over 25 years' experience in Sales, Marketing and Business Development, I attribute my success to always delivering an exceptional customer experience.

My technology background allows me the opportunity to leverage many systems and tools to provide you with an up-to-date market analysis, home valuation and industry trends. I can also provide neighborhood information for those planning to sell their home to maximize the timing of the listing.

My passion for helping clients meet their goals, motivates me to give my best while offering unmatched customer service for both buyers and sellers

I am proud to be a part of INTERO as they are guided by principles of trust, respect and integrity while offering an army of resources to help make each experience rewarding.

I look forward to hearing from you and would appreciate the opportunity to earn your business.

INTERO

MEET TERRIE'S TEAM



Kristyn Escobedo
Transaction Coordinator

**REDEFINING REAL ESTATE
ONE CLIENT AT A TIME**

We are a team of passionate real estate experts who are dedicated to providing an amazing experience every step of the way. Whether you're buying, selling, or considering your next investment, we promise to deliver nothing short of amazing results!

**READY FOR YOUR NEXT REAL
ESTATE ADVENTURE?**

GIVE US A CALL!



Lucy Grezdo
Marketing Sales Representative



Elaine Luong
Staging & Design Specialist



Tony Garcia
Contractor



Richa Bakshi
Photo-Video-Drone Specialist

(916) 996-9826

tmacdonald@intero.com

terriemacdonald.com

DRE# 01044930



CLIENT TESTIMONIALS



Terrie MacDonald was very instrumental in my purchase of a new home in the Castle Oaks Development, in Lone, CA.

I first spoke with Terrie on the phone and she invited us to see the home site in Lone, we drove there and she met us as planned and let us tour the home during the construction so we could see the lot. I then worked with Terrie to start the application process, and she guided me through the process and she worked with my real estate agent in San Leandro, CA while he sold my home in order to purchase the new home.

Terrie always knew who to put me in contact with for various aspects of purchasing a brand new home, something I have never done before. Terrie would be an asset to any company who is lucky enough to hire her.

- Karen Schlavin



Recently we purchased a home in a Riverland Development and had the opportunity to meet and transact our business with Terrie MacDonald. From the moment we met Terrie, she seemed more like a caring friend rather than someone trying to sell a house. At all times she was professional and helpful. Any request we made was answered immediately.

Anyone looking to purchase a home would be pleased with Terrie MacDonald.

- Andrea & Rod



My wife and I recently purchased a new home in Lone, California. Ms. Macdonald (Terrie) was the primary contact for the home builder we purchased the home from. Terrie was more than just a contact for the home builder. she also was an advocate for my wife and I regarding all our concerns, questions, and needed home buying education. Terrie was the primary reason for a timely, and expedited, smooth, and with minimal effort on our part completion of the home buying process. She insured we were well informed and taken care of.

Terrie's level of professionalism, ability to organize, coordinate, track and manage several aspects of a project, ability to work successfully with various levels of personnel, and willingness (and ability) to assume additional work as needed has resulted in smooth painless home buying experience. We found Terrie to be an individual of the utmost integrity, honesty, and compassion.

I am a retired Senior Civil Engineer, who has hired and supervised several people in various capacities my entire career, and would not hesitate to hire Terri, knowing she would complete any task I assigned her, successfully. My wife and I fully endorse Terrie.

Should you have any question about Terrie that we might be helpful with, do not hesitate to contact me.

- Karen & James Munch

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For a complete list of reviews, please visit
terriemacdonald.com

Production Portfolio

Closed Transactions

INTERO



**1427 St Andrews Lane
Ione, CA 95640**

2 Bath, 4 Bed
2,160 SQ FT

\$450,613



**1024 Foley Court
Vacaville, CA 94533**

2.5 Bath, 3 Bed
1,408 SQ FT

\$480,000



**460 Lillypond Lane
Lincoln, CA 95648**

2.5 Bath, 3 Bed
2,955 SQ FT

\$840,000



**5971 Camden Circle
Citrus Hieghts, CA 95621**

3 Bath, 3 Bed
1,582 SQ FT

\$350,000



**1422 St Andrews Lane
Ione, CA 95640**

2 Bath, 4 Bed
2,160 SQ FT

\$423,229



**1429 St Andrews Lane
Ione, CA 95640**

2 Bath, 3 Bed
1,950 SQ FT

\$446,108



Terrie MacDonald
Realtor

916.996.9826

tmacdonald@intero.com
terriemacdonald.com
DRE# 02115328

TRACK RECORD

What's the difference between selling your home or failing to do so? The details. Whether it's a proven sales approach, effective marketing campaigns, or utilizing our existing network of qualified agents, at Intero Real Estate Services no detail is overlooked.

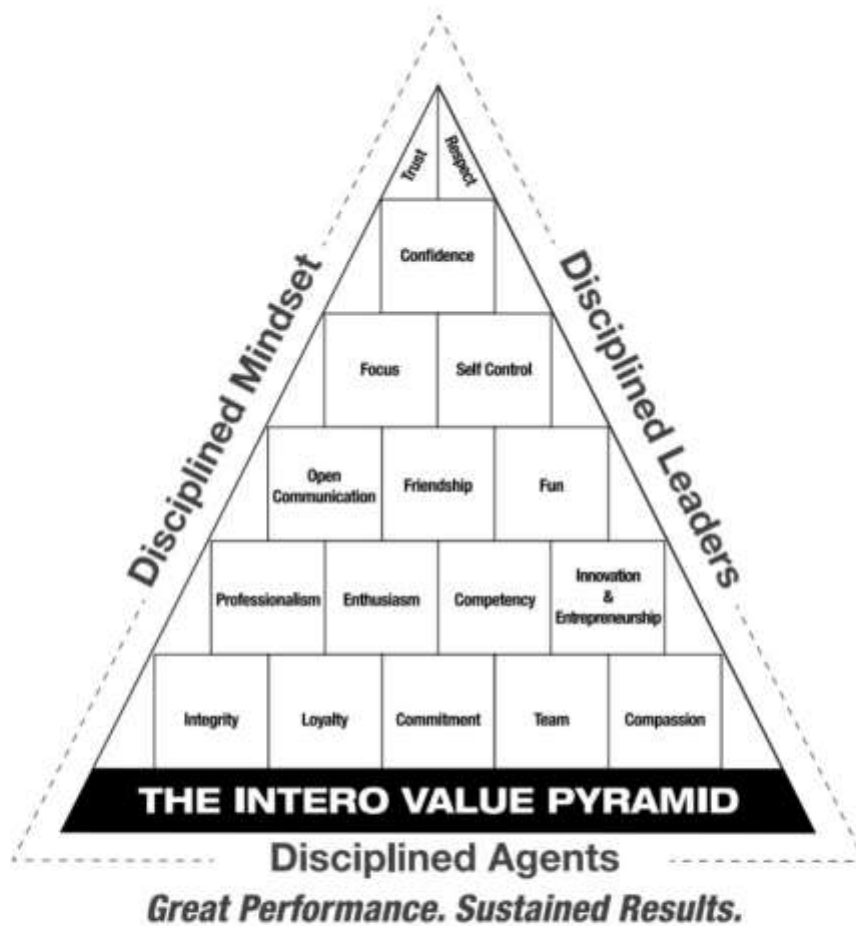
Who you work with in today's market matters. With a proven track record, the right skill set and years of experience, Intero Real Estate Services has all the tools to sell your home. If you're serious about selling your home, we're serious about getting the job done.



REALTrends
The Trusted Source

Inc.
500

INTERO



VISION & VALUES

- Integrity
- Compassion
- Loyalty
- Commitment
- Team
- Professionalism
- Enthusiasm
- Competency
- Innovation & Entrepreneurship
- Open Communication
- Friendship
- Fun
- Focus
- Self-Control
- Confidence

INTERO

Tools We Use

OUR TEAM OF MARKETING PROFESSIONALS **MAKE YOUR HOME STAND OUT!**



- | | |
|--|---|
| 01/ TEAM APPROACH | 09/ VIDEO TOUR MARKETING |
| 02/ PROFESSIONAL PHOTOGRAPHY | 10/ JUST LISTED MAILING |
| 03/ LUXURY YARD SIGN AND POST | 11/ JUST LISTED MEGA OPEN HOUSE |
| 04/ 24/7 INFORMATION SIGN RIDER & FLYER FOR POST SIGN | 12/ TOP LOCAL AGENT PREVIEW E-MAIL |
| 05/ DISTINCTIVE BROCHURES PROFESSIONALLY PRINTED | 13/ LOCAL BROKERAGE NETWORK |
| 06/ CUSTOM WEBSITE SPECIFIC TO THE PROPERTY | 14/ NATIONAL BROKERAGE NETWORK |
| 07/ SOCIAL CAMPAIGN <ul style="list-style-type: none">» facebook» instagram | 15/ PRE-MARKETING E-MAIL BLAST TO OUR DATABASE |
| 08/ EXPOSURE ON: <ul style="list-style-type: none">» zillow.com» realtor.com» trulia.com» homes.com» and more | 16/ PROSPECTING TO OUR BUYER DATABASE |
| | 17/ STAGING FOR TOP DOLLAR |
| | 18/ HOME WARRANTY COVERAGE DURING LISTING PERIOD |
| | 19/ BROKER TOURS |
| | 20/ ACCURATE FEEDBACK / SELLER PROGRESS REPORT |
| | 21/ FOLLOW UP |



TEAM APPROACH / 01

We know that you can get more done as a team that you can as an individual, so we have aligned ourselves with a team of professionals (i.e. Lenders, Title Companies, Inspectors, Appraisers, Contractors, etc.) To assure a successful outcome to your transaction!



PHOTOGRAPHY / 02

We provide professional photography to make sure all of your property's benefits and unique features are properly captured and highlighted to consumers.



SIGN & POST / 03

One of the benefits of being the number one real estate company in Silicon Valley, as well as, the East Bay Area, is not only having one of the most recognizable signs in the industry, but also having the largest number of signs throughout our communities generating more potential client leads for your property!!



SIGN RIDER / 04

Utilized to highlight a specific feature of the property, as well as, to provide information to consumers via QR Code technology and web links making the information accessible at all times.



BROCHURES / 05

Professionally designed property brochures to give a detailed description of the property and to highlight all of its unique features and benefits in a clear and concise manner.



ITS OWN WEBSITE / 06

Every property is unique in its own way, so Intero Real Estate Services has created its own unique and individualized consumer website which creates more exposure and to highlight each of its individual listings. Allowing more specific and detailed information to be expounded upon in depth.



SOCIAL / 07

We utilize social media to maximize the exposure to our listings by "Boosting" our posts and therefore creating more awareness to a specifically targeted consumer.



EXPOSURE / 08

Intero Real Estate Services uses the power of the internet through its Listing Syndication, which syndicates all of its listings out to over 75 of the top search engines making sure it gets the maximum exposure possible.



VIDEO / 09

Technology today has allowed us the opportunity to market properties on a whole new platform. Utilizing video, we can distribute content on properties through different mediums, such as, YouTube, Virtual Tours, Drone Photography, social media channels, etc.



JUST LISTED MAIL / 10

Although print media has been declining, the need for push marketing has not. At Intero Real Estate Services we create some of the highest quality marketing pieces in the industry to direct mail to target audiences that are specific to the individual property.



OPEN HOUSE / 11

Used to create better accessibility to potential buyers, Open Houses are a great way to meet a potential client and have a chance to discuss their personal needs. Open houses create the opportunity to point out and demonstrate all of the unique features and benefits of the property.



TOP AGENTS / 12

To insure success, it is important that you work with the best agents in the business. Other companies may use a "Shot Gun" approach to marketing, but we at Intero Real Estate Services concentrate our resources on the most productive and active agents in the market place. This allows our message to be finely tuned and specifically targeted to the agents that are more likely to have a client for that particular property.



LOCAL OFFICES / 13

To better serve our communities, it is important that we not only sell properties in their community, but that we are part of that community as well. Intero Real Estate Services has offices locations throughout the Greater Bay Area to serve our local communities.



NATIONAL NETWORK / 14

Intero Real Estate Services belongs to the "Leading Real Estate Companies of the World," which is the largest Relocation Network in the world, with nearly 700 firms with 5,000 offices and 145,000 sales associates.



E-MAIL BLASTS / 15

EMAIL is a fast and effective way to disperse information to large numbers of potential clients, as well as, REALTORS and Investors alike. We distribute market updates, home improvement information, real estate trends, as well as, property information to help keep consumers up to date on the most recent market changes.

PHONE	LEAD NAME	CATEGORY	LATEST COMMUNICATION	TASK ACTION	LAST VISIT
<input type="checkbox"/>	Walter Burger w.burger@intero.com	Buyer	Email Sent: 10 days ago		10 days ago
<input type="checkbox"/>	Charlotte Levy c.levy@intero.com	Buyer	Email Sent: 10 days ago		10 days ago
<input type="checkbox"/>	Heather Schultz h.schultz@intero.com	Buyer	Email Sent: 10 days ago		10 days ago
<input type="checkbox"/>	Charlotte Casey c.casey@intero.com	Buyer	Email Sent: 10 days ago		10 days ago
<input type="checkbox"/>	Mary Price m.price@intero.com	Buyer	Email Sent: 10 days ago		10 days ago
<input type="checkbox"/>	Timothy Ray t.ray@intero.com	Buyer	Email Sent: 10 days ago		10 days ago
<input type="checkbox"/>	Doug Wilson d.wilson@intero.com	Buyer	Email Sent: 10 days ago		10 days ago
<input type="checkbox"/>	Kimberly Taylor k.taylor@intero.com	Buyer	Email Sent: 10 days ago		10 days ago
<input type="checkbox"/>	Emily Henderson e.henderson@intero.com	Buyer	Email Sent: 10 days ago		10 days ago

BUYER DATABASE / 16

Also commonly referred to as our "Match & Sell" network. Thousands of potential clients and investors register on our website to create a personal account. As soon as properties become available, these potential clients and investors are immediately notified and receive an alert of the properties that match their specific search criteria.



STAGING / 17

We have professional stagers available to assist in evaluating the specific needs a property might benefit from to make sure it is presented and shown in the best light. To do this, we utilize staging to create the property feel, mood and look to insure that all of the features and benefits of a property are presented in its best light.



HOME WARRANTY / 18

Home warranties are available to cover a home to assure that any unexpected issues that may occur after the sale of the home are covered to create peace of mind for both the buyer and the seller. Seller's coverage is also available to cover the seller during the time the property is being marketed.



BROKER TOURS / 19

Utilized as a tool to mobilize the entire real estate community to create additional exposure and awareness, REALTORS from all brokerages invited to preview the subject property for any of their potential clients that may be looking for that specific type of property and to notify their client immediately of the properties availability.



FEEDBACK / 20

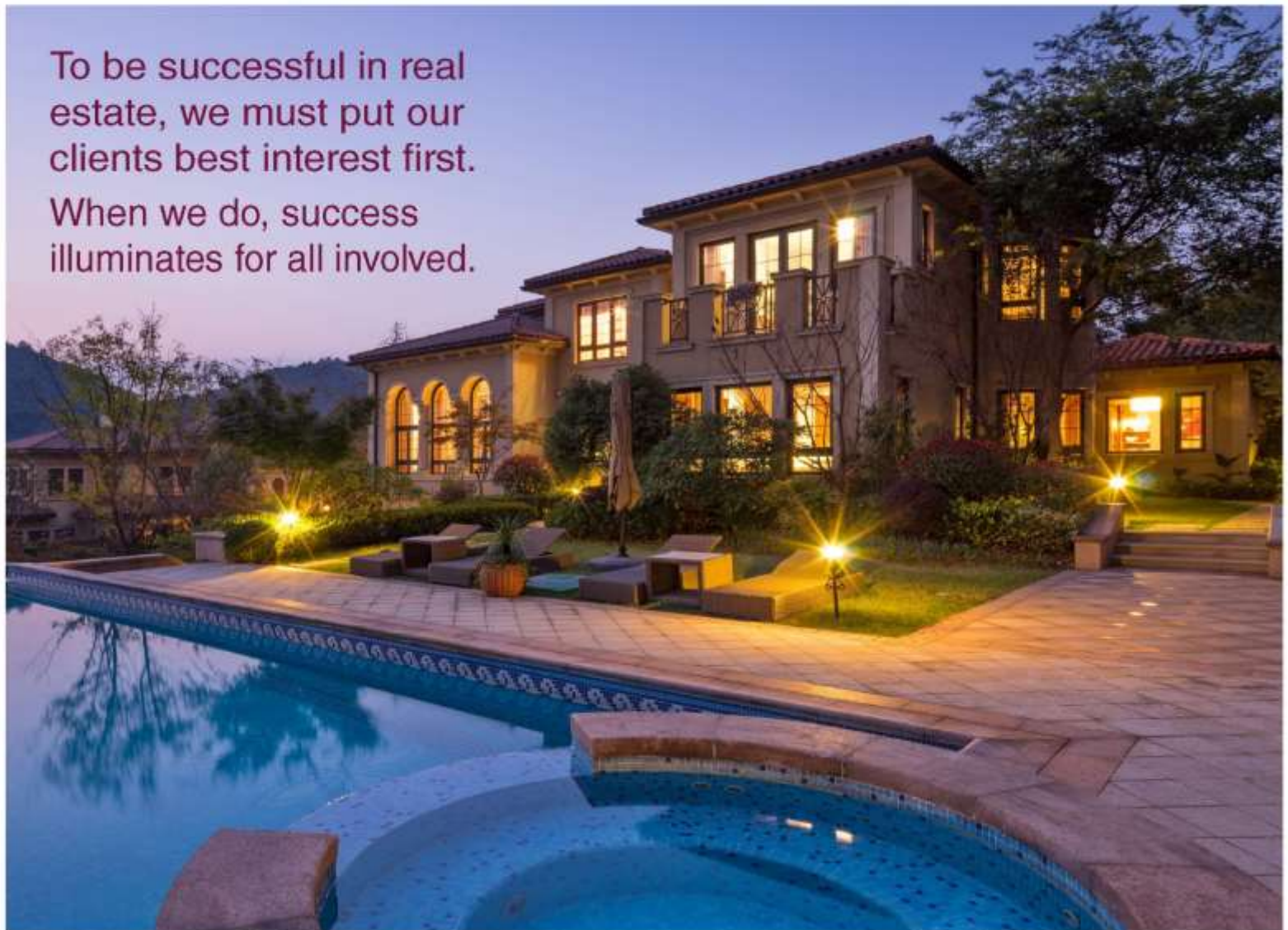
Communication is vital for a successful working relationship. At Intero Real Estate Services, we believe that selling a property is a team effort between both the REALTOR and client. It is important to be in alignment with each other in order to insure a successful outcome. If either party feels that something needs to be addressed, it is important to have a channel of open communication in which to provide honest feedback and share information in which to make educated decisions and forge marketing and negotiating strategies.



FOLLOW UP / 21

Once a transaction has been successfully completed, it is our hope to have not only earned your business, but to have forged a professional relationship for life! The transaction may have ended, but the professional relationship has just begun. Your REALTOR will remain in contact with you and hopes to continue to be a real estate resource that you can call upon for anything you may need pertaining to real estate. Intero Real Estate Services welcomes the opportunity to help any friends, family, co-workers or anyone in your sphere of influence that may be in need of our services.

To be successful in real estate, we must put our clients best interest first. When we do, success illuminates for all involved.



INTERO

MARKETING STRATEGY



STAGING

Creating Great First Impressions.

We want your home to be on the market for as short a time as possible. For that to happen, it needs to look its best - so it will appeal to the broadest range of people.

Practical Advice.

We can provide specific recommendations to help you highlight your home's important areas, decorative appeal, amenities, and focal points.

At the same time, we'll also suggest ways to establish clear traffic patterns that may help potential buyers get the most from their viewing.

For buyers it is easier to visualize the property as a future home (81%), buyers are more willing to walk through a home they viewed online (46%), will positively impact the value of the home if it is decorated to the buyer tastes (45%), and buyers are more willing to overlook other property faults (28%).



INTERO

PRINT

Although we are in the digital age, print media is still an important aspect of getting the word out about your property. Strategically using local and national print advertising pushes more interested buyers to the online marketing we set up for you. It simplifies the buyer's search by providing the information right in front of them.

Property Brochure

Leave a lasting impression. Custom property brochures will be created for home tours and open houses.

Direct Mail

Customized direct mail pieces will be sent out over the lifetime of the listing to a geographically targeted list of affluent prospective buyers.

Local Market Print Advertising

Local weekly or monthly newspapers and magazines are still read by a majority of home buyers and sellers. Therefore, it is extremely important to be listed in these publications. Your home will be featured in one of the many local community newspapers.

INTERO





5 North
Anza Blvd,
Martinez, CA 95014

DIGITAL

We're Easy To Find.

In 2013, 92% of consumers used the Internet during the home buying process and 42% first looked online for properties to purchase*. Intero markets your property to a worldwide audience at some of the top internet sites.



Aol Real Estate.



PropGoLuxury.com

YAHOO!
REAL ESTATE

PropGO



INTERO





PRICING STRATEGY

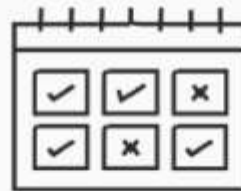
Our integrity, supported by widespread market knowledge and experience, will help you price your home as competitively as possible.



Market Dynamics:
Supply & Demand



INTERO



Analysis of Active, Pending,
& Sold Transactions

Personal Timing &
Seasonal Considerations

THE SELLING PROCESS

Review Offers

- Review offers with seller
- Prepare counter offers
- Verify contingency periods
- Verify loan rates with lender

Marketing

- Enter on MLS
- Send out office email notice
- Schedule open house
- Put property on broker tour
- Order property flyers
- Initiate internet marketing plan

Report / Disclosure Review

- Read and review all reports and disclosures to prepare for review with client
- Review reports and disclosures with client

INTERO



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THE SELLING PROCESS

3

Initial Escrow Period

- Submit contract to escrow officer
- Report pending sale to MLS
- Confirm that buyer has received all disclosures
- Place sale pending sign on property
- Record contingency dates
- Coordinate buyer inspections

Transaction Review

- Ensure all disclosures docs are signed properly
- Ensure buyer has received all pertinent document/reports
- Confirm loan approval conditions and document delivery timelines

Contingency Removal

- Review repair requests
- Negotiate/confirm repairs
- Remove contingencies
- Confirm move in date with buyer's agent
- Schedule final walkthrough
- Change MLS status to DNS

Record / Transfer Title & Close Escrow

- Review docs with seller
- Confirm sign off date
- Key exchange
- Sign off
- Escrow closed

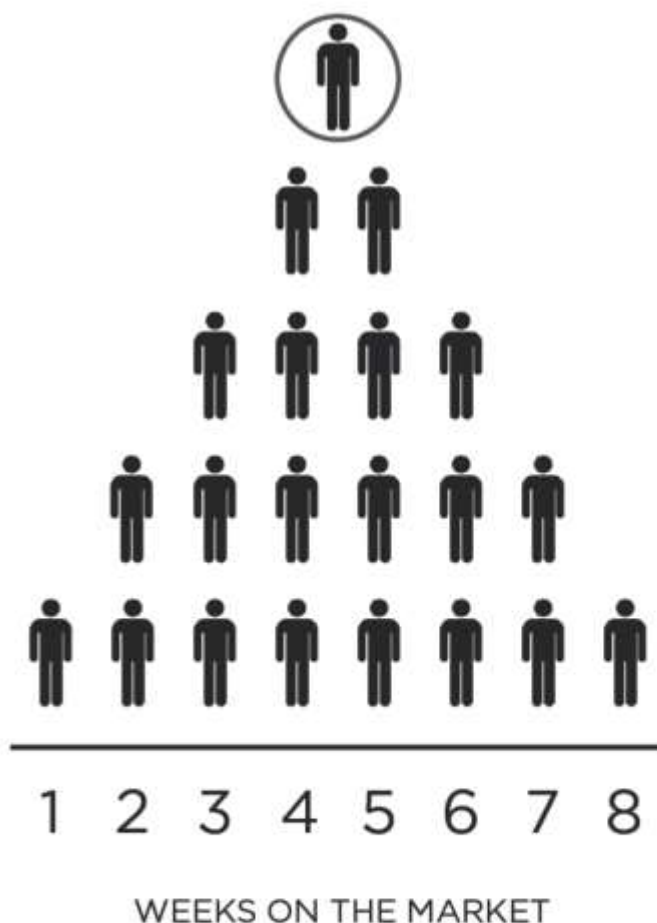


MAXIMIZE ACTIVITY & INTEREST

Interest in your home peaks when it first goes on the market. Pricing your property realistically from the beginning, can generate the greatest interest among buyers and brokers.

INTERO

PEAK INTEREST



NEGOTIATING

We're on your side.

Intero is a company you can rely on and trust to remain totally focused on representing you and your best interests when it comes time to negotiate the sale of your home. Our agents are trained and coached by some of real estate's most well known negotiators.



INTERO

MORE ABOUT INTERO REAL ESTATE

A home is given an elevated level of exposure through its carefully crafted marketing portfolio set up to showcase your home to relevant markets locally, nationally and globally. Customized to the unique style of each property, Intero will expose your home through the most influential mediums reaching the greatest number of qualified buyers wherever they may be in the world.



PRESTIGIO LUXURY: LIVE EXTRAORDINARY

Why Prestigio International?

Intero Prestigio International is a luxury collection from Intero Real Estate Services of the finest and most exclusive homes. A Prestigio International home is given an elevated level of exposure through its carefully crafted marketing portfolio set up to showcase your home to relevant markets locally, nationally and globally. Customized to the unique style of each luxury property, Prestigio International will expose your home through the most influential mediums reaching the greatest number of qualified buyers wherever they may be in the world.

INTERO

BERKSHIRE & NETWORK

INTERO

Proud to be part of Berkshire Hathaway,
Fortune Magazine's

4th Most Admired Company in the World!

We know, day in and day out, that we work for a
company with integrity. It always feels good when
other people recognize it, too!



INTERO



TERRIE MACDONALD
Realtor

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DRE# 02115328

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