

# Pat Sepanak, Broker/Owner

Offers you over 35 years of  
LBI real estate experience



Taken from my back deck in Haven Beach

*LBI is certainly a magical place that I happily call home. I reside in Haven Beach on the bay and have the opportunity to experience a unique sunset each evening. I appreciate all that this Island offers - its beauty, its family memories and also its financial value.*

*This is one of the largest financial decisions you will make. I recognize this and will do my best to make sure your transaction goes as smoothly as possible, keeping you posted and informed every step of the way.*



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## Exclusive Programs

All programs are developed by Pat Sepanak,  
find out more by visiting:

**LBIrealestateNews.com**

### For Buyers

**Early Buyer's Alert** - Potential buyers provide basic buying parameters and a search is set up within our local MLS to email any and all matches of new listings, price and status changes. A great way for buyers to learn the LBI market.

**Drive By List:** During the summer, access is limited to show homes, this is an easy way for potential purchasers to learn about the various price points and neighborhoods on LBI.

### For Sellers

**Online Market Evaluation:** Fill out a short form with your property specs and you will be sent a report with the latest LBI market data, comps on your property with a price range of value.

**Neighborhood Tracker:** For those who want to keep track of what is happening in their neighborhood. Be sent any new listings, price changes or status changes as they happen.

### For All

**LBI Real Estate Seminar** - Given every Wednesday afternoon all summer long. Learn about the LBI real estate marketplace, for potential buyers & LBI homeowners.

**Marketrends E-Newsletter** - Sent twice a year via email with my 'Crystal Ball Forecast'. Latest market statistics, local news and updates to issues that affect LBI.

**This Week on LBI** - The most popular page on our website. Updated each week with the prior week's new listings, under contract and sold properties along with headline news and links of interest.

## Thinking of Selling?

### Did You Know?

- ◆ On average, top listing\* agents on LBI sell only 15% of their own listings, 5.5% by another agent in their company.
- ◆ That leaves over 75% that are co-brokered.
- ◆ **What does that mean?** Your agent should be 'welcoming' other LBI agents to show and sell your home. Broker Open Houses are an important tool to introduce your home to other LBI Realtors as they have collectively the largest potential buyer pool.

### **Your listing agent needs to:**

- ⇒ Make it '**Easy**' for other agents to show your home
- ⇒ Hold Broker's Caravans for exposure and feedback
- ⇒ Have a good working relationship with fellow agents

### Did You Also Know?

- ◆ 90% of buyers start their search on the internet
- ◆ 89% found photos to be very useful
- ◆ 84% found detailed property information to be very useful

**What does that mean?** Your property must be well represented and presented on the major real estate internet sites. Listing photos are the new 'curbside'.

### **Your listing agent needs to have:**

- ⇒ Professional photos taken (including drone & twilight)
- ⇒ A Virtual Tour/Flyer connected to your property
- ⇒ All details of your property easily available for prospective purchasers and their agents

**Please take a look at my Business Plan with the 6 Major Components for the Successful Sale of your LBI property at:**  
**LBIrealestateNews.com/SellMyHome**

\*Information based on top agents in 2017

# About Pat Sepanak

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When I first opened Sand Dollar Real Estate in 1983 it was with the philosophy that an **'educated client was not only the best client but a lasting one'**.

To that end, I offer my buyers the latest LBI market data and consistently guide them through the buying process so they can make informed decisions and know they made the right decisions for their family and themselves.

For my sellers, I create a marketing & advertising program that fits their buyer's profile. I also guide my sellers through the process of getting to the closing table smoothly and in a timely manner. I recognize this can be a very stressful time and try to reduce that stress whenever possible.

Today, the internet continues to be a game changer, buyers and sellers can see everything that is for sale and has sold. What they don't know is how to put this data together to understand the real estate market dynamics. That is where your Realtor comes into play. Your Realtor needs to be technologically advanced, have excellent negotiating skills, be willing to perform detailed follow up



until the closing of the transaction and have the knowledge and experience to 'meet & beat' any obstacles that cross the buyer's or seller's path.

Please read my latest reviews and testimonials. I think you will see that I am very serious about my commitment to my customers, my clients and my real estate business.

## REVIEWS as posted on Trulia and Zillow

"I bought a house with Pat last year and she is just amazing. She knows LBI inside and out, so she brings a vast local knowledge to the table. She helped me find and buy my dream house. I always felt she was on my side, using her humor and grace to get me through the rough patches in the negotiations and celebrating with me when the deal was done." (Harvey Cedars)

"Our family has dealt with Pat for over thirty years, purchasing, renting and selling real estate. Her knowledge of the real estate market is unparalleled. Even more important is her caring, integrity, honesty and the fact she will be there when you need her." (Beach Haven)

"Pat was absolutely the best realtor. We were fortunate to find her many years ago. She has been our realtor for both purchases and sales of our homes on LBI. The last was extremely difficult, and without Pat we know the sale never would have happened. Her extensive knowledge, complete professionalism and expertise, tireless effort, and ability to negotiate when the chips were down are unparalleled. She was always, constantly available to us, and her positive and caring outlook is something I could always count on. Pat is more than a great realtor. She is a very special individual." (North Beach Haven)

"Pat Sepanak was the agent from Sand Dollar that we utilized in our real estate transaction. She was fantastic. She helped us in every step of the process. She was very helpful in providing referrals that we could utilize if we wished for various aspects of the transaction. Our transaction was delayed due to Super Storm Sandy, but Pat was instrumental (was there step by step) in getting us through the bureaucratic and ever changing post-Sandy process. We highly recommend Pat and her staff for any of your

real estate needs." (Ship Bottom)

"We had a very "difficult" buyer. Missed deadlines, hard to get in touch with, etc. His agent wasn't much better. Pat Sepanak of Sand Dollar was able to bring us to settlement. She was very knowledgeable, always responsive and experienced. We are glad to recommend her and the agency." (Holgate)

## TESTIMONIALS

"We can not thank you enough for all the time and work you put into selling my house. You clearly went above and beyond the call." (Holgate)

"Outstanding realtor who cares about her clients. I have used dozens of realtors over the years and she is one of the best." (Brant Beach)

"Thanks for the pictures and updates. (*Hurricane Irene*) As you know, I have three agencies 'renting' my home and you are the only one that has communicated to us. Something felt right 25+ years ago when we bought through your agency and like a fine wine, it only has improved with time!! You do your job in an exemplary fashion, thank you." (*rental property owner*)

"Glad to see that you are still running those Seminars in the Summer. That's what got us started looking (and buying a house) in Beach Haven. We owe you a big 'thank you' for showing us that it was not an impossible dream." (*Seminar attendee*)

"Pat, I've always enjoyed working with you - professional, thorough and you let me do my job - and you do such an awesome job for your clients. It was my pleasure to give them your name." (*local attorney*)