

WHY *BUY* WITH Michelle Mastry Ward

Smith &
Associates **Real Estate**

DATA ANALYSIS

I conduct a full data analysis on the home you purchase to ensure you are paying the best price with the best terms.

ACCESS TO THE MOST HOUSING OPPORTUNITIES

Receive details on Smith exclusive properties before they are made public, giving you more choice while reducing the potential for competition.

TRANSACTION MANAGEMENT

We have an in-house full-service team who ensures your transaction goes on schedule and all parties are informed each step of the way.

AFFILIATED RESOURCES

Integrated mortgage, insurance, and title give you the opportunity to save time while getting access to the highest quality of service.

HOME SERVICE PROVIDER LIAISON

I have recommendations to trusted vendors that can assist with any project needed from electricians to construction and interior design.

LOCAL MARKET EXPERTISE

Gain valuable insight into the most current local market data.

COMMUNICATION

I keep you informed every step of the way, communicating at least once a week through the process.

HONESTY

I will always provide loyalty and fairness with every client in every transaction.

TEAM

With over 25 years of experience combined, I work with the Sisters Sell St. Pete team, with each of us offering various perspectives and knowledge to support your goals. We are all available to assist you at any time.

INFORMATION SEEKER

I enjoy the digging and investigating to find out as much as I can about the home so you can make the most informed decisions on your investment.

PROBLEM-SOLVING

I look forward to the challenges that may arise in the process and seek out solutions as quickly as possible, moving you closer toward your home-buying goals.

NEGOTIATION TACTICS

Get the best possible terms for your desired home with specific offer strategies and negotiation tactics.

BUYER PROCESS

I conduct a thorough interview with you prior to beginning our home search to ensure our search tailors your needs best, and we find your home in the quickest time possible!

IT'S ALL IN THE DETAILS

Purchase contracts can be very time-consuming and easily something can be missed or written incorrectly- I am very thorough when writing agreements, reviewing several times before sending to you for signatures.

AFTER CLOSING

You are not just a transaction, you are a valued client and the relationship built along the way continues for me after closing. I will continue to reach out after closing and always be available for anything you need!



Michelle Mastry Ward

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