

## WHY JOHN AUGUST

Absolutely, having a knowledgeable and experienced real estate agent like John August can be a tremendous asset for buyers in the Sarasota area, particularly those interested in properties on Bird Key or other exclusive neighborhoods.

John has lived on Bird Key since 2000. John's familiarity with the Sarasota region allows him to understand the local real estate market intricacies, pricing trends, and the unique attributes of different neighborhoods. This expertise can be invaluable when it comes to identifying the most suitable properties that match his clients' preferences and requirements. John is a fifteen-year winner of the Five Star Award. Furthermore, John's background as the Director of Financial Industry Marketing at Unisys in Philadelphia likely equips him with strong negotiation skills, business acumen, and a deep understanding of financial aspects, which are all crucial for handling high-value transactions involved in luxury real estate. For luxury waterfront buyers seeking exquisite properties, such as those on Bird Key, John's access to exclusive listings, in-depth knowledge of waterfront properties, and experience with luxury clientele can ensure a seamless and successful buying experience.

As a consultant working with buyers to identify desired properties, John's role involves understanding your needs, preferences, and budget constraints to help them find suitable properties. Here's a step-by-step guide on how John approaches this process:

**Initial Consultation:** Meet with the buyer to discuss their requirements. This could include factors such as location preferences, property type (e.g., single-family home, condo, townhouse), size of the property, budget, desired amenities, and any specific features they're looking for (e.g., number of bedrooms, backyard space, proximity to schools or public transportation).

**Property Search:** Based on the information gathered during the consultation, conduct a thorough search of available properties in the desired area(s) that meet the buyer's criteria. Utilize multiple listing services (MLS), real estate websites, and your network of contacts to identify potential listings.

**Property Evaluation:** Once John compiled a list of potential properties, evaluate each one based on the buyer's preferences. Consider factors such as price compared to the buyer's budget, proximity to amenities, condition of the property, neighborhood safety, school districts, potential for resale value appreciation, and any other relevant criteria.

**Property Tours:** Arranges property viewings for the buyer to physically inspect the shortlisted properties. Accompany the buyer during these tours to provide insights, answer questions, and address any concerns they may have about each property.

**Feedback and Adjustments:** John gathers feedback from the buyer after viewing each property to understand their likes, dislikes, and any changes to their preferences. Use this feedback to refine the search criteria and adjust the list of potential properties accordingly.

**Negotiation and Offer:** Once the buyer has identified a property they're interested in, John assists them in negotiating the purchase price and other terms with the seller or seller's agent. Help draft and submit the offer on behalf of the buyer, ensuring that their interests are represented.

**Due Diligence:** John guides the buyer through the due diligence process, which may include conducting inspections, reviewing property disclosures, assessing the property's title, and addressing any concerns that arise during this phase.

**Closing Process:** John coordinates with all parties involved, including lenders, attorneys, inspectors, and the seller's agent, to ensure a smooth closing process. Facilitate the necessary paperwork and documentation to finalize the purchase transaction.

**Post-Purchase Support:** John offers continued support to the buyer even after the transaction is complete. This could involve providing recommendations for contractors or service providers, assisting with the transition to their new property, and addressing any post-purchase concerns they may have.

By guiding buyers through each stage of the property acquisition process and providing personalized support and expertise, John helps the buyer find their ideal property and make informed decisions along the way.

In conclusion, John August's combination of local expertise, professional experience, and educational background makes him well-prepared to cater to the needs of luxury waterfront buyers in Sarasota, providing them with valuable insights, guidance, and access to a diverse range of luxury properties in the area. John has achieved quite an impressive feat by winning the Five Star Award fifteen times. This suggests that he consistently excels in whatever criteria or standards are associated with this award. Whether it's in a professional setting, an academic environment, or some other context, being recognized fifteen times as a winner of the Five Star Award indicates a high level of excellence and accomplishment.

