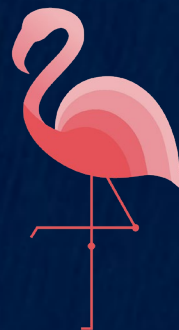




# Our Resume

A History of Service and Excellence

Move confidently with  
Your Florida House Team as  
your Guide



YOUR  
FLORIDA  
HOUSE  
TEAM





## ABOUT YFHT

**YOUR FLORIDA HOUSE TEAM** is a full-service, top producing, real estate team that specializes in advanced home search, marketing, and technology. Through fierce negotiation tactics and relentless attention to detail throughout the buying and selling process, we deliver superior service and results for our clients.

Our philosophy is simple: clients come first. We pledge to be in constant communication with our clients, keeping them fully informed throughout the entire buying or selling process. We believe that if you're not left with an amazing experience, we haven't done our job. We don't measure success through achievements or awards, but through the satisfaction of our clients.

## TEAM LEADER - Don Harkins

**Don Harkins has managed over 100 Real Estate transactions totalling nearly \$40 Million in his 11 years in Real Estate. As Team Lead, Don works tirelessly to ensure that our clients receive the best service possible. Don is responsible for setting goals for the team and holding our agents and staff accountable to their personal and professional values. He helps customers articulate their financial and real estate needs and desires, finding a way for everyone around him to live their best life. In addition to being a Licensed Real Estate Broker, Don is also a Licensed Mortgage Loan Originator, and can expertly guide our clients in both their lending and real estate decisions.**

**A native Floridian, former firefighter/paramedic, and graduate of Florida State University, Don is invested in serving the Orlando community and continues to do so through participation with the Orlando Regional Realtor Association, Trinity Lutheran CDC, and Edgewater High School. Don and his wife, Emily, who serves as our Director of Operations and Agent Services, live in Longwood, and keep busy at home raising their children, Donny and Daisy. In addition to quality family time, Don takes full advantage of Florida living and enjoys frequent trips to the coast to surf, sail, and kite board.**



## KAYTLYN SEALEY Lead Buyer's Agent

Kaytlyn is our Lead Buyer's Agent and has been a part of Your Florida House Team since 2018. A native Orlandoan, Kaytlyn has a deep love for and takes pride in the City Beautiful. She has a wealth of practical knowledge to share as a long-time member of the community. Having grown up in a family with a passion for Real Estate Investment, it was only natural for Kaytlyn to seek out a career in Real Estate to show others how to create wealth through homeownership. Honesty and Communication are top priorities for Kaytlyn. Her past experience in and commitment to the industry, and her love for people make her an excellent choice to help you find your dream home or the investment that will put you on a path towards achieving your personal financial goals. In her 5 years as a Realtor®, she has worked with more than 30 buyers with a volume well over \$6 million.



## SEAN FLATLEY Lead Listing Agent

Sean is a passionate and driven professional Realtor® and brings a proactive approach to representing buyers and sellers by leaning on previous experience in face-to-face, door-to-door, telephone, and appointment-based sales jobs. Sean lists between 20-30 homes each year, resulting in more than \$6 million in annual sales. He makes an average of 100 personal phone calls per day to market his clients' properties so he has extensive, up-to-date knowledge of the inventory available in Central Florida. Because he knows that the purchase or sale of a home or investment is such a complex and important transaction, Sean takes the time to ensure his clients are informed and active participants in every part of the process, from initial consultation to the day they close, and beyond. Sean is our market expert in the Windermere, Dr. Phillips, and Winter Garden areas and excels at marketing luxury homes.





## MERIGAN BARTON

### Listing and Buyer Specialist

Merigan is an experienced professional Realtor® whose great love is Buyers! A pro at open houses, Merigan has a phenomenal ability to find common ground with everyone she meets. For those looking to purchase a home, she'll not only walk you through the process step-by-step, she'll also make it enjoyable for you. She connects with her clients on a deeper level in order to truly anticipate their needs and ensure they find the best home at the best price. Averaging 3 closings per month over the past several years, with more than \$7 million in annual volume, Merigan is committed to understanding the Central Florida market and keeping track of inventory and market trends to better serve her clients. Her numbers speak for themselves. Merigan is also our in-house specialist when it comes to Veterans and VA Loans, with this type of purchase making up 30% of her annual sales. She has extensive knowledge of the best VA lenders, and which ones have the best closing record. She's the perfect choice to guide our Veterans through the process of purchasing a home.



## CARRIE MILLER

### Listing and Buyer Specialist

Carrie is an experienced professional Realtor® who specializes in luxury and Downtown Orlando condominium sales. She is also passionate about working with the 55+ community and is a trusted resource for older buyers and sellers as a Seniors Real Estate Specialist® and certified Pricing Strategy Advisor with the National Association of Realtors®. Having lived in Central Florida for over 20 years, she is a true market expert with a deep commitment to the Orlando community. Carrie has developed a reputation of being a dependable, honest and trustworthy professional and upholds these values in every aspect of her work. Prior to becoming a Realtor®, Carrie held sales and leadership roles in a variety of industries. A graduate of Creighton University and former athlete, Carrie has the drive and motivation to work tirelessly for her clients and see deals through to the finish line. She is also a LEED® Accredited Professional in Building Operations and Maintenance and has the experience to be a lifetime resource for her clients as they maintain their real estate assets.



## **TIM LONGEST**

### **Listing and Buyer Specialist**

Tim is a full-time, professional REALTOR® and member of Your Florida House team, and a lead agent in the West Orlando and Coastal markets. As an 18 year veteran of the Orlando Fire Department and lifetime resident of Central Florida, Tim understands that relationship, communication, and client satisfaction are vital to creating a reputation of excellence. Tim knows that the sale or purchase of a home is one of life's most significant decisions, and he is dedicated to guiding his clients through the process so that they are confident in their decisions from the moment they begin a search to the day they pay off their mortgage. Tim works relentlessly on behalf of his clients, and his attention to detail and constant communication ensure he builds lasting relationships.



## **EMILY HARKINS**

### **Director of Operations & Agent Services**

Emily brings over 15 years of experience in Project Management, Property Management, and Customer Service to the team. Her primary role with Your Florida House Team is to take on the administrative and organizational standards of the team so that the Listing and Buyer Specialists are able to devote 100% of their attention to helping our clients achieve their real estate goals. She has expertise in graphic design, marketing, executive operations, budgeting, building construction, maintenance, capital improvements, contracts, transaction management, and customer service. Emily ensures that our clients' needs are anticipated and met from initial consultation to selling or purchasing their home. Emily not only has her finger on the pulse of Your Florida House Team; she is also well connected in the Orlando community and relies on her network to bring our buyers, sellers, and agents the most up-to-date information on trends, inventory, neighborhoods, and events.



# WHY CHOOSE US?

# TOP 1%

## OF ALL ORLANDO REALTORS®

Based on sales volume

As a team in the top 1% of the market in sales volume, we have seen and experienced the challenges that can arise during a real estate transaction. Our extensive experience ensures that we will better anticipate these challenges and smoothly guide you through the process.

# 28

DAYS  
ON  
MARKET

### SELL 2X FASTER

You Florida House Team sells homes more than twice as fast as other Realtors® in our market. The average home sits on the market for 62 days before selling. Our team's days-on-market average is 28 days.

# 99%

OF  
LIST PRICE

### MAKE \$14,000 MORE

We make you more money on the sale of your home. The average percent of list price in Central Florida is 96%. Your Florida House Team's average percent of list price is 99%, which means on a \$450,000 home, we'll net you \$13,500 MORE than other Realtors®.

# 25x

### WE SELL MORE

The average agent in our MLS sold 2 homes in 2019 while Your Florida House Team by Don Harkins sold 52. We sell twice as many homes in a single month than most agents do the entire year. This puts YOU in a better position because we have the tools and experience to market, price, negotiate, and manage the sale process for a better outcome.

## 45 COMBINED YEARS OF EXPERIENCE

### 10 YEARS BY TEAM LEAD

We know this business inside and out. As a team with 45 years combined in Real Estate, more experience than 77% of Central Florida Realtors®, we have found the best methods for marketing, pricing, negotiating, and managing the sale process for our clients. More experience as a Realtor® and real estate team means fewer surprises, more certainty, and a clear, proven plan of action to get your home sold for more money, in less time and with less risk.

## 39% HIGHER LISTING PRICE

### THAN THE AVERAGE LISTING

Experience Luxury. Our average price point is \$456,000, 39% higher than the average home listing in Orlando. We have more experience representing luxury sellers and buyers, and are highly skilled in marketing these homes and negotiating positive returns for luxury homeowners and investors.



## LOCAL EXPERTISE

Our team includes 3rd, 4th, and 5th generation Native Orlandoans, and most of our staff has lived in the area for over a decade. We are committed to Central Florida, and have first-hand knowledge of the counties, cities, and neighborhoods our clients love. We watch this market...from specific streets to the entire region. We are experts on how homes should be priced and marketed throughout the area.



## PROFESSIONAL

We take pride in our work. We do not employ pushy sales tactics. Our agents are honest and professional. From the moment you call, text, or begin a search on our website, we will answer right away or we will return your call. Try it and call 321-320-7881 or visit [www.YourFloridaHouseSearch.com](http://www.YourFloridaHouseSearch.com) right now!

## EXPERIENCE

Our agents and staff collectively bring 45 years of experience in real estate, sales, and customer service. As a team, we sell more than one home every week, with an annual closed volume of more than \$20 million, and that number climbs every year as we set higher goals and more effectively serve a greater number of clients. We also have more experience in other aspects of real estate than most teams, including investment analysis, entitlements; building construction, design, and maintenance; digital, print, and social media marketing; and face-to-face and telephone sales.

## AGGRESSIVE MARKETING & FANATICAL PROSPECTING

We spend our time in the office and on the street in the most efficient ways possible. Our procedure is to employ a mix of proven methods of marketing and prospecting including phone calls, direct mail, brochures, email, video, and web and social media marketing. In addition, we are constantly improving our processes so that we are on the cutting edge of trends in real estate marketing.

## EASY-EXIT LISTING AGREEMENT

You are either delighted with the way things are going, or you simply pick up the phone and cancel the listing - no hassle. And we'll take your suggestions and feedback seriously.

## WE STAND BEHIND OUR PROMISES

While most real estate agents don't have a proven process that they follow, our proven and repeatable process gives you the assurance that we are on top of every detail of the sale or purchase of your home.

## PROVEN RESULTS

Anybody can promise you anything. The true test is in the results. As you can see on these pages, we follow through with our promises and we have hundreds of happy clients to prove it. You could be next!



# OUR GUARANTEED SALE PROGRAM

## We will get the job done or it's free!

**YOUR FLORIDA HOUSE TEAM** is so confident that we can sell your home in less than 29 days for an agreed upon price, that we offer just that...a guarantee. Not many Realtors can say they do that. Most Realtors only sell a handful of homes per year. YFHT will sell over 100 homes this year, and our goal is to double that amount annually!

We study the market every day to make sure our clients are comfortable with and confident in the price they can get for their home. In fact, if we can't sell your home in 29 days, **we'll sell it for FREE!**

Finally, a real estate team that puts its money where its mouth is. Call us today to see if your home qualifies for our **Guaranteed Sale Program.**

Don't you owe it to yourself to have confidence in your real estate transaction? There is no catch, no excuses, no blaming the market, no gimmicks.

## Success Story

Previously listed with another broker for 38 days without any offers, Your Florida House Team was hired to guide our seller through the home listing process. After coordinating with painters, home stagers, designers, and real estate photographers, we were able to help our seller relist the home and receive multiple-offers resulting in a pending sale at 100% of list price after just 2 days on market.



# EASY EXIT GUARANTEE

## Listing with the wrong agent can cost you not only precious time, but thousands of dollars!

There is nothing worse than getting trapped into a lengthy listing contract with the wrong agent. With Your Florida House Team, you have a choice. We offer a hassle-free listing contract with an easy exit cancellation guarantee. Very simple.

The fact is, all of our clients have been completely satisfied with our performance and the results they get by choosing Your Florida House Team to list their home.

## Success Story

**“This was the second time I worked with Your Florida House Team and I will surely work with them again. The team promptly and professionally was able to list and procure solid offers on my property within 72 hours. The rest of the process from accepting an offer to closing was seamless because of their advice and guidance. Thoroughly pleased with their work ethic and communication in assisting me in selling my home.” - Jeffrey B.**



# BUYER & SELLER RESOURCES

A comprehensive marketing strategy to ensure success for buyers and sellers

## HOME BUYER GUIDE

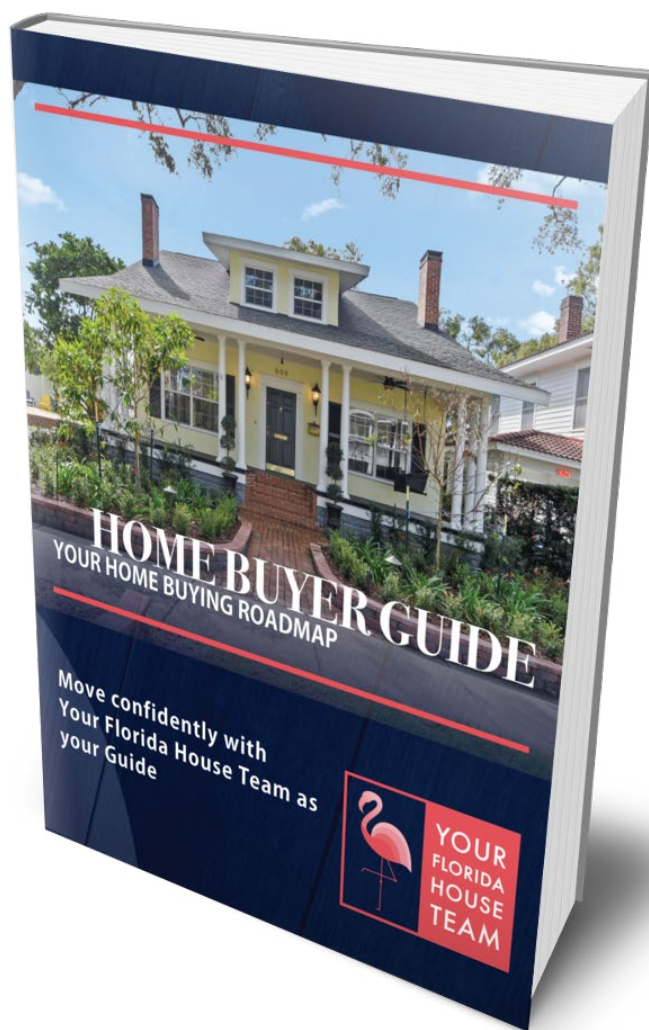
**Our buyers are fully educated on the home purchase process so that the road to closing is smooth.**

We have taken the time to put together a comprehensive Home Buyer Guide that is given to every prospective buyer we work with at our initial meeting.

Over the years, we've found that the more educated our buyers are about the process of home buying, the more enjoyable and satisfying the process. We have an 8-point roadmap that explains everything from lending, to identifying search criteria, to showings, making offers, closing, and beyond.

### What's Inside:

- Preferred Lenders
- Comprehensive "Wish List"  
For Your Home
- Off-Market Opportunities
- Closing Day Checklists
- Post-Closing Services



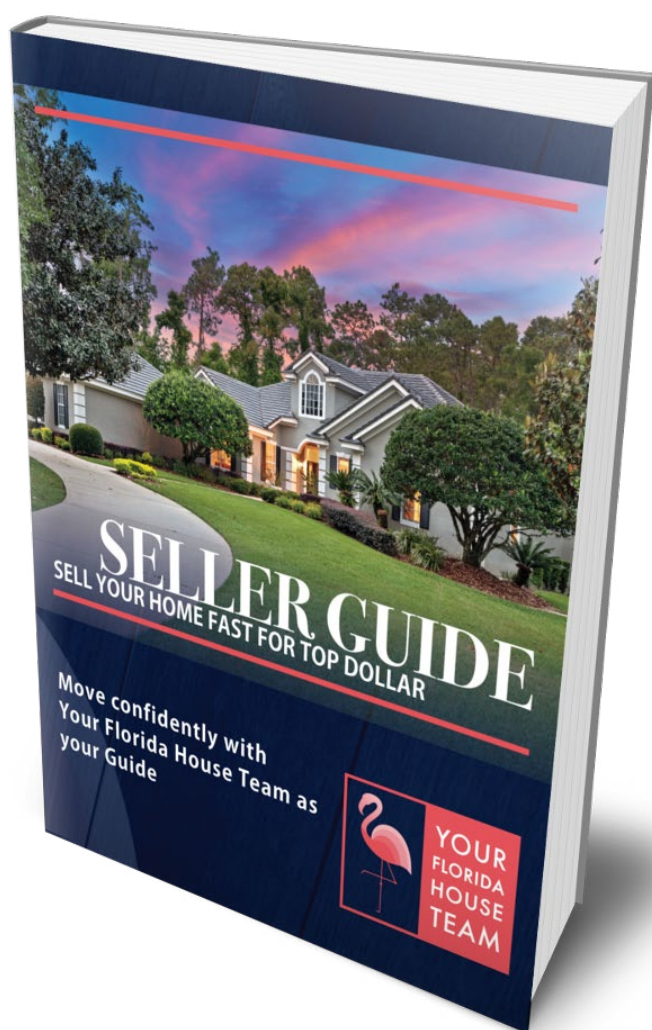


# HOME SELLER GUIDE

**We give sellers a proven, repeatable system to sell their home for top dollar, in less time.**

We know what sells. Price is obviously the most important factor in selling a home, but in order to price correctly, and get your home in front of the right buyer, we employ a detailed marketing strategy that maximizes the strengths of the home and sets it apart from the rest.

We also offer Your Florida House Prep, a concierge home prep service available to all of our sellers throughout Central Florida that makes sure your home shows well and sells quickly.



## What's Inside:

- Proven Marketing Strategy
- Expert Pricing System
- Concierge Prep Service
- Communication Plan
- Seller Inspection Checklist
- Post-Closing Services and Out-of-Town Agent Referrals

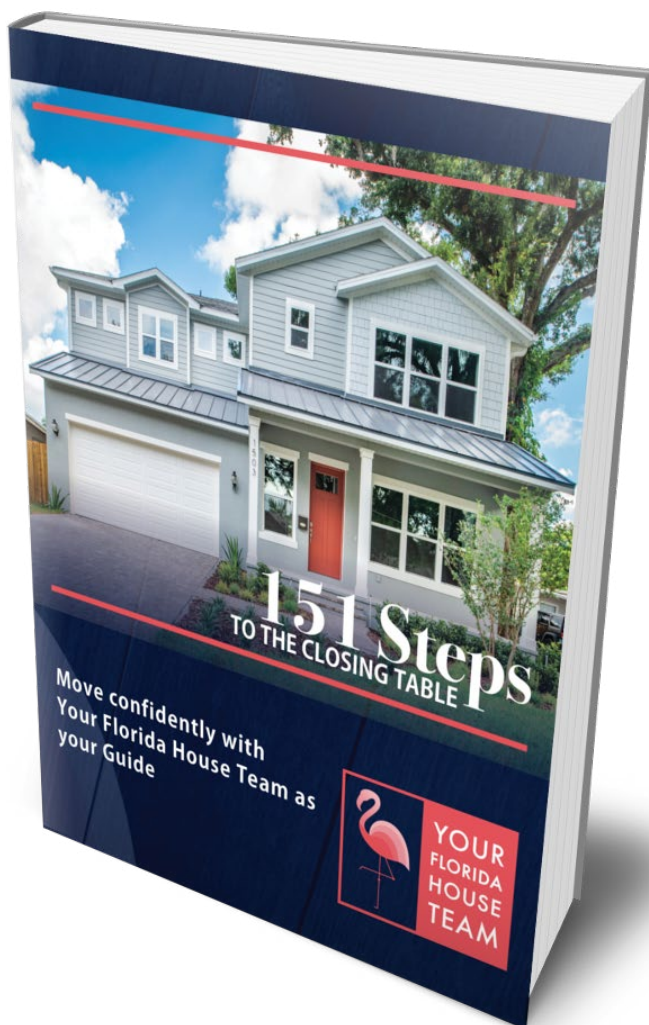


# 151 STEPS TO THE CLOSING TABLE

**Your Florida House team is committed to comprehensive and strategic marketing of our clients' properties.**

Most realtors have a 3 step program. They put a sign in the yard, list the property on MLS, and pray that someone else sells it.

Our approach is different. We spend thousands of dollars every year to market our clients' homes. Call today to learn more about how our 151 Step Marketing Plan will get you top dollar with a minimum amount of time on market!




## What's Inside:

- Yard Sign Program
- Direct Mail
- Luxury Flyers
- Aggressive Web Marketing
- 100s of Calls Daily to Prospective Buyers



# COMPARISON SHOP

	 RedFin®	Flat-Fee Broker	FSBO
Multiple Listing Service	<b>YES</b>	Yes	No
Digital Security Lockbox	<b>YES</b>	Yes	No
In-house Realtor® Exposure	<b>YES</b>	Yes	No
Professional Open House	<b>YES</b>	Maybe	No
Systematic Showing Follow-up	<b>YES</b>	No	No
Realtor® Tours	<b>YES</b>	No	No
Database Marketing	<b>YES</b>	No	No
Pro Grade Photo & Video	<b>YES</b>	No	No
Instant Agent Feedback	<b>YES</b>	No	No
Concierge Staging Service	<b>YES</b>	No	No
Dedicated Property Lead Site	<b>YES</b>	No	No
Professional Sign w/Text Lead Capture	<b>YES</b>	No	No
Google® AdWords	<b>YES</b>	No	No
Facebook Ads with A/B Testing	<b>YES</b>	No	No
Phone Prospecting to Agents	<b>YES</b>	No	No
Luxury Brochures	<b>YES</b>	No	No
Dedicated Team of 6 Agents	<b>YES</b>	No	No
Expert Pricing Advice	<b>YES</b>	No	No
Remote/Virtual Signing & Closing	<b>YES</b>	No	No
Top 2% of ALL REALTORS®	<b>YES</b>	No	No
Easy Exit Listing Agreement	<b>YES</b>	No	No
Weekly Home Stats Dashboard	<b>YES</b>	No	No
Trusted Title & Mortgage Pros	<b>YES</b>	No	No
Real 3D & Drone Marketing	<b>YES</b>	No	No



# HOMES SOLD RECENTLY

## Address

3582 Statham Drive

12401 Pine Island Drive

167 Nandina Terrace

807 South Atlantic Avenue, Unit 502

306 Burleigh Court

2907 Ambergate Road

543 Riverwoods Circle

2704 Fanning Springs Way

3158 Greenwood Street

1008 Ohanlon Court

1120 Palma Drive

10945 Woodchase Circle

906 Shady Lane Drive (2)

6306 Greengate Drive

611 Raehn Street

906 Guernsey Street (2)

2813 Keystone Drive

432 Raehn Street

2143 Sycamore Drive

7851 Sugar Bend Drive Unit 7851

7523 Seurat Street Unit 11204

2650 Greenwillow Drive

3142 South Bumby Avenue Unit C-8

6627 Coopers Hawk Court

930 Floral Drive

2625 Corbyton Court

301 Sonoma Valley Circle

866 Chickadee Circle

729 Sea Gull Avenue

407 Willow Avenue

1948 South Conway Road #3

14636 Porter Road

## Address

Excelsior Parkway Land

13305 Lake Turnberry Circle

1438 West Harvard Street (2)

10944 Woodchase Circle

1215 Delaney Avenue

423 East Crystal Lake Street

310 Vista Oak Drive

1503 Oakley Street (2)

207 Tennessee Avenue

2212 Bigler Oak Place

1311 Little Gem Loop

1853 Robin Road (1)

4395 Carolwood Street

1812 Elsa Street

1507 Oakley Street

3210 Pickfair Street

528 Ridgewood Street

1462 Royal Circle

517 Zinfandel Court

815 Ellwood Avenue (2)

1103 Briercliff Drive

3142 South Bumby Avenue Unit C-8

2409 Centennial Boulevard

4768 Cumbrian Lakes Drive

6031 Pine Valley Drive

621 East Kaley Street

3457 Trevino Circle

5751 Saint Christopher Drive #49

4070 Queen Anne Drive #4

6039 Dolphin Circle

1706 Terra Cota Court #3

11150 Elderberry Court

## Address

3009 Palermo Court

1512 South Osceola Avenue

4390 Coronado Road

5460 East Michigan Unit 1

3650 Lower Union Road

17556 Deer Isle Circle

887 Jonathan Way

1414 East Muriel Street

1503 Oakley Street (1)

12306 Gingham Court

300 Cooke Street

4256 Bell Tower Court

1543 Anna Catherine Drive

13353 Lake Turnberry Circle

899 Vista Palma Way

645 Glenview Drive

1438 West Harvard Street (1)

3224 Conway Gardens Road

1621 Hillcrest Avenue

815 Ellwood Avenue (1)

1821 South Eola Drive (2)

2408 Gresham Drive

906 Guernsey Street (1)

105 East Faith Terrace

1315 South Mellonville Avenue

340 Kaila Court

5161 Creusot Court

1615 Morningside Drive

2741 River Pine Court

1118 Wilks Avenue (1)

6508 The Landings Drive

3732 Idlebrook Circle #208



## Address

1118 Wilks Avenue (2)  
623 Delaney Avenue Unit 7 (2)  
5843 Marble Court  
495 Purdue Street  
6 Broadway Court  
630 Spring Oaks Boulevard  
2921 Abbey Court  
17 North Lawsona Boulevard  
1528 Baltimore Drive  
2910 Banchory Road  
1373 Suffolk Road  
300 East South Street #4003  
206 East South Street #1017  
341 San Carlo Road  
5014 Fenwood Lane #8A  
1129 Golfside Drive  
4177 Plantation Cove Drive (2)  
80634 John Hancock Drive  
176 Sandlewood Trail #4  
900 Sussex Close #900  
5050 Fenwood Lane  
1821 South Eola Drive (1)  
2600 North Rio Grande Avenue  
230 Aurora Circle  
8208 Spring Drive  
1853 Robin Road (2)  
2147 Bosque Alley  
6021 Wabash Road  
1037 Love Lane #15  
11234 Windsong Court  
5322 Pebble Beach Drive Unit D  
10727 Aria Court

## Address

501 Raehn Street  
2552 Riva Court #3  
825 Carvell Drive (2)  
436 Baker Street  
4177 Plantation Cove Drive (1)  
220 Bluestone Place  
2545 Dellwood Drive  
3113 Fairwood Court  
4979 Southfork Ranch Drive  
623 Delaney Avenue Unit 7 (1)  
3148 South Bumby Avenue #60  
125 East Harding Street  
1620 Haven Drive  
5448 East Michigan Street #482  
3110 Williams Street  
400 Westchester Drive (2)  
1045 Montcalm Street  
296 Brookdale Loop  
2918 Carl Terrace (1)  
2918 Carl Terrace (2)  
2810 Carl Terrace  
2501 Bayfront Parkway  
3202 Debbie Drive  
110 Hill Avenue  
3173 Greenwood Street  
3217 Raven Road  
1705 Florinda Drive  
1016 Jeater Bend Drive  
10078 Silk Grass Drive  
7501 Tattant Boulevard  
8053 Oak Park Road  
15318 Pebble Ridge Street

## Address

13731 Dornoch Drive  
7488 Sabre Street  
1220 Noble Place  
1323 Ridgecrest Road  
12701 Amber Avenue  
2211 Cypress Court #B-1  
5646 Long Lake Hills Boulevard East  
115 North Mills Avenue  
905 West Smith Street  
1550 Carmona Court  
4206 Lake Underhill Unit 3C7  
2880 Plaza Terrace Drive #2880  
126 Spanish Moss Court  
1612 Winter Green Boulevard  
900 Arapaho Trail  
1401 East Amelia Street  
400 Westchester Drive (1)  
5014 Shore Line Drive  
2303 Hawick Lane  
825 Carvell Drive (1)  
2016 Cornell Avenue  
777 Dakota Prairie Court  
400 North Mills Avenue  
302 Wild Olive Lane  
314 Lynwell Drive  
8937 Azalea Sands Lane  
2805 Rose Moss Lane  
1311 Travertine Terrace  
6031 Pine Valley Drive  
1911 Morgans Mill Circle  
419 South Palmetto Avenue  
5028 Boathouse Drive



# BUY SELL INVEST

## Find the best deals.

“They did a great job discovering what was most important to us and remembered to ask questions we hadn’t considered. They contribute a wealth of knowledge...and were able to recommend trustworthy lenders and property inspectors”

- Danielle C.

## Get Top Dollar.

“True professionals that not only have great local knowledge of the market, but provided next-level marketing to get potential buyers into my home. There were two comparable homes for sale on my block, my house sold while the others are still sitting on the market.”

- Matt G.

## Invest wisely.

“The best in every way. Hire Your Florida House Team to get it done right. Knowledgeable, professional, and responsive. They found me a great investment property and helped me through the entire process. “

- Tad D.

*Call 321-320-7881 to work with Orlando's #1 Real Estate Team*



**kw** at the PARKS  
KELLERWILLIAMS. REALTY