

# BETTENCOURT REAL ESTATE GROUP



Dani Bettencourt REALTOR® DRE #01733129



# HOME BUYERS KELLERWILLIAMS. REALTY DRE #01485473 GUIDE

## IN OUR EXPERIENCE...

A home isn't a dream home because of its size. *It's about how you feel when you walk through the front door, and the way you can instantly envision your life unfolding there.*

This is about more than real estate - it's about your life, your dreams and your desired outcomes. Working with home buyers is not a one-size fits all process, so we approach each one of our clients individually, taking the time to understand their current situation, unique needs and lifestyle. We understand we are helping our clients open a new chapter of their lives, which is why we work so diligently to find the perfect home and handle every last detail of the home buying process.

We are honored to guide you through this process and excited to help you find that perfect home!



# ROOTED IN THE **COMMUNITY**



Having lived and worked in this area for more than 40+ years. Dani B. understands what makes our community and the people who call it home so special. Dani B. is energetic, very professional, and a perfect match for the Keller Williams values and ethics. Dani B. has a background in both Real Estate and as a Finance Director for several large automotive dealerships. You can feel confident that Dani B. and her team will ensure your Real Estate goals are met.

## Dani B. - The Realtor® to See!

That's what it takes to truly be a local economist of choice. Not just expertise in negotiations and marketing, but a love and understanding of our community and the people who live here. That's just one reason to choose us to stand by your side – and it's the foundation of everything we do.

Associate Leadership Council Top 20% of Agents  
2021 - 2026

TOP 10% Producer 2020 - 2026

New Agent Productivity Coach  
2021 - 2026

Masters Club of Central Valley Association of Realtors  
2019 - 2026

Premier Agent (Best of Zillow) Ranking

President & Ambassador  
Manteca Chamber of Commerce  
2018 - Present

Manteca Rotarian 2024 - Present

### **THE MOST NET**

By attracting the maximum amount of qualified buyers, your property will sell for the highest marketable price possible.

### **LESS TIME**

My marketing firepower will maximize your property's exposure to active buyers who want to know about your home.

### **LEAST AMOUNT OF HURDLES**

I'll put my experience to work while navigating the complexities of the real estate transaction, making it a seamless experience for you.

# Meet the **TEAM**



## **ARTHUR MARTINEZ**

**LEAD AGENT**

**Realtor® DRE #02110557**

**(209) 623 - 5763**

**Arthur.martinez@kw.com**

Arthur Martinez, a proud board member of the LGBTQ+ Real Estate Alliance, is dedicated to bringing innovation, inclusivity, and community-focused engagement to the Central Valley real estate market. Whether buying or selling, Arthur offers unparalleled service, ensuring every step of your real estate journey is seamless and rewarding. Having recently relocated to Modesto, CA, Arthur has firsthand experience in creating a life he loves, including purchasing his own home and enjoying life as a proud dog owner. He understands the importance of finding a place to call home and is passionate about helping others achieve their dreams of homeownership.

**Let Arthur Martinez guide you to your next milestone — finding the perfect home for your future. Together, let's make your dream home a reality.**



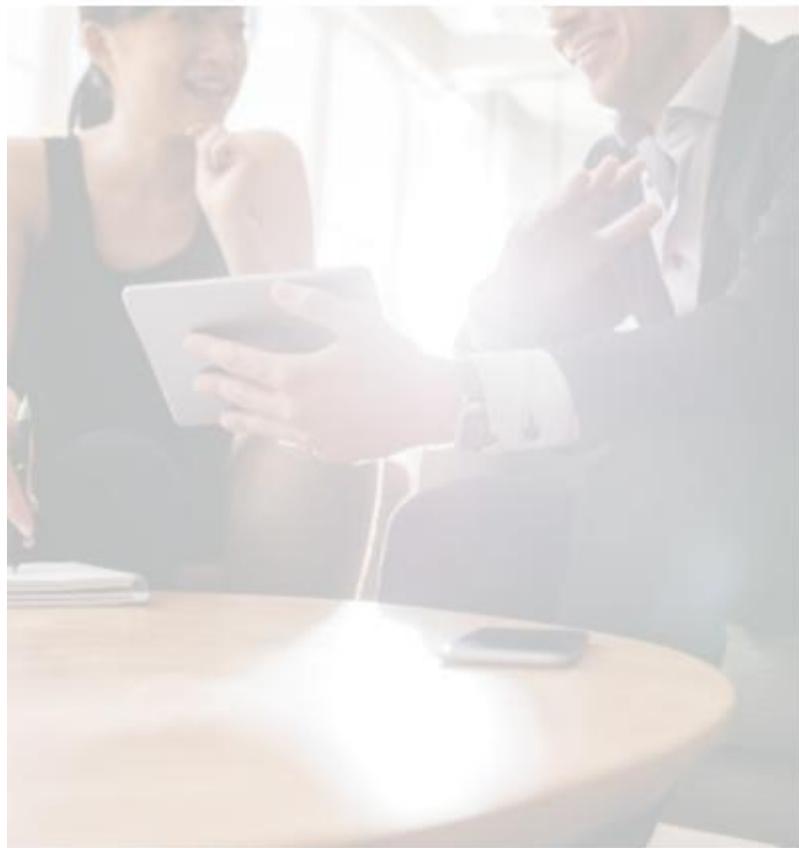
Cassandra had been a member of Bettencourt Real Estate Group since 2015. She has experience in Real Estate Marketing, Operations and Transaction Coordination. Cassandra received her Real Estate License in 2019, and has been focused on the Transaction Management and Compliance side of the business ever since.

She enjoys reading, walking outdoors and listening to podcasts, and coffee. She also secretly loves watching The Bachelor and any other Reality dating shows. She lives in beautiful Placerville, California with her husband and 2 children.

# AN INDUSTRY LEADER

When you work with us, you work with a trained agents that have the backing of the world's largest real estate company, consisting of 190,000+ associates around the globe. That puts your listing within the largest real estate network with the furthest reach.

Keller Williams was built on a simple yet revolutionary principle: **people** are what matter most. To help cement this understanding, we've formalized a belief system that guides how we treat each other and how we do business.



**Win-Win** or no deal

**Integrity** do the right thing

**Customers** always come first

**Commitment** in all things

**Communication** seek first to understand

**Creativity** ideas before results

**Teamwork** together everyone achieves more

**Trust** starts with honesty

**Equity** results through people

**Success** results through people

# CLEAR COMMUNICATION

Our Real Estate Business is founded on the principle of prioritizing your needs. As your dedicated Lifestyle Concierge, we ensure that whenever you have a question or need support, we are here to assist you every step of the way.

When you choose to work with us, you can expect open and honest communication, tailored to your preferred frequency and method—whether it's via text, email, or phone. We are committed to prompt responses, returning Calls within two hours and replying to emails throughout the day. Our team collaborates closely to ensure a seamless experience, always prioritizing our clients needs.

## YOUR NEEDS COME FIRST

### Dani Bettencourt

**Here's how you can get in touch with me:**

**Keller Williams Realty  
336 W Main,  
Ripon, CA 95366  
(209) 280-0838 Direct**

[DaniB@kw.com](mailto:DaniB@kw.com)  
**DaniB.kw.com**

Visualize your dream scenario for selling your home.

What's the one thing that has to happen to make that dream scenario a reality?

How can I make that happen for you?

Why is that important to you?

If we could add just one more thing to make this process even better, what would it be?

Why is that important to you?

And then, if we could add just one more thing to make this process even better than that, what would it be?

Why is that important to you?

# BREAKING DOWN THE PROCESS



## 1. GET PRE-APPROVED

By getting pre-approved prior to beginning your home search, this will allow you to determine what you can comfortably afford and allow us to move quickly once we find the right home.

- Pre-approval shows that you are a serious buyer
- Saves you time
- Gives you leverage in a multiple offer situation



## 2. NEEDS ANALYSIS

- Describe your perfect home
- What are your "must haves?"
- When do you need to be in your home by?



## 3. SELECT & VIEW PROPERTIES

- All brokers have access to the same information
- If you see a home on a website, at an open house, at a new construction development, etc... CONTACT US!
- Our average buyer looks at #? properties before finding the right HOME
- Communication is key to finding the right home quickly!



## 4. WRITING AN OFFER

- Be prepared to move quickly once we have found the right home
- Understanding a Seller's Market vs. Buyer's Market
- Earnest Money Deposit
- Proof of funds for your down payment and closing costs
- Pre-approval letter
- Letter to the seller



## 5. NEGOTIATE

After we present your offer to the listing agent, it will either be accepted, rejected, or the seller will make a counter-offer. This is when we will use our knowledge of the market & expert negotiating skills to negotiate the terms of the contract on your behalf.



# CONTRACT TO CLOSE



## 6. CONDUCT APPLICABLE INSPECTIONS

Once seller has accepted your offer to purchase their property, it is time to bring in a professional home inspector to ensure the property meets the required standards. Any serious issues that arise will be brought to the attention of the seller and we will help you negotiate who will be responsible for fixing the noted repairs.



## 7. REMOVE CONTINGENCIES

- Financing Contingency - If financing the purchase, the contract will state that it is contingent on the home appraising for the contract price and financing.
- Inspection Contingency - Purchase is contingent on the property being professionally inspected and repairs done by the seller.
- Home Sale Contingency - Selling your current home.



## 8. MORTGAGE LENDER

- Credit Check
- Underwriting
- Survey
- Appraisal
- Insurance



## 9. CONDUCT TITLE SEARCH

- Remove any encumbrances
- Obtain title insurance



## 10. OBTAIN FUNDS FOR CLOSING



## 11. FINAL WALK THROUGH



## 12. CLOSE ON THE PROPERTY

# TAKE POSSESSION OF YOUR NEW HOME!

# HOME BUYING PROCESS



# YOUR TRUSTED PARTNER



When dreams come true, it's a pretty good feeling. When you're searching for a home and are unsure what to look for, having a very professional real estate agent to help you makes all the difference. Our Realtor®, Dani B. was exceptional. I was worried about selling our home, but the process was painless as she walked us through every step of the way. Despite our odd work schedule, she was always available and took the time to ensure that we saw the houses we wanted to see. If you're looking for your dream home, call Dani.



As first time home buyers, Dani took the time to make sure we were making educated and informed decisions. No matter how simple the question was, I felt super comfortable to ask it! She was always easy to reach and you can genuinely tell she cares about getting you into a home that will be perfect for you! Making the biggest purchase of your life is terrifying, but having someone as knowledgeable and sincere as Dani on our side made this process so smooth and calm!



Arthur was an outstanding Realtor who made my home-buying experience in Modesto, California, truly exceptional. His extensive knowledge of the area and the surrounding cities in California was impressive and incredibly helpful. He guided me through the entire process with ease, making it simple and efficient. I highly recommend Arthur to anyone looking to buy a home.



# YOUR TRUSTED PARTNER



Dani has helped my family sell two homes and buy our third. She goes above and beyond and really fights for her clients. She is knowledgeable about the entire process and has fantastic communication (she always kept us in the loop and explained everything along the way). Absolutely recommend Dani for anyone looking to buy or sell their home. She's our Realtor for life!

Arthur was always very helpful and knowledgeable, he helped us through all the red tape and ALWAYS ALWAYS returned texts and calls almost immediately and if he didn't have an answer he found them for us. Highly recommend him and couldn't imagine having another agent



Best Realtor you will ever find hands down! She has found us our first home and was on top of everything and made everything a smooth process. I would highly recommend Dani Bettencourt if you are looking for a Realtor. Dani B the Realtor to see!!

# My App: Finding Your Way Home Has Never Been Simpler

## SEARCH

Find your dream home in whatever way works best for you. Whether by neighborhood, school district, ZIP code, and more, my app has the tools to flex with your needs, even when your search extends nationally.

## NEIGHBORHOODS

Get real-time stats on specific communities and go deeper to see what makes them tick. From the locals' favorite coffee shop to the book club that meets once a week, you'll get an idea of what it's like to actually live there.

## COLLECTIONS

Your search results will be filled with homes you want to save \_ and some you'd rather forget. My app lets you "favorite" the homes you love and hide the ones you don't. Create Collections to organize your favorites so you can share and find them with ease and discuss with whomever you please.

Dani Bettencourt LinkTr.e



Arthur Martinez LinkTr.e



READY TO DOWNLOAD MY APP?



My app makes achieving your homeownership goals more accessible than ever before. So much more than search, its industry-leading feature set and rich insights will prepare you to handle (and enjoy) the entire journey. get to know my favorites features before you take it for a spin.

KELLERWILLIAMS. REALTY



# THANK YOU

For the opportunity to guide you through your home buying process.

While the process can seem daunting, rest assured, we are here to guide, educate, network, advocate and negotiate on your behalf.

**It's what we do and we do it well!**



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KELLERWILLIAMS. REALTY

Each Office is Independently Owned and Operated

# 10 REASONS Why Buyers, Sellers and Investors Choose to work with Bettencourt Real Estate

19+ Years Real Estate Expertise

Smooth Transactions, Expert Negotiation for Your Success

Happy and Satisfied Clients

Northern & Central CA Experts

Stress-Free Transactions, Daily Insights

Maximize Your Home Value and Sell Quickly

Sell Strategically and Attract Ideal Buyers

Your Support Partner After Closing

Stay Ahead with Local Insights

Global Reach, Local Market Expertise

