

# Guide To Buying Your Dream Home



GORE GROUP



GLOBAL LUXURY



TRISH GORE  
CEO, The Gore Group  
Coldwell Banker Realty

# Trish Gore's Commitment

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As your professional Realtor, I am dedicated to providing you with the highest level of service. I don't work with everyone, so if we have chosen to work together, you deserve nothing less than my full commitment to your real estate goals in the selling and buying of real estate. I love working as a Realtor and I love working with high-quality people like you. In working with me you will experience positive attitudes from my entire team, a serious focus on what is important and beneficial to your goals, and, of course, a little fun along the way.

My **Renaissance Approach** to real estate creates the best results for you as my client. In addition to leveraging the best technology to streamline the buying and selling process, what will truly differentiate your experience is the personalized approach I take with each of my clients. I believe in being present through each step of your home sale or purchase.

I realize that you have many choices when selecting a real estate agent and I look forward to building trust with you. I never take for granted that each person I work with is an opportunity for future business. Therefore, I strive to provide such an exceptional experience that you will always refer those you care about to me. I am working to be in your real estate life forever.

I am honored each time a client chooses to work with me or sends me a referral. I have built a reputation based on trust, care and results. If we choose to work together, I am committed to guiding you to reach your goals. Getting you to where you want to go is my first priority, and by committing to that objective, I know I will earn my commission and your future referrals.

## TRISH GORE

CEO, The Gore Group | Coldwell Banker Realty

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## TRISH GORE

REALTOR®, CEO The Gore Group

### Certified Luxury Home Marketing Specialist

Trish Gore is an award-winning Realtor and the CEO and lead agent of The Gore Group, a quickly growing and high producing team of her own. Trish is an expert in her field, both in the business of real estate and in creating lifelong relationships with her clients.

Born and raised in Washington State, she graduated from Washington State University and is a member of Delta Gamma Sorority.

With a creative background in Marketing from her days working at Starbucks Headquarters with Howard Schultz before it was a public company, to her experience teaching with her Master's Degree, Trish is uniquely qualified to provide outstanding service to her clients.

She is driven to her high level of performance by her love for her wonderful, blended family, especially her loving husband Rod, stepson Hawken and two daughters, Ally and Katie. She is dedicated to empowering her team that will give them the same ability to achieve their highest level of success, providing them with unparalleled access to training, coaching, and resources to propel their business and provide the highest level of client care.

Trish serves the Scottsdale area not only as a Realtor, but as an expert in the best the greater Scottsdale/Phoenix area has to offer featuring the hottest local spots, businesses and up and coming neighborhoods of the community as a host of the Emmy nominated TV show, American Dream. Not only does this position her as a representative of the Scottsdale area and real estate market but provides her clients with the unique opportunity to showcase their home on national television. She is also an avid philanthropist, supporting local non-profits, including Mother's Awareness on School-Aged Kids, participating annually in their MASKerade Ball.

As a Certified Luxury Home Marketing Specialist, she has the proven ability to prepare and show homes at their best and get them the highest level of exposure to produce the highest return on investment for her clients. Her high level of communication with clients always keeps them in the loop and in control of the transaction, while keeping the process as stress-free as possible.

Trish's philosophy is creating an experience for every client that is customized to their goals and creating meaningful relationships that last a lifetime. Whether our client has purchased or sold many properties or if this is the first time they have bought or sold, we welcome each new client as a valued and respected member of our real estate family.



COLDWELL BANKER | THE GORE GROUP

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Carefree | Cave Creek | Paradise Valley | Scottsdale



## *Our Promise to YOU*

1

*We promise to always be honest (even if it's not comfortable) so that I can set you up for success*

*We promise to respect your confidentiality*

2

3

*We promise to always give you solid advice*

*We promise you will understand the terms you are agreeing to when writing an offer*

4

5

*We promise to always put your best interest first*

*We promise that you will enjoy the home buying process so much that you will want to refer your friends, family and co-workers to get the same experience*

6

7

*We promise to offer personalized solutions custom to YOU*

*We promise to provide dedicated support before, during and after the sale*

8

9

*We promise continuous improvement towards making this a great experience for you*

*We promise a long-term commitment. After the sale, we will continue to be a trusted advisor for you*

10



## THE GORE GROUP

### first and foremost...

Navigating a property purchase in one of the most dynamic real estate markets demands an agent with not just experience, but connections that give you the edge. With The Gore Group, you've just leveled up your buying strategy.

Choosing The Gore Group means opting for unmatched expertise and insightful guidance. Our team meticulously analyzes the current local real estate market and purchasing trends to empower your decision-making, providing you with privileged information and early opportunities to explore exceptional properties through our network of esteemed agents. These hidden treasures are available to you before they become widely known on the market, giving you a distinct advantage in finding your ideal home.

Our savvy use of innovative tech transforms your buying journey into an efficient, targeted mission to find your dream property. It's about more than just sophisticated data and tech.

Our team's unparalleled expertise is infused with a passion for client satisfaction, guaranteeing our unwavering support from the initial handshake to your successful purchase.

Recognizing that buying a home is a pivotal life event, we prioritize building a lasting relationship with you. It's our mission to understand your aspirations for both your home and lifestyle, helping to turn those visions into reality.

When you engage with me, your experience is bespoke, underscored by a promise of exceptional personal attention.

We can't wait to get started!



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# *Why Having Buyer's Agent is Important*

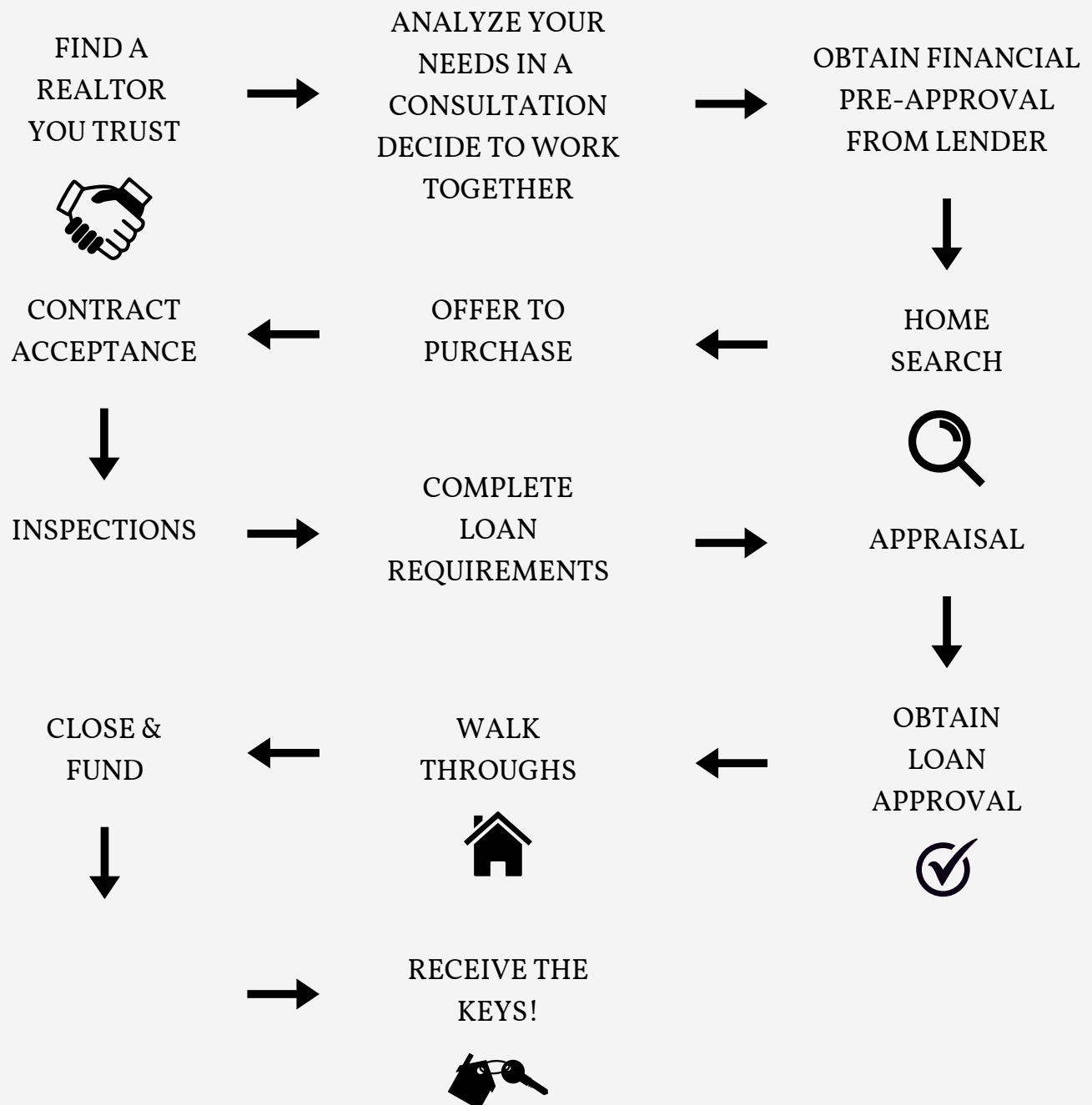
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- Ensuring the buyer's interests are safeguarded throughout one of the most important transactions of their lifetime, and to protect the buyer when purchasing one of the greatest assets of their life; their home—the cornerstone of their future.
- Conduct an initial consultation to determine buyer's needs, preferences, and budget.
- Provide information about local market trends and potential areas of interest.
- Assist in the pre-approval process, connecting buyers with reputable mortgage lenders.
- Utilize multiple resources to identify properties matching the buyer's criteria.
- Schedule and accompany buyers on property tours, offering insights.
- Conduct a strategy session. Provide an assessment of the property's value. Develop and execute a strategic negotiation plan for the best terms and price.
- Prepare and review purchase agreements, ensuring alignment with buyer's interests.
- Negotiate contract price and terms acceptable to all parties.
- Facilitate property inspections by coordinating with inspectors.
- Negotiate with sellers on repair issues identified during inspections.
- Maintain contact with lenders, checking on financing, appraisal & underwriter approval.
- Work closely with title companies and escrow officers for a smooth closing process.
- Monitor and manage paperwork, ensuring accuracy and completeness.
- Assist in navigating contingencies within the purchase agreement.
- Prepare for closing, reviewing documents and addressing concerns.
- Accompany buyers on a final walk-through to verify repairs and conditions.
- Attend closing with buyers, providing support for a smooth process.
- Facilitate the transfer of keys and necessary items post-closing.
- Conduct follow-up to address any questions or concerns and ensure a smooth transition.
- Provide referrals for contractors, movers, and other services.
- Provide ongoing support and maintain a relationship for future real estate needs.
- Keep buyers informed about market updates and opportunities even after closing.

# The Buying Process

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## What are the steps in the Home Buying Process?



# *Explaining Today's Home Buying Process*

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1. Choose an agent to represent you.
2. Meet with a lender (or two) for pre-approval.
3. View property online, in person, and at Open Houses, in addition, I will preview and look for houses not yet on the market or Coming Soon.
4. Identify your ideal home, begin negotiations, get our offer accepted and under contract.
5. Once we are under contract, we do our Due Diligence, Meet all Guidelines, Timeframes, and Close on the Property.
6. Once the transaction has closed, funded and recorded, you get to move into your new home!

## **EXCLUSIVITY:**

Now that I know exactly what's important to you... and we are clear on the home buying process, I want to take some time showing you what I do above and beyond for my clients...

Fortunately, when you hire me to represent you, you'll recognize that I do so much more than the average agent:

- I only work with a small number of great clients like you to ensure a personal touch
- I preview homes daily and weekly on your behalf
- I contact best agents for their "Coming Soon" listings getting you early notice
- I actively door knock communities you like to find you a home
- I will only show you property that matches your criteria
- I will negotiate aggressively on your behalf
- I will work with your lender to ensure a smooth transaction and close

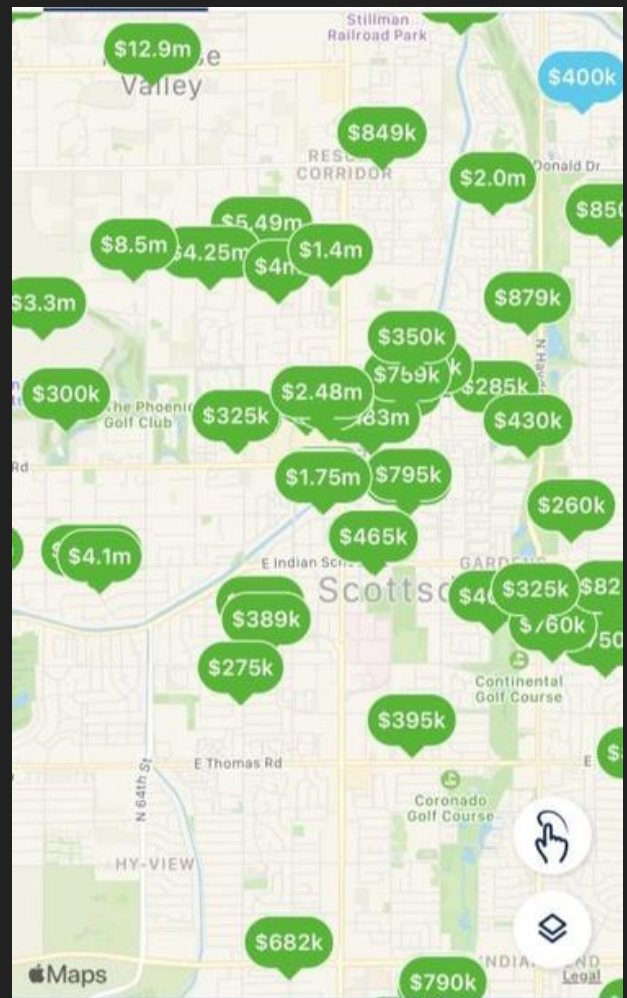
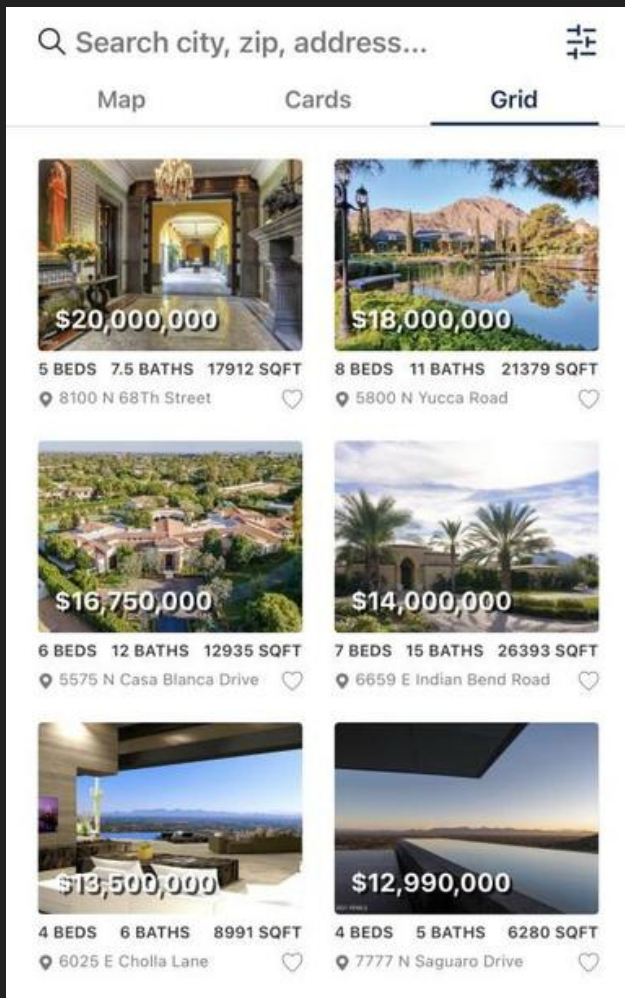
Bottom Line... When you buy a home... it can be stressful and my job is to remove as much of the stress as possible...





# Our APP

We have developed our very own app that allows you to browse available properties all over Arizona. It's like Zillow, but better! Unlike infrequently updated websites online, our data comes straight from the MLS, so every listing is current, so you don't waste your time on properties no longer on the market. You can even favorite properties, which notifies us what homes you like, and we can better tailor the listings we send to you during your home search. Not only that, but we also will never take or sell your data like other big companies!



# *118 Ways I Serve & Protect You*

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1. Schedule Time to Meet for a Strategy Session
2. Present Guide to Buying Your Dream Home
3. Meet and Discuss Goals and Non-Negotiables
4. Review, Sign, & Date Agency Representation Agreement
5. Review, Sign, & Date Buyer Representation Agreement
6. Provide Buyer Estimate Of Closing Cost
7. Identify Top 5 Things You Can't Live Without
8. Discuss Different Types of Financing Options
9. Help Find a Mortgage Lender
10. Obtain Pre-Approval Letter from Lender
11. Provide Resources to Research crime in neighborhoods, school ratings, etc.
12. Provide Overview of Current Market Conditions
13. Explain Company's Value
14. Discuss Earnest Money Deposits
15. Explain Home Inspection Process
16. Educate About Local Neighborhoods
17. Discuss Foreclosures & Short Sales
18. Gather Needs & Wants of Next Home
19. Explain School Districts Effect on Home Values
20. Explain Recording Devices During Showings
21. Learn All Goals & Make A Plan
22. Create Internal Files for Records
23. Send Homes That Match Your Criteria
24. Review Showing Homes as Requested
25. Schedule & Organize All Showings
26. Gather Showing Instructions for Each Listing
27. Create & Provide Showing Schedule
28. Show Up Early and Prepare First Showing
29. Educate and Inform: Market Data, Inventory Levels, Month's Supply, Inventory, Number Of New Listings (Last 30 Days), Number of Sales (Last 30 Days), Average Sales Price, Days On Market, Projection of Price Increase
30. Look For Possible Repair Issues While Showing
31. Gather Feedback after Each Showing
32. Update When New Homes Hit the Market
33. Share Knowledge & Insight About Homes
34. Guide Through Emotional Journey
35. Listen & Learn at Each Showing



# *118 Ways I Serve & Protect You*

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36. Keep Records of All Showings
37. Update Listing Agents with Feedback
38. Discuss Homeowner's Associations
39. Estimate Expected Utility Usage Costs
40. Confirm Water Source and Status
41. Discuss Transferrable Warranties
42. Explain Property Appraisal Process
43. Offer Ultimate Acceptance Strategy
44. Discuss Multiple Offer Situations
45. Create Practice Offer to Help Prepare
46. Provide Updated Housing Market Data
47. Inform Showing Activity Weekly
48. Update on Any Price Drops
49. Discuss MLS Data at Showings
50. Find The Right Home
51. Preview Homes Daily & Weekly On Your Behalf
52. I Contact Best Agents For Their Coming Soon Listings Giving You Early Notice
53. I Use the Yikes Marketing Letter To Find You Off Market Homes
54. I Research Bank Owned and Notice Of Defaults (if Available)
55. I Will Actively Door Knock Communities To Find You A Home
56. I Will Only Show You Property That Matches What You Want
57. I Will Negotiate Aggressively On Your Behalf
58. I Will Work With Your Lender & Our Affiliates To Ensure a Smooth Transaction & Close
59. Determine Property Inclusions & Exclusions
60. Prepare Sales Contract When Ready
61. Educate on Sales Contract Options
62. Determine need for Lead-Based Paint Disclosure
63. Explain Home Warranty Option
64. Update Pre-Approval Letter with Each New Offer
65. Discuss Loan Objection Deadlines
66. Choose a Closing Date
67. Verify Listing Data Is Correct
68. Review Comps To Determine Value
69. Prepare & Submit Offer To Listing Agent

# *118 Ways I Serve & Protect You*

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70. Negotiate Offer with Listing Agent
71. Execute a Sales Contract & Disclosures
72. Once Under Contract, Send to Escrow Company and Open Escrow
73. Coordinate Earnest Money Wire Transfer
74. Deliver Copies to Mortgage Lender
75. Obtain Copy of Sellers Disclosures
76. Deliver Copies of Contract/Addendum
77. Obtain A Copy of HOA Bylaws
78. Keep Track of Copies for Office File
79. Provide Timeline So You Know What's Coming Up Next
80. Coordinate Inspections
81. Meet Home Inspector at The Property & Review Findings With Inspector
82. Review Home Inspection
83. Negotiate Inspection Objections
84. Get All Agreed Upon Repair Items in Writing
85. Verify any Existing Lease Agreements
86. Check in With Lender To Verify Loan Status Weekly
87. Check on the Appraisal Date and Meet Appraiser with COMPS
88. Negotiate Any Unsatisfactory Appraisals
89. Coordinate Closing Times & Location
90. Make Sure All Documents Are Fully Signed
91. Verify Escrow Company Has Everything Needed
92. Reminder To Schedule Utilities Transfer
93. Make Sure All Parties Are Notified of Closing Time
94. Solve any Title Problems Before Closing
95. Receive and Review Closing Documents
96. Review Closing Settlement Statement for Accuracy
97. Confirm Repairs Have Been Made by Sellers
98. Perform Final Walk-Through
99. Resolve Any Last-Minute Issues
100. Get CDA Signed by Brokerage
101. Attend Closing and Oversee Signing of Documents
102. Provide Home Warranty Paperwork
103. Facilitate Transfer of Keys and Accessories
104. Close Out File
105. Deliver House Warming Gifts
106. Testimonial and Google Review



# *118 Ways I Serve & Protect You*

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107. Deliver Your New Home Records and Documents Packet
108. Present Annual Home Equity and Net Worth Review
109. Monthly Market Update
110. Complimentary Subscription To My “American Lifestyle Magazine”
111. Notification of American Dream TV Episodes
112. Invitations To Client Appreciation Events
113. Monthly Newsletter Subscription Highlighting Local Events
114. Enroll in “Clients For Life Gifting Program”
115. Provide Quarterly Updated “Where To Go In 480 Guide”
116. Keeping In Touch As A Trusted Advisor, Sharing With You The Reality of What Is Actually Occurring In Our Local Market Today
117. Provide List of Vetted Vendors For Home Maintenance/Renovation
118. We Are Never Too Busy For Your Referrals





# Looking for Homes



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## *Home Search Tips*

Take photos as you go through the open houses so you remember the layout and the feel of each house you visit.

Pay attention to features of the property that are fixed such as the neighborhood, the lot size, and the orientation of the home.

Don't pay too much attention to the colors of the walls or the furniture. Be sure to check out the small details like the light switches, water features, and appliances to make sure everything works.

Be sure to make a list of your must haves, wants, and don't cares. As you go through the viewings, make sure you check off all your must haves.

Once you find the house you love, I will write up a compelling offer on your behalf using our proven strategies that will make your offer stand out and result in your offer being accepted. We have a 99.9% track record of all offers being accepted.



## *Making An Offer*

1. **Market value:** Research a comparable homes in the same neighborhood and compare prices to determine the fair market value of the property.
2. **Condition of the property:** Consider the age of the home, repairs needed, and any upgrades/renovations made to the property.
3. **Location:** The location of the home plays a significant role in determining its value. Factors such as school districts, transportation, and nearby amenities can influence the price.
4. **Your budget:** Determine how much you can afford to pay for a house based on your income, expenses, and credit score.
5. **Seller's motivation:** If the seller is highly motivated to sell quickly, they may be more willing to accept a lower offer.



# *How to Compete in a Multiple Offer Situation*

1. Find out what is important to the seller. This could be a specific closing date or selling all of their furniture. It is important for your agent to have a conversation with the listing agent to find out this information.

2. Earnest Money.  
By offering more Earnest Money as an initial deposit, it shows the seller you are serious about your offer.

3. Make your inspection period shorter.  
Most inspection periods are 10 days. Sellers like short inspection periods because if the deal falls after inspection, they can put the home back on the market quickly, without losing a lot of time.

4. Waving Contingencies:  
There are a few contingencies in a standard Contract to Purchase that can be waived like your inspection and appraisal. Waiving either of these items is not for everyone and is not typically advised. It is important that you weigh the pros and cons with your agent so you can make an informed decision about what is right for you and what you are comfortable with.





## *What is Covered During A Home Inspection*

A home inspection is a vital part of the home-buying process, providing you with a professional assessment of the property's condition. Here's what you can generally expect during a thorough home inspection:

*Structural Components:* Expect the inspector to examine the foundation, to ensure there are no significant cracks or shifts in the foundation.

*Roofing:* The roof will be checked for damage, aging, and leaks.

*Exterior:* The condition of the home's exterior will be assessed, including sliding, windows, and doors.

*Plumbing:* The inspector will look for any issues with pipes, drains, water heaters, and faucets.

*Electrical System:* This includes an assessment of the electrical panel, wiring, outlets, and the operation of light fixtures.

*Heating and Cooling Systems:* The HVAC system will be tested to make sure it's function properly.

*Interior:* Walls, ceilings, floors, and stairs will be checked for defects and any other damage or deterioration.

*Insulation and Ventilation:* This includes checking the attic and any crawlspaces.

*Appliances:* Bult-in appliances that come with the home will be checked to ensure they're working.

*Fireplaces:* If the home has a fireplace, the inspector will check the structural integrity of the fireplace.

*Drainage and Grading:* The inspector will check if there's a proper grading and drainage around the house which can prevent water damage.

*Windows and Doors:* To observe if they function correctly and are well-sealed.

*Balconies, Decks, and Porches:* These are checked for safety and signs of decay.

*Safety Hazards:* This includes checking for radon, carbon monoxide, and any potential fire hazards.

*Pests:* Inspecting for any pests (termites, scorpions, rodents).

# Getting Pre-Approved

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## WHY WORKING WITH A LOCAL LENDER IS IMPORTANT?

1. **Familiarity with the Local Market:** Local lenders have a better understanding of the local housing market and are familiar with the appraisal process in that area. They can help buyers understand what kind of properties are available and how much they should expect to pay.
2. **Faster Turnaround Time:** Local lenders typically have faster turnaround times compared to big banks or online lenders. They can quickly assess a buyer's financial situation and provide a pre-approval letter within days.
3. **Personalized Service:** Working with a local lender provides buyers with a more personalized service as they deal directly with the loan officer. This ensures that the buyer gets the attention and care they need throughout the home buying process.
4. **Competitive Rates and Fees:** Local lenders often offer competitive rates and fees that are tailored to the local market. They may also have programs available to help first-time homebuyers, veterans, or those with low credit scores.
5. **Stronger Offers:** A pre-approval letter from a local lender carries more weight than one from an out-of-town lender. Sellers and real estate agents are more likely to view a local pre-approval as a strong offer and may be more willing to negotiate.

## RECOMMENDED LENDERS:

### ***Kyle Pugel***

Guaranteed Rate Affinity Lending  
(480) 268-3950  
kyle.pugel@grarate.com



### ***Joe Pascale***

Fairway Independent Mortgage Corporation  
(480) 213-4757  
joep@fairwaymc.com



### ***James Prigge***

Radiant Financial Group  
(623) 910-2979  
james@radiantfg.com



### ***Adam Hawkins***

Lender Express Mortgage  
(480) 789-3985  
adam@lenderexpressmortgage.com



# *How does a buyer's agent get paid?*

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Traditionally, a buyer's agent is compensated through a commission paid by the seller at the close of the transaction from the proceeds of the sale.

## **Here's the simplified process:**

**Commission Setup:** Traditionally, when a seller lists a home with a listing agent, the seller agrees on a commission percentage to be paid upon the sale of the home. Traditionally, this commission is split between the listing agent and the buyer's agent and paid by the seller at the close of escrow.

**But what happens if the seller isn't offering a commission? In some cases, for various reasons, a seller may choose not to provide a commission for the buyer's agent. Here are a few ways this situation is handled:**

**Negotiation:** It's often possible to negotiate the terms of the sale to include a commission to be paid by the seller to the buyer's agent at the close of escrow.

**Concessions:** The Buyer's Agent commission can possibly be negotiated as a concession paid by the seller to the buyer's agent at the close of escrow.

**Transaction Fee:** Sometimes a buyer's agent might work for a flat fee rather than a commission. In this case, the buyer would agree to pay the flat fee for the agent's services at close of escrow.

**Buyer-Paid Commission:** If the seller does not offer to pay the buyer's agent's commission, the buyer can agree to pay the commission directly to the buyer's agent at the close of escrow.

No matter what the situation, it's important to have a clear understanding with your agent about their commission structure before you start the home-buying process. Purchasing a home is a complicated and sophisticated transaction and to ensure buyers best interest are protected, buyers need their own representation safeguarding the buyer's interests every step of the way. The buyer's agent is the key advocate for the buyer throughout the entire transaction.

# Who Pays For What

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Closing costs are fees that cover all the services necessary to complete a real estate transaction. Lenders, title companies, real estate agents, and other service providers charge various fees.

Although the question of who pays for various closing costs is negotiable between the buyer and seller. Here's a breakdown of how costs are typically divided:

## THE SELLER CUSTOMARILY PAYS

- Real estate commission for both the buyer agent and the listing agent
- County transfer tax
- Document preparation for the deed
- Documentary transfer tax
- Pay off of all loans against the property
- Interest accrued on loans being paid off, reconveyance fees, and pre-payment penalties
- Home warranty (if specified in the contract)
- Any judgement or tax liens against the seller
- Property tax proration
- Unpaid homeowner's dues
- Bonds or assessments
- Delinquent taxes
- Move-out fees
- Seller notary and recording fees
- Pre-sale pest inspection fee
- Miscellaneous charges
- City transfer tax

## THE BUYER CUSTOMARILY PAYS

- Buyer notary fees
- Title and escrow fees
- Home Inspectors and pest inspection fees
- All new loan charges (points, appraisal, document processing fees, etc.)
- Interest on new loan from the date of funding to 30 days before the first payment date
- Home warranty
- Homeowner's insurance for the first year
- Private mortgage insurance
- Private mortgage insurance impound account
- Property tax impound account
- HOA account transfer fee
- Miscellaneous charges

# Frequently Asked Questions

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## **Q: What is a pre-approval and why is it important?**

A. Pre-approval is when a lender evaluates your finances and provisionally commits to giving you a loan up to a specified amount. It's provided in a pre-approval letter which you present when making an offer on a home. We require pre-approvals to see properties.

## **Q: How much of a down payment do I need?**

A. The down payment for a house can range from 0% to 20% or more, depending on the loan program. For instance, VA loans and USDA loans can offer zero down payment options, while conventional loans often require a higher percentage down. Gift funds, inheritances, and funds from 401(k)s are also potential sources for your down payment. It's essential to review your financial situation and discuss with your lender to determine the down payment that fits your home buying goals.

# Frequently Asked Questions

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## Q: What is title insurance and do I need it?

A: Title insurance is a form of indemnity insurance that protects lenders and homebuyers from financial loss sustained from defects in a title to a property. There are two types of title insurance:

- *Lender's Title Insurance:* This is usually required by the mortgage lender and only protects the lender's interest in the property.
- *Owner's Title Insurance:* This is optional and protects the buyer's equity in the property.

Title insurance can safeguard against issues like errors in public records, unknown liens, illegal deeds, forgery of deed documents, undisclosed heirs, and other unforeseen legal or financial problems that might arise related to the title of the property.

## Q: When should I get with a lender?

A: It is best to get with a local mortgage lender in the very beginning so you know exactly how much home you qualify for and the monthly payment. They will issue you a pre-approval. We have local lenders we can provide you with.

## Q: What happens at a real estate closing?

A: A real estate closing is where the sale is finalized. It typically involves:

Signing Documents: All parties review and sign necessary documents.

Final Walk-Through: The buyer may perform a final inspection of the property.

Payment: The buyer pays the remaining balance and closing costs.

Recording: The deed and mortgage are recorded in public records.

Keys: Once the paperwork is complete **and the deed is on record**, the buyer receives the keys.

# Meet Trish

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## TRISH GORE

CEO, The Gore Group | Coldwell Banker Realty

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Trish Gore, award winning realtor and host on Emmy-Nominated **American Dream TV**, is renowned for her expertise in luxury homes. With a passion for delivering exceptional service and building lifetime relationships, Trish is your trusted advisor in the world of high-end real estate.

With a strong background in marketing and a master's degree in education, Trish combines creativity and a deep understanding of the real estate market to provide value to her clients. Her commitment to making sure each client is heard and feels like her only client.

Trish holds the prestigious designation of a **Certified Luxury Home Marketing Specialist**, signifying her ability to cater to the unique needs of luxury home buyers and sellers. Her outstanding communication skills and meticulous attention to detail ensure that clients are not only well-informed but also empowered throughout the entire real estate transaction, delivering a seamless and stress-free experience.

When you choose Trish as your Realtor, you gain a trusted partner who will guide you through an extraordinary real estate journey. With her expertise, dedication, and passion for creating meaningful connections, combined with her in-depth knowledge of Scottsdale and the surrounding areas, Trish ensures that every transaction is a success — wherein your goals are not only met but exceeded.



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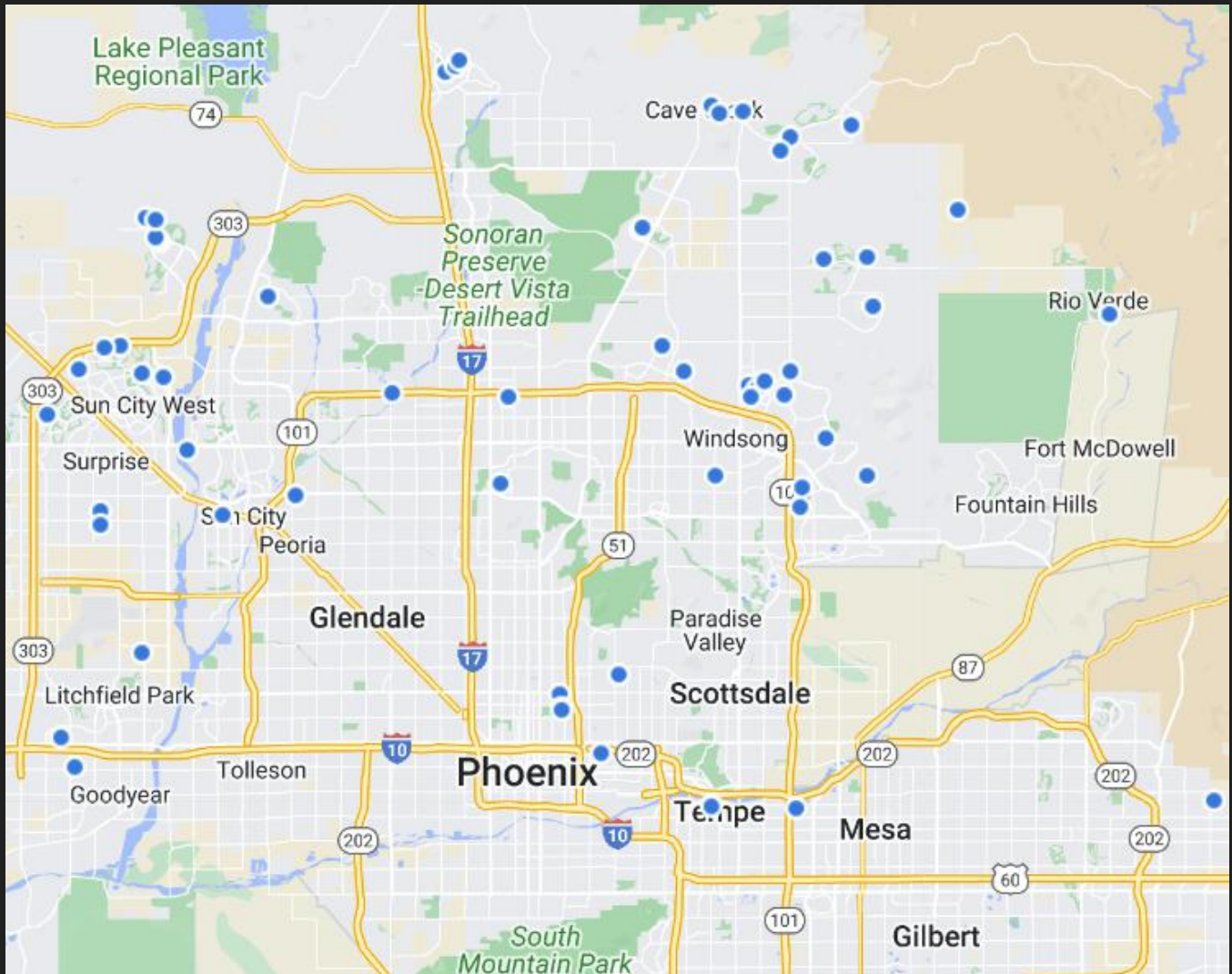


# What Sets Us Apart

**Who you work with matters.** Our team is not only awarded and high producing, but a certified force specializing in the luxury market. We are award winners within Coldwell Banker and awarded by Real Trends, America's Best Real Estate Professionals, ranked among the Top 1% of Real Estate Professionals in the United States. Specializing in luxury properties, we offer unparalleled service to buyers seeking the finest homes. Our extensive network of vetted vendors ensures you have access to top-tier professionals throughout your home buying journey. From builders and architects to designers, photographers, and beyond, we've got you covered every step of the way. Experience the exceptional value and expertise the The Gore Group brings.



# Coverage Area + Sold Properties



## AREAS WE SERVE

- Scottsdale
- Carefree
- Cave Creek
- Fountain Hills
- Paradise Valley
- Phoenix
- Peoria

# American Dream TV Spotlight

**Elevating our reach nationally as a host**, we proudly feature exclusive homes on the prestigious EMMY-nominated show, “**The American Dream TV**”. We take pride in showcasing dream homes like the ones you're seeking on national television, offering you a captivating glimpse of available properties. This exclusive platform provides an opportunity to discover your dream home, ensuring broad exposure to the market.



*Sizzle Reel*



# Client Testimonials

Trish is an expert, she knows the market, the inventory, and really listens to what you want. Trish found us our dream home away from home and it was an outstanding experience in every way.

**-The Luy's**



We would rate Trish an 11+ on a scale of 1-10. We met Trish at an open house and hired her immediately. Six weeks after we met Trish, we were enjoying the pool at the house Trish sold us!

**-The Murphy's**



Trish made it so easy! She sold our house in record time at a record-breaking price, with multiple offers in only four days! Trish started off as our realtor and became our friend.

**-The Gudbranson's**



I would use Trish as my realtor over and over again. I would recommend her to anyone who has any real estate needs. Trish will not only help you meet your goals, she will help you exceed them.

**-The Hill's**



Trish is one of a kind realtor! Her experience and deep understanding of the market were invaluable. Trish provided exceptional service, was always punctual, and was incredibly responsive to my requests/questions. She turned what could have been a stressful process into an enjoyable experience. Thanks, Trish!

**-Wadia Elihimas**

# Client Testimonials

Trish Gore was our agent when searching for and ultimately buying a condo in Tempe. She listened to our needs and provided many options, adjusting them as we saw the market. She always replied to messages and requests in a prompt and professional manner. She followed up throughout moving in and made sure everything went well. Thanks, Trish! We will be using The Gore Group going ahead.

**-Victoria Eby**

Trish and the entire Gore Group team were beyond amazing! We started our home search while being out of state and Trish made everything happen for us. From face time calls to text msgs she kept us in the loop every step of the way. Trish managed to not only guide us through the entire process, but also advocated for us and took the time to get to know each member in our family to ensure everyone was happy with our new home. Thank you Trish and Gore Group team!

**-The Murray's**

We had a fantastic experience with Trish Gore and The Gore Group team! In just one weekend, we received 5 offers and Trish helped us select the best one. She sent us reminders for everything we needed to do which was invaluable. And she helped us purchase our new home and get a same-day closing.

**-The McGwin's**

Trish and her team were able to help us navigate the red hot housing market and secure the 2nd home of our dreams. Within hours of finding the home online, they did a video tour and we had the offer in that day. Thanks to her follow up call, we were the winning offer from a multiple offer situation. Thank you Trish & Team!

**-The Dryden's**

Trish was a pleasure to work with. Her and her team give impeccable care and service first class treatment through out your complete buying process. Great communication and detailed and responsive from beginning to end. If you're looking to buy in the Phoenix and surrounding area, her Team will take care of you. All the best!

**-Ed LaCross**



28 Five Star Reviews on Google



Read more here!



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trishgoreazproperties.com

# Resources

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## HOME INSPECTOR

**Mike Conley**

Home Ace Inspections  
(602) 790-1064  
conleym6@gmail.com

## ELECTRICIAN

**Pedro (Electrician)**

V-Line Electrical LLC  
Brad Dowling Referral  
(602) 702-9338

## LANDSCAPER

**Chico (Landscaper)**

Ref: Tim Allen  
(602) 718-4262

## PAINTER

**Daniel Acinicuteo**

Painter  
Ref by: Dave  
(602) 760-9743

## ROOFER

**Adam Dube**

(623) 755-3638  
roc.ad3@gmail.com

## PROFESSIONAL MOVERS

**Just In Time Movers**

(480) 213-0395

## CONTRACTOR/HANDYMAN

**Kevin Smith**

Reflection Builders/Handyman  
Contractor  
(602) 694-9220

## PLUMBERS / HVAC

**API Plumber**

(602) 843-8474

## DAY & NIGHT AIR

## CONDITIONING & HEATING

(602) 956-9404

## WINDOW WASHER

**Joel Yireh**

Yireh Window Cleaners  
(480) 225-1612

## WINDOW TINT AUTHORITY

Ref by Lux Lawns  
(480) 650-6946

## POOLS

Aquaman Pools LLC  
(480) 969-1911

## LIFESTYLE MANAGEMENT

LifeStyle Home Management Services  
(480) 250-1184

**Chris Lombardo**

Elite Pro Concierge  
(480) 740-8000  
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# Meet The Team

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Celebrate the journey to finding your dream home with Trish! Unlock the keys to your perfect property and navigate the competitive market effectively and efficiently with confidence.

Call Trish today for a free No-Obligation Consultation.

**(480) 295-6062.**



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