



Guide To *Selling Your Home*



TRISH GORE
CEO, The Gore Group
Coldwell Banker Realty



Trish Gore's Commitment

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 style 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.

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Meet Trish



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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.



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.



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Carefree | Cave Creek | Paradise Valley | Scottsdale

Meet The Team



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THE GORE GROUP

first and foremost...

You're about to sell a property in one of the most competitive real estate markets in the world, so having an experienced and well-connected real estate agent isn't just helpful, it's essential. The Gore Group is the team you've been looking for.

We provide deep insights on current buyer demands, offer access to an exclusive network of top agents and the buyers they represent, and leverage top technology tools to promote your listing. This formula sets the stage for our team to negotiate the optimal final sale price on your behalf, ensuring that you get the very best return on your real estate investment.

Beyond data, tools, and technology, our talented team invests our unrivaled industry expertise, time, and energy into making sure you feel confident throughout your transaction.

We work tirelessly to make sure you're satisfied with our service from our first meeting to the moment you sign on the line and finalize your sale.

Most importantly, we recognize that real estate is about much more than managing transactions. It's about building relationships and supporting you through a significant life event. That's why our team prioritizes getting to know you. It's our privilege to have the opportunity to learn about your real estate and life goals and to help you achieve them.

We can't wait to get started!

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 the Scottsdale Real Estate industry. Our specialization in luxury real estate guarantees our clients receive the expertise needed to successfully serve those buying and selling in the luxury market. Our place in the luxury market has also allowed us to assemble an entire network of vendors vetted and highly desired for our client's use at every stage of their home buying or selling journey: from builders and architects, designers, photographers and stagers, and even property managers, handy men, landscapers and more for after your close on your home.



AGENT SCORECARD



2020 SCORECARD

26

Properties Sold

\$27,381,000

Residential Sales

97%-101%

*Average List to
Sales Price Ratio*

42

*Average Days on
Market*

2021 SCORECARD

22

Properties Sold

\$48,285,000

Residential Sales

100%-107%

*Average List to
Sales Price Ratio*

15-30

*Average Days on
Market*

2022 SCORECARD

20

Properties Sold

\$52,660,000

Residential Sales

99%-102%

*Average List to
Sales Price Ratio*

\$1.5 Million or less
68
\$1.55 Million or More
180+

*Average Days on
Market*

2023 SCORECARD

15

Properties Sold

\$38,250,000

Residential Sales

97%-98%

*Average List to
Sales Price Ratio*

\$1.5 Million or less
35
\$1.55 Million or More
154+

*Average Days on
Market*



2024 SCORECARD

32

Properties Sold

\$61,327,000

Residential Sales

97%-106%

*Average List to
Sales Price Ratio*

\$1.5 Million or less
15

\$1.55 Million or More
January-May 68
June-October 210

*Average Days on
Market*

Award Winning Status:

International President's Elite

Wall Street Journal

America's Best with Real Trends

Rank #2 in Office

Rank #12 State of Arizona



RANK #2 IN OFFICE

Coldwell Banker Recognition Reports
Top Individuals | YTD | Scottsdale @ 101
January 1, 2024 through August 31, 2024
Based on Closed Adjusted Gross Commission Income



<u>RANK</u>	<u>NAME</u>
1	Audrey Fischer
2	Trish Gore
3	Jo Ann Bauer
4	Bruce Woods
5	Lisa Sline
6	Kerri Schrand
7	Craig Kelly
8	Megan Fernandez
9	Rhonda Solomon
10	Enzo Duda
11	Timothy York
12	Jerry Tulman
13	Monica Condomitti
14	Rebecca Norton
15	Dawn VanSickle
16	Jessica Pile
17	John Wallitschek
18	Kevin Downey
19	Shawn Keane
20	Jill Stecker



RANK #12 STATE OF ARIZONA

Coldwell Banker Recognition Reports

Top Individuals | YTD | Arizona

January 1, 2024 through September 30, 2024

Based on Closed Adjusted Gross Commission Income



RANK	NAME	OFFICE	RANK	NAME	OFFICE
1	Tom Garrow	Sedona	51	David Courtright	Mesa Gilbert
2	Laurie Lundeen	Green Valley-Continental	52	Jane Grimm	North Scottsdale
3	Audrey Fischer	Scottsdale @ 101	53	Cathy Morency	Oro Valley / Marana
4	Trina Alberta Oesterle	Green Valley-Continental	54	Brent Self	Green Valley-Continental
5	Susan Evans	North Scottsdale	55	Lisa Stine	Scottsdale @ 101
6	Karen Dunlap	Sedona	56	Barbara Brno	North Scottsdale
7	Cindy Chapman	Village of Oak Creek	57	Patricia Kaye Brown	Tucson-Foothills
8	Tori Marshall	Oro Valley / Marana	58	Lucy Robinson	Oro Valley / Marana
9	Sacha Blanchet	Phoenix/Paradise Valley	59	Bruce Woods	Scottsdale @ 101
10	Rick Wesselhoff	Sedona	60	Jordan Munic	Tucson-Foothills
11	Steve Bauman	North Scottsdale	61	Tina Nabers	Fountain Hills
12	Trish Gore	Phoenix/Paradise Valley	62	Gina M Tartamella	Sedona
13	Karin Hadzewicz	Tucson-Foothills	63	Barbara Schultz	Mesa Gilbert
14	Glen Groetsch	Fountain Hills	64	Alec Castaneda	Tucson-Foothills
15	Gigi Roberts-Roach	Mesa Gilbert	65	Denise Adame	North Scottsdale
16	Alicia Roza-Carrozza	West Valley	66	Craig Kelly	Scottsdale @ 101
17	Cynthia Luois	Oro Valley / Marana	67	Lynne Easterday	Sedona
18	Jim Braun	West Valley	68	Kristie Day	Lake Havasu
19	Sherry Xiao	Chandler	69	Tammy Auther	Phoenix/Paradise Valley
20	Danae Jackson	Tucson-Foothills	70	Shannon Imes	Oro Valley / Marana
21	Carolyn Chivers	Sedona	71	Johannes Rath	Chandler
22	Maritza Cortazar	Phoenix/Paradise Valley	72	Melissa Lopez	Chandler
23	Camille Rivas-Rutherford	Tucson-Foothills	73	Sara Waide Bowers	Chandler
24	Alyssa Kokot	Tucson-Williams Centre	74	Rhonda Hrdlicka	West Valley
25	Karen Bosch	North Scottsdale	75	Keith George	Mesa Gilbert
26	Sue West	Tucson-Foothills	76	Sariah Crandall	Mesa Gilbert
27	Stephanie Wyatt-Francis	Phoenix/Paradise Valley	77	Vanessa Roark	Phoenix/Paradise Valley
28	Sherry Tune	Tucson-Foothills	78	Michelle Genardini	Tucson-Foothills
29	Matt Bowen	Green Valley-Continental	79	Rhonda Solomon	Scottsdale @ 101
30	Gabrielle Feinholtz	Tucson-Williams Centre	80	Roger Daggett	Tucson-Foothills
31	Carolyn Fox	Green Valley-Continental	81	Donna Berger	Tucson-Foothills
32	Krystine Eppley	Tucson-Williams Centre	82	Cathy Wolfson	Tucson-Foothills
33	Dorothy Cole	Lake Havasu	83	Karin Wilson	Lake Havasu
34	Anu Jain	North Scottsdale	84	Kerri Schrand	Scottsdale @ 101
35	Rick Ferguson	Mesa Gilbert	85	Kassandra Chavez	Southwest-Litchfield
36	Karen Weston	North Scottsdale	86	Jayne Houghton	North Scottsdale
37	Lee Jeans	Sedona	87	Jean Pomeroy	North Scottsdale
38	Alicia Hiller	Green Valley-Continental	88	Denise Hopkins	Mesa Gilbert
39	Rich Johnson	Mesa Gilbert	89	Dolores Jakeway	Green Valley-Continental
40	Jonelle Klein	Sedona	90	Nikki Ramagli	Village of Oak Creek
41	Cynthia Brown	Tempe/Ahwatukee	91	Phoebe Bigelow	Green Valley-Continental
42	Renee Slagter	Chandler	92	Dorothy Harrison	Chandler
43	Greta Wren	Fountain Hills	93	Shannon Biszantz	West Valley
44	Deborah Frazelle	Phoenix/Paradise Valley	94	Georgeann Hoover	Lake Havasu
45	Joan Andersen	West Valley	95	Jack Kehoe	Oro Valley / Marana
46	Jason Jones	West Valley	96	Tina Halpin	Phoenix/Paradise Valley
47	Jo Ann Bauer	Scottsdale @ 101	97	Robyn McLean	West Valley
48	Kim Keller	North Scottsdale	98	Susan Dempster	Fountain Hills
49	Patty Caperon	Lake Havasu	99	Cheryl Halcock	Tucson-Foothills
	Ryan Buckley	Phoenix/Paradise Valley	100	Kamie Ulery	West Valley



What You Get When You Sell With Trish Gore

SELLER'S LUXURY CONVENIENCE PACKAGES

- No upfront out of pocket expenses.
- Pre-negotiated discounts on any repairs or improvements to your home.
- Staging your home for sale.
- Platinum Package
- Gold Package
- Silver Package

PROPERTY PREPARATION

- Design coordination to prepare your home for sale.
- Professional pre-inspection of your home
- Prelist walkthrough
- SWOT Analysis
- Timeline
- Remove screens and clean windows
- Paint (300% ROI)
- Deep Clean House
- Broker's Open
- Exclusive Neighborhood Preview
- Landscaping
- Clean-up / Clean Pool

MARKETING

- Pre-market push to top brokers that recently worked in your community.
- Luxury marketing brochures with professionally written ad copy.
- High end architectural photography.
- 3D walk through virtual tour.
- 2D dollhouse tour & professional floorplan
- Professional aerial video selling your home and the benefits of lifestyle in your community.
- Professional Photography, Twilight Photoshoot (including Drone Floor Plans & Sunset Shots).
- Your home will be featured on Emmy-Nominated **American Dream TV**
- Full Marketing Roll-Out

PAID ADVERTISING

- Beautifully designed email blast to thousands of active agents.
- International marketing websites.
- Paid social media ads targeting the most optimal buyers for your home.
- Custom website for your home.
- Neighborhood mailer to create a buzz about your home coming to market.
- Just Listed E-Flyer
- Just Sold Mailer
- Silver Envelope Tri-fold Invitation
- Single Property Website
- Print Advertising
- Coldwell Banker Homes & Estates Magazines, Wall Street Journal, & Unique Homes
- TV and online promotion
- Property Brochures
- Mobile Brochures
- Targeted online advertising
- Area Realtor notification

OPEN HOUSE

- Broker Tour
- Twilight Tour
- Saturday & Sunday Open Houses
- Extended Mega Open Houses
- Exclusive Neighborhood Preview

EXPERT NEGOTIATOR

- With years of experience and top-notch negotiation skills, I'll secure the highest offers and the best terms for your home. Your investment is my priority—I won't settle for anything less than the best.

Sell A Property In 7 Steps

1

FIND A REAL ESTATE AGENT

It's critical to enlist the help of a real estate agent with a proven track record in your local market. Our team has a long-standing reputation for success. We love what we do, and we're wholly dedicated to seamlessly navigating and supporting you through your property sale.

2

DETERMINE MARKET VALUE

We'll assess your property's market value by taking variables such as features, size, location, market demand, and recent comparable sales into consideration. Then, we'll create a comparative market analysis (CMA) or 'comp', which will help determine a competitive listing price designed to attract qualified buyers and generate maximum interest in your property.

3

GET YOUR HOME MARKET READY

We'll strategize with our network of skilled and vetted vendors to polish up your property. Together, we'll work to implement key improvements, ensure alluring curb appeal, professionally stage your space, and take eye-catching photos and videos of your property. Once complete, buyers will have multiple reasons to give your property more than just a passing glance.

4

LIST YOUR PROPERTY

A listing agreement gives us permission to advertise your property and handle your sale. It also covers the basic terms of our mutual commitment, including the length of time your property will be listed. Once an agreement is signed, we'll discuss our selling strategies and will explain what you can expect as we move deeper into the process. We believe in transparency, and we want you to feel confident about our plans to sell your property.

5

MARKET YOUR PROPERTY

A unique property needs a customized marketing plan to set it apart from others on the market. We'll leverage industry-leading technology and robust online marketing strategies in combination with tried-and-true techniques like high-quality statements, energetic open houses, and alerting local buyer's agents to give your property optimum exposure. We'll also utilize our trusted network of photographers and professional stagers to make your property come to life.

6

NEGOTIATION AND ESCROW

At this crucial stage, we'll leverage every negotiation tool in our arsenal to arrive at a price that both you and the buyer can agree on. We'll also use our expertise to coach you through terms, contingencies, and buyer financing. Once a fair price that meets your selling goals is offered and accepted, we head into escrow. At this point, the buyer must complete all necessary inspections, get their financing approved, and sign all legally mandated disclosure documents.

7

CLOSING TIME

We'll be right by your side during these final steps, engaging with the buyer's agent and lending institutions to ensure all requirements are met. Once we're certain all our ducks are in a row, you'll sign on the dotted line to finalize your property sale!

Pricing Your Property

List price is undoubtedly the first thing you want to talk about, and we get it. But the final decision on how to price your property will become clear after we've done the work to make to market-ready. This involves analyzing various factors such as location, features, conditions, and current demand to determine the most effective pricing strategy for maximum impact.

COMPS MATTER, BUT THEY DON'T TELL THE WHOLE STORY

Your property is unique, and we'll work with you to set a price that:

- Illustrates your property's fair market value in relation to current conditions
- Considers the best features of your property, as well as realistic drawbacks
- Compares your property to others that have recently sold or have lingered on the market
- Reflects a deeply analyzed price range that will attract the most qualified buyers

It's essential to price your property correctly when it goes to market. Overpricing can pose significant challenges, especially if a correction is later required. More specifically, having to lower a price can send a negative signal to buyers, even if the property is everything they're seeking. We'll leverage our extensive local expertise to make sure we get it right the first time.



First Things First. Property Tour

The very first step before deciding to work together is allowing me to tour your property. I can quickly provide you with feedback about potential improvements with the highest rate of return when you sell. Knowing what to spend your money on and what not to spend your money on will leave you with the highest amount of money in the bank at the end of your sale.

I have a background in interior design and have transformed most of the homes I've sold resulting in higher profits for my clients. Working with buyers and sellers as a full time broker, I have real time knowledge of what buyers are willing to pay more for and what trends they expect to see in the best homes today.



Staging

Staging A Home While Living In It.

This home had been recently remodeled with beautiful finishes and smart technology and the furniture placement was ideal for how my clients live their daily lives but would have turned away a lot of prospective buyers had we presented it to the market this way.

With a simple phone call to a storage company, my clients stored their personal belongings in a pod while they were living in the home throughout the sale. With my staging team, we designed a more spacious feeling home with eye catching interior spaces allowing viewers be excited about imagining themselves living here.

Our staging has produced record-breaking offers for our clients. Typically, staged homes will sell for 70% more and 18% faster than an unstaged home.



BEFORE STAGING

AFTER STAGING



Staging

This home was a clean canvas. We started with rehabbing this property with design colors and features that today's buyers expect in their new home. It could have been presented to market without staging but, by staging it, we increased the online traffic significantly resulting in earlier and higher offers.

You might think that an empty space is easier for viewers to imagine their own belongings inside but the truth is that it does the opposite. Vacant rooms look smaller and most of us struggle to imagine how our furniture will fit and how we will comfortably function in the space.

Attracting offers is all about removing objections and this is one of highest impact strategies for helping buyers say yes from the first time they see your property online or in person.



Premium Photography



AMAZING PHOTOS CAN SELL YOUR PROPERTY BEFORE A BUYER STEPS FOOT IN THE DOOR.

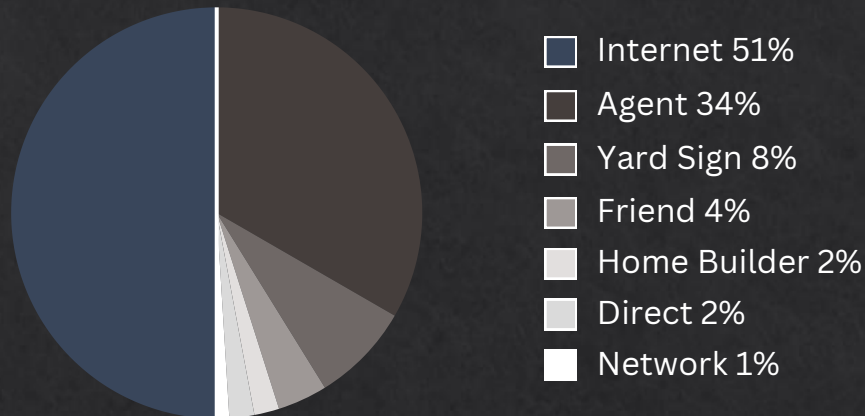
The decision to purchase a property is almost always based on a buyer's emotional connection to the space. That's why it's paramount to have photos that will make an impact from the moment your listing is featured online. We utilize a team of artistic photographers who understand how lighting, composition, framing, and details converge to bring a space to life.

We only use the best of the best– and that includes our photographers.

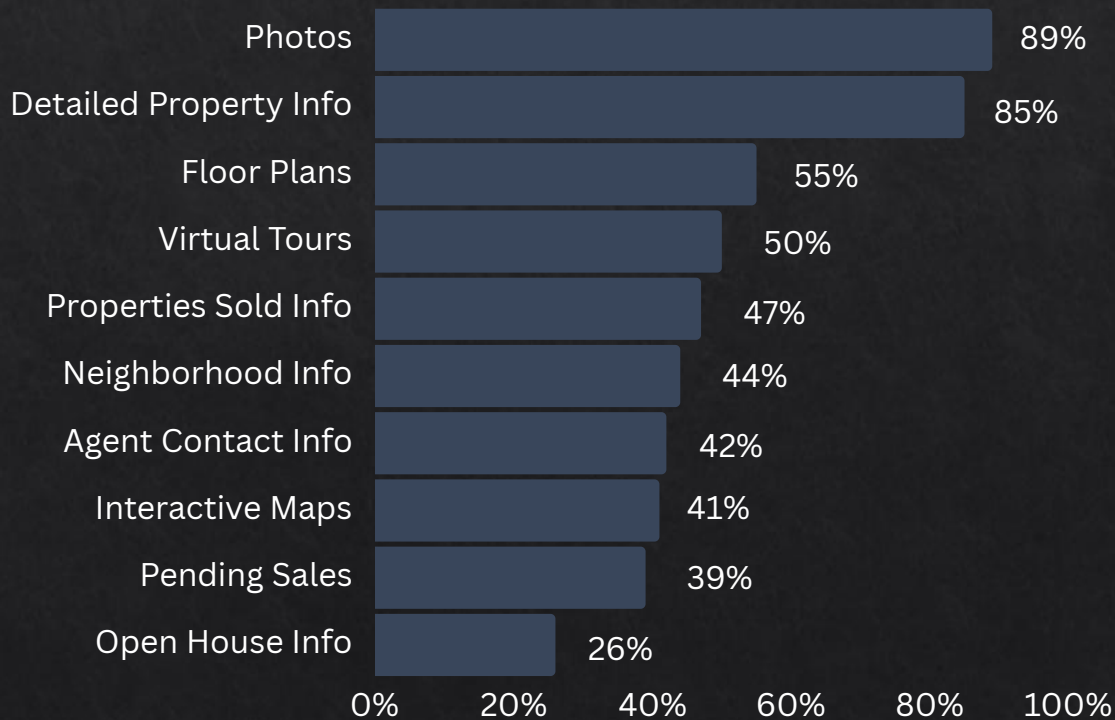
Our photographer, **William Kollar**, formerly took photos for Martha Stewart, and will capture the beauty of your home with images worthy of any edition of Better Homes & Gardens.

Buyer Stats

WHERE BUYERS COME FROM



WHAT BUYERS DEEM USEFUL





Your Marketing Suite

Every piece of marketing reflects our passionate attention to detail and maximizes exposure in ways that make the most significant impact on buyers.



PRINT

Your home's property brochures will be professionally designed and printed with exceptional attention to quality and detail that sets your listing apart from competitive properties.



ONLINE

Ninety eight percent of potential buyers start their search online, both locally and abroad. Your home will be well-represented on 900 websites, including the most visited websites like Zillow, Realtor.com, and Trulia.



SYNDICATION

Comprehensive listing syndication is a simple and efficient way to authorize the distribution of listings to consumer-facing websites hosted by third parties.



OPEN HOUSES

Mega open houses generate buzz and motivate action. Buyers move quickly and aggressively to secure the home everyone seems to want. Our track record of successful open houses often contributes to a higher number of viable offers and boosts our strong sales statistics.

Print Marketing

HIGH QUALITY PRINTING

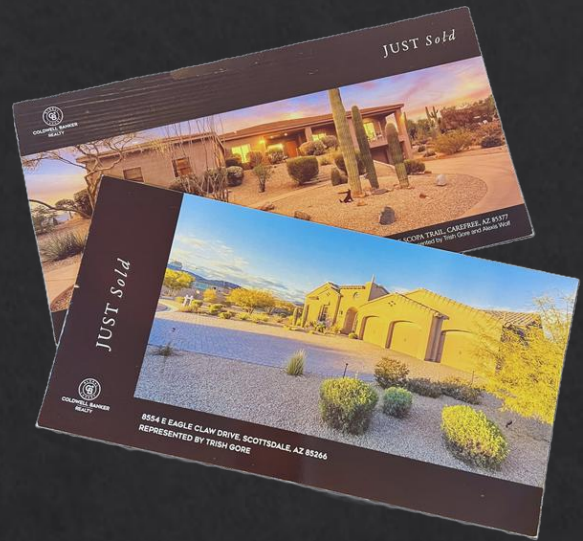
Unique properties deserve marketing materials that stand out and let buyers know your home is unlike other, more ordinary offerings on the market. That's why our brochures are professionally printed on high-quality paper.

DESIGNED WITH BUYERS IN MIND

We know what features make buyers want to see more, and we design statements to highlight all the ways your home is exceptional. We also make sure we have enough on hand to display them at every open house and to mail them to neighbors, past clients, and potential buyers.

A LASTING IMPRESSION

At the end of a long day of touring properties, we want buyers to remember yours as something special. By providing premium brochures to every attendee at our open houses, extra agents at your open house, so no buyers walk through your home without an agent by their side! We ensure your property stands out and leaves a lasting impression, setting it apart from the rest.



Online Marketing

SINGLE PROPERTY WEBSITES

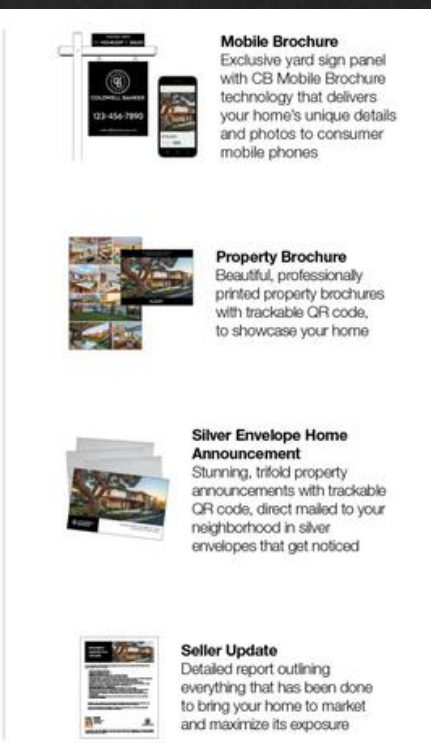
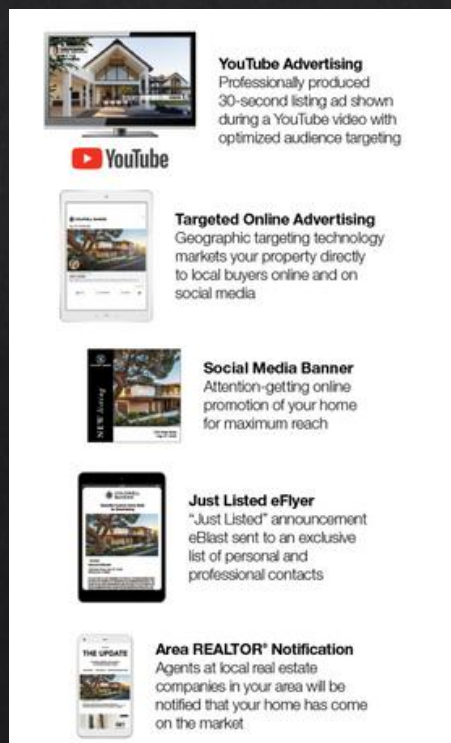
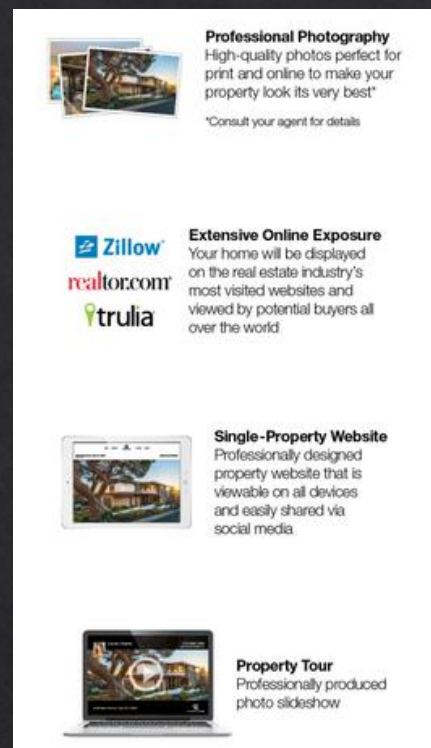
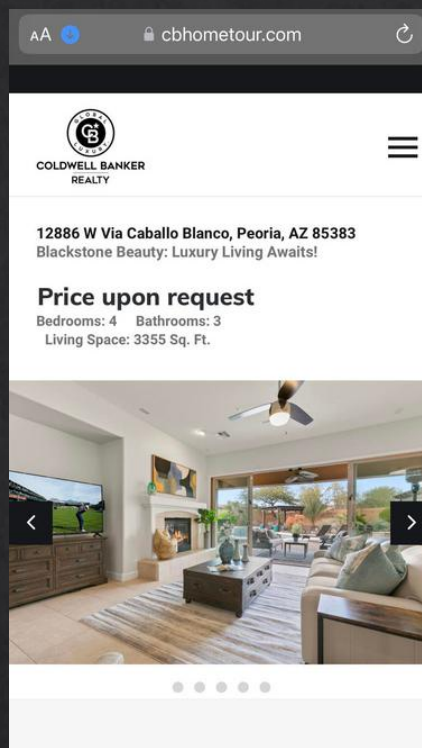
As we customize a marketing strategy for your home, we'll consider whether creating a unique website with property details and photo galleries is beneficial. In today's fast paced market, these sites are often unnecessary. However, if we agree a devoted website will build momentum and bring local and international attention to your home, we'll create it and promote it on social media, to our network of potential buyers, and on marketing materials to generate site visitors.

Website Syndication

Your property listing will be syndicated on the most important real estate websites, including Zillow, Trulia, Realtor.com, and more. We'll make sure no one misses seeing your home, no matter where they're looking.

EMAIL BLASTS

We'll send an email alerting top agents in our area to your listing. Buyers' agents jump to open these emails because they're all trying to stay on top of inventory and get their eager clients into hot new properties ahead of the competition. We sell a lot of our homes through buyer's agents we've known and worked with for years. As a result, they pay attention when we alert them to an exciting new home on the market.



Syndication

No matter how stylish and informative a website is, the average real estate brokerage doesn't get five million visitors a month. But national listing sites, like those listed below, do! We'll make sure your property appears on every relevant heavily trafficked listing platform, giving you the opportunity to connect with as many potential buyers as possible.

NEW LISTING SYNDICATION NETWORK



Open House Showings

In competitive markets, open houses are essential to your success. Here are three reasons why you should consider having one:

1. YOU'LL ATTRACT MORE POTENTIAL BUYERS

Mega open houses bring more people through the door. They draw in prospective buyers and make it easy for friends, family, and neighbors to invite people over to see your lovely home.

2. YOU CAN SET THE SCENE—YOUR WAY

Unlike one-on-one home tours, open houses provide a low-pressure setting for prospective buyers who are ready to take a second look. People want to feel like they could make your house their home, so your buyer's comfort could tip the scales in your favor.

3. YOU COULD LOCK IN THAT INTERESTED BUYER

Keeping your home show-ready for months can be exhausting. With an open house, you'll deep clean and stage your home, which means you'll spend less time scrambling while preparing for last-minute showings.



Escrow & Closing

WHO PAYS FOR WHAT

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

AMERICAN DREAM TV SPOTLIGHT

Elevating our reach nationally as a host, we proudly feature on the prestigious EMMY-nominated show, “**The American Dream TV**”. We take immense pride in showcasing your home on national television to capture the widest net of buyers. This captivating platform offers an exclusive opportunity to spotlight your property, allowing us to strategically maximize exposure in 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



TRISH GORE

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