



Tech
Edge



Welcome to Tech Edge!

Working with Connected Buyers & Sellers

Nobu Hata, National Association of REALTORS
nhata@realtors.org | @nobuhata

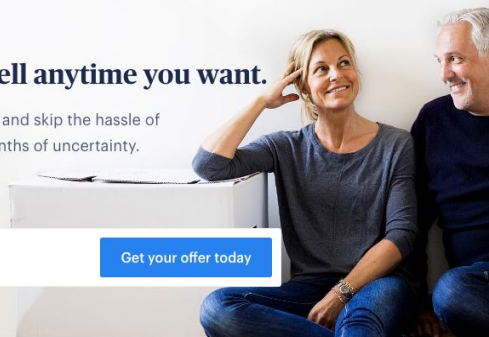
Tech companies are now
spending billions on the
transaction and on customers
further down the lead funnel.

Get an offer in minutes. Sell anytime you want.

Sell your home to Opendoor and skip the hassle of showings, repairs and months of uncertainty.

Enter your home address

Get your offer today



5,488

happy customers

“Opendoor gave us market value for our home and all flexibility and certainty we needed.

Clint and Shawna from Phoenix, Arizona

Make a Cash Offer, We've Got the Cash.

Buy with FlyHomes so that you have the best terms at the negotiation table, local expertise, and on-demand service.

Get Started

Non-FlyHomes Buyer
"We've made 4 offers and we still haven't won."



Seller / Listing Agent

"We accepted the FlyHomes offer and closed in two days. It was awesome!"

FlyHomes Buyer

"We won our second offer, even though there were 8 other offers!"





People are “more curious,
demanding and impatient” than
ever; expect high value and
tailor-made experiences
at low prices.

In real estate, you’re gonna want
to attract the people that
know better.



WE ARE DROWNING IN
INFORMATION
WHILE STARVING FOR
WISDOM



What's your brand promise?
Trust. Transparency.
Frictionless Access.
Earned business.

Human messages that
compel people offline.

Curation of needs and solutions.



Google

Zappos
POWERED *by* SERVICE®

amazon



”

It's rare that any one team exhibits the highest levels of all of the desirable traits one could want in a real estate agent, but Shay and her team truly do. They

accommodated all of our needs as both people and homebuyers through our frustrations through her greatest advocacy when we needed our mortgage team, and her expertise. Her whole team made sure we were covered and had full coverage with her. Shay interacted with other team members and illustrated why she

We had initially intended to handle the home buying process ourselves, but we quickly realized that someone like Shay would be very instrumental in finding the right place and negotiating the right price. Most importantly, she let us start by working on our own terms, then helped us to see the additional value she and her team could bring to the...

Read more at <https://www.realsatisfied.com/Shay-Hata>



Lindsay Hunter & Jon Douglas, Chicago

On behalf of Shay Hata
REALTOR®

BHHS KoenigRubio® - Lincoln Park-Clybourn Office
<http://www.realsatisfied.com/Shay-Hata>

We had initially intended to do most, if not all, of the home buying process ourselves, but very quickly realized that someone like Shay could be very instrumental in finding the right place and negotiating the right price. Most importantly, she let us start by working on our own terms, then helped us to see the additional value she and her team could bring to the...



CONTACT



BURLINGAME PROPERTIES



CONTACT



Melissa & John McGuire

BURLINGAME, RAY PARK | CLIENT SINCE 2008

SALES AT GOOGLE | HEAD OF FINANCE AT INSIGHTLY



My experience working

M Easy. Raziel made what could feel like his knowledge of the Burlingame housing part of this community.

J Simple. We could not be happier with for us and I know that we will be happy as one of the best agents in Burlingame, o

What surprised you the

M All the paperwork you have to sign!

Which is your favorite room in the house?

M Kitchen/Family Room (we spend 80% of our time in this one room).

J Family room.

What do you love the most about your neighborhood?

Melissa We love Burlingame and we love Ray Park. We get to walk to our Elementary School, Lincoln, which is an unity. When my kids go to Middle School at Burlingame



简体中文

社区

伯林盖姆 (BURLINGAME) 社区

希尔斯伯勒 (HILLSBOROUGH) 社区

圣马特奥 (SAN MATEO) 社区

圣卡洛斯 (SAN CARLOS) 社区

红木城 (REDWOOD CITY) 社区

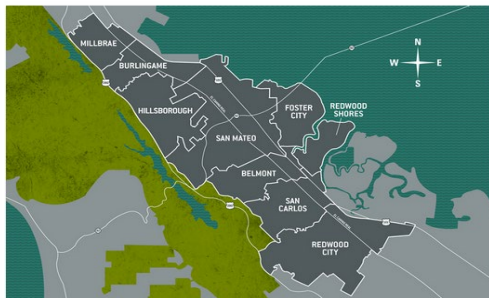
红木岸 (REDWOOD SHORES) 社区

福斯特城 (FOSTER CITY) 社区

贝尔蒙特 (BELMONT) 社区

米尔比雷 (MILLBRAE) 社区

浏览我们的社区



半岛上的房地产市场是全美国最具竞争力的市场之一。虽然范围不大，但是却有着各种各样的建筑形态、房屋样式、地理位置、和房型。在这里，为了让大家都充分了解半岛上的各个小区，我搜集了所有相关的资讯并制作了漂亮的影像供各位参考。

您只需要点击屏幕左边的城镇的名字，您就能看到那个社区内所有小区的详情。

home?

...a stressful process. I trusted Raziel implicitly throughout years later!

...essed with his abilities to negotiate a great price on our hout a doubt.

...ence which was sometimes at night, early in the had very limited flexibility in our schedules. He was willing erately needed to complete this transaction.

...esty and integrity. He was always our advocate no matter essionalism in this way made what could have been a he was willing to share honest opinions and advice with st in mind in everything that he did for us and that we

STEPHANIE GU

BURLINGAME, RAY PARK | CLIENT SINCE 2012

VIEW CLIENT PROFILE

Educate the hell out of
buyers, sellers and Google in a
memorably useful way.

What's a good transaction
feel like?

x
Start



x
Close

50% started their home search
6 to 12 months in advance.

2 in 3 researched you extensively
before reaching out.

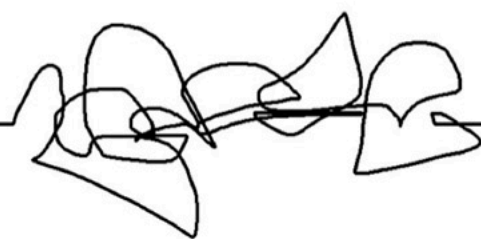
10.7 points of info needed for
people to make a decision.

256% increase in “Local” search
terms used in Google.

50% Did not feel broker websites
personalized or tailored to them.

x
WTH?

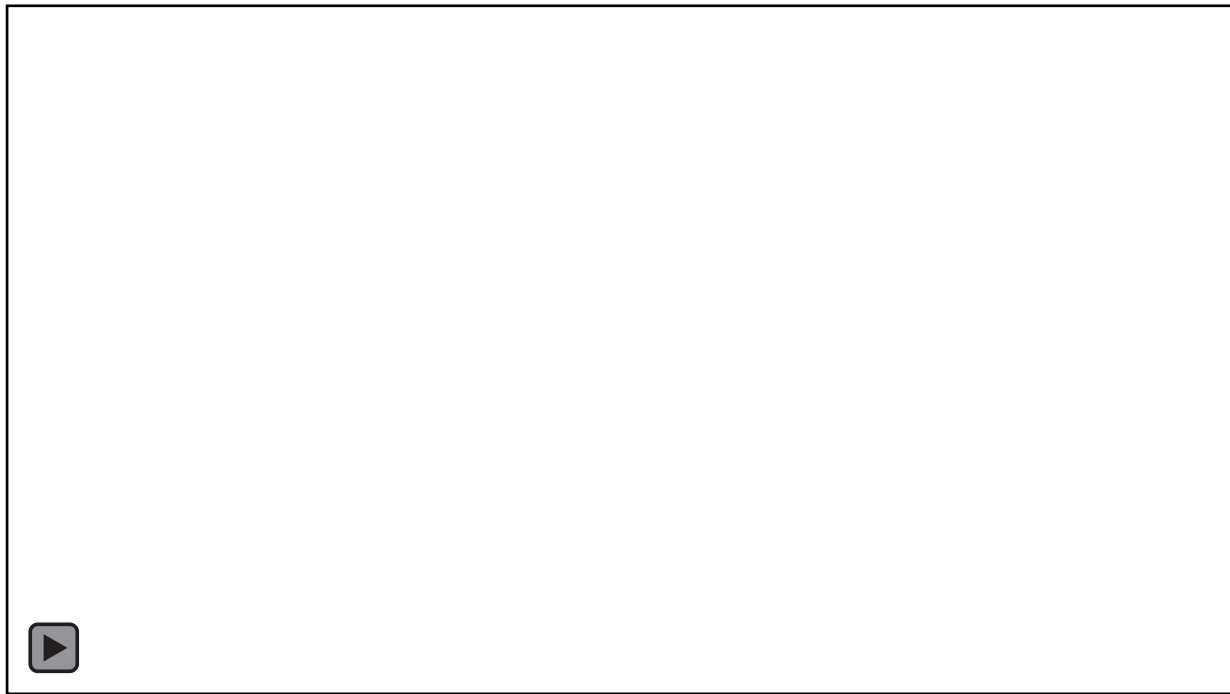
x
Start



x
Close




204 



8,000,000 VIEWS

**I CAN TELL
YOU'RE INTO
OLDER HOMES**

- 1406 E PALM LANE 



**FIREFLY
LIVING**

**BEATS YOUR
MOM'S
BASEMENT**

-4529 N IITH AVE 



**FIREFLY
LIVING.**



ABODE

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VIDEOS

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Contact Anne

Resources for Sellers




Windermere
REAL ESTATE



NORTH TACOMA TRIPLEX



About Anne

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Resources for Sellers



Most recently, Anne and her husband Dave opened Windermere Abode, a boutique real estate office in North Tacoma's Old Town neighborhood. After spending 15 years in education (most recently as an assistant principal), Dave runs the day-to-day operations of the office.

When she's not working, Anne enjoys snapping photos of Tacoma's most beautiful homes & scenery (find her [HERE](#) on Instagram) being a mother to two very active young boys and dreaming up ideas for her midcentury home. Aside from the amazing people who live here, Anne's favorite thing about Tacoma is the independent coffee scene. (Her favorite is [Valhalla](#), but there are other locally roasted options.)

WHAT OTHERS HAVE SAID ABOUT WORKING WITH ANNE:

"My wife and I worked with Anne last year to buy our dream home and to sell the home that we lived in for 16 years. I'm very critical on evaluating anybody that I do business with. Anne Jones is the type of professional that you cross paths with very few times in your life. I can't speak highly enough of the outstanding job that Anne did for us. Her professionalism, integrity, knowledge, dependability, hard work and care for her clients are second to none. She is the very best in the industry!"

— Tom Gallo



"Anne was amazing! She knew exactly how to help get our house ready to hit the market. Her thoughts on what needed to be done before listing while making sure we didn't spend too much time and money with unnecessary updates was extremely helpful! Her expertise paid off because we received a full price offer in 2 days. She was always professional, yet made us feel at ease. We never felt silly about our lack of knowledge when discussing things with her (this was our first selling experience). I very highly recommend Anne to anyone looking to sell a home!"



"When I needed someone to give me another opinion about our Father's estate Anne made plans to come and meet with me and my siblings within a few days. Within a week she had her photographer making a video and taking pictures. Anne was very helpful with our Father's estate. Anne took time to look at the home and property to see the real value in it. She listened to my siblings about the history of the home and very attentive to the workmanship and details that went into the home. Anne treated our Father's home as if we were her only clients. She answered questions honestly and gave us her honest opinion when we needed it. I would recommend Anne to anyone wanting to buy or sell a home."

— Mark McKibben

- > About Anne
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- > Contact Anne
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Recent Posts

- > Historic Triplex in North Tacoma
- > Tasteful Proctor 3 BD Tudor
- > Ready to Go Rambler in South Tacoma!
- > SOLD! Serene Backyard in Gig Harbor's Chelsea Park
- > Live & Play in the Oakbrook Community

Categories

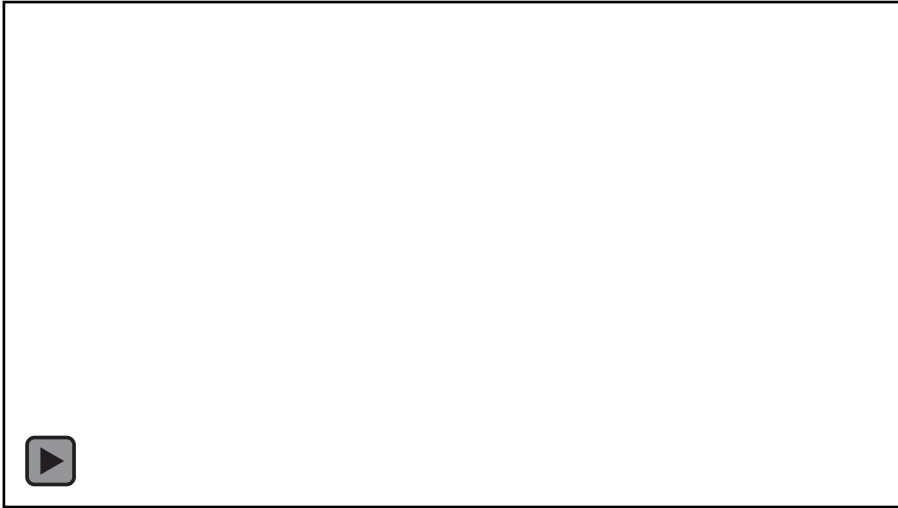
- > Advice for Sellers
- > Anne & Marguerite
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- > Listings
- > Preparing Your Home for Market
- > Snacks for Schools
- > Tacoma



Tacoma Realtor - Anne Jones

September 13 at 8:17pm · ✨

You'd be lucky to find a more affordable view home in North Tacoma's Old Town -- and this one is actually a duplex! Live in one unit and rent the other, or convert it back into a 3 bed, 1.75 bath single family residence. Either way the stellar location puts you close to the waterfront and eateries like [The Spar Tavern](#) and [Montamara Kitchen](#). OPEN SAT 9/16 from 10-1 PM!



648 Views

Like Comment Share

You, Marguerite Giguere, Tiffany Kjellander and 15 others [Top Comments](#)

The Spar Tavern

The Spar Tavern
@the.spar.tavern

Home
About
Photos

Like Message Save More

Montamara Kitchen

Montamara Kitchen
@montamarakitchen

Home
About
Photos
Menu
Reviews
Likes

Like Message Save More

[Call Now](#)

Status Photo / Video

Write something on this Page...

Breakfast & Brunch Restaurant · Tacoma, Washington
4.9 ★★★★★ Opens at 8:30am

Have you previously owned a home or other real estate?

- Yes
- No

Do you currently own a home? If so, do you need to sell it first? And, is it on the market?

Your answer _____

Do you understand that there is no cost to you to work with a Realtor and that we are paid by the seller of whatever home you choose to purchase?

- Yes
- No

On Fridays, would you like to receive Open House emails for properties you're interested in?

- Yes
- No

For showings, do you prefer to drive on your own or have us pick you up?

- Drive on my own

SUBMIT

CONTACT ME



Shay Hata & Associates

312-600-7510
SHAY@SHAYHATA.COM

When we represent a buyer, we have your \$100,000 home or a \$10 million home, you to top attorneys and home inspectors as well as it's our job to not only find you the perfect home, but the entire process so you know you're making

26 FEBRUARY 2014

Questions To Ask When Buying A Condo In Chicago

You've found the perfect condo in the city and you want to make sure the condo is going to qualify for a mortgage. That's why we're here to help! These are the questions to ask when buying a condo in Chicago. When you're buying a condo, but you're buying into a new building, the mortgage company needs to make sure the building is in good condition, both physically and financially. Here are the top 10 questions you should ask the management company when considering buying a condo in Chicago:

1. "What's the beef?"

Take a look at the minutes from the most recent board meeting. These documents can give you great insight into the building. In addition, if you're getting an FHA loan-level review to insure there are no major issues that affect the marketability of the project.

Step 8: Schedule the home inspection

Babyproofing

Childproofing Chicago

Best Baby/Kid Stores in the Chicagoland area

Galt Baby – a baby store full of knowledgeable employees and all sorts of baby gear.

Sprout San Francisco – a baby boutique specializing in all natural and organic products.

Twinkle Twinkle – an upscale baby boutique specializing in nursery decor and unique gifts.

Classes

Childbirth Classes – consultant who goes above and beyond to help future mommies feel confident and educated about pregnancy and childbirth. She is also a doula!

Daycares

Discover the World Daycare in Roscoe Village: Petra Dubell (owner) 312.731.0101

Little Green Treehouse in Lincoln Park and Lakeview

Children's Learning Place in Lakeview

PrairieLand Montessori in Lakeview

Sonnet Academy – multiple locations

Goddard in Lincoln Park

Creme de la Creme – multiple locations

interests at heart. Whether you're selling a home, get our full attention, 24/7 availability, top-notch negotiating skills, and amazing customer service advice. We believe it's our job to not only

Attorney Review and Inspection Period Work in Chicago

When is the attorney review and inspection period work in Chicago? This is the question I get asked about the most.

When buyers are buying a home, they often get into a time crunch to get the contract signed and closed successfully.

FAQ

It's important to schedule the inspection for as soon as possible. Ideally the next day or two. The inspection itself is completed before you're buying a condo or a single family home and you get a conclusion. It then takes 24-48 hours for the inspector to report to the buyers. If you're doing a radon inspection, which is required for a single family home or living below the 3rd floor, then you'll have 3-5 days after the initial inspection to measure the radon levels. This comes in it should be discussed with your agent who will help you understand the pros or credits at closing with the seller's agent.

Attorneys are also reviewing the contract. Once any contingencies are met, the attorneys will negotiate any changes they want to make to the inspection decisions. Once all parties agree to the terms of the deal, the attorney review time period will end.

VIDEOS

Window to the Law: Cyberscams and the Real Estate Professional

AUGUST 4, 2015



NAR Associate Counsel Jessica Edgerton alerts real estate professionals to common online fraud schemes, and provides tips and information to help industry professionals and their clients stay protected.

4 JANUARY 2017 BY SHAY HATA

Prep your home for sale online

Prepping your home for sale in Chicago goes **beyond throwing half your junk away, hiding your valuable art and prescription drugs, doing a deep clean and staging**; it's about prepping your home in the online world as well. Once your home hits the open market it and you become a target for not only telemarketers but cyberscammers as well. Some tips:

Anonymize your personal data.

Ever wonder how that telemarketer gets your contact information and your home has become a commodity to be bought and sold by utility companies to public data records scattered about the mother has access to it so air-gap between your personal data and email address for your home (ex: 12345mainstreet@gmail.com) is available; the BuySellLoveChicago team loves **Google**. File this with your companies, city/county tax assessors, even Amazon.com. Think stealth, but security as well (more on that later). Use **Google** Voice for your home as well, and repeat the filing process using the GVoice number in lieu of your own there. Download it to your cell phone number. The app allows you to monitor voicemail where it's transcribed and block numbers at will, anywhere in the world, which comes in handy for the coming onslaught when your home goes on the market.



Buy Sell Love Chicago - Shay Hata & Associates

Published by Iris Taylor (?) · February 21 at 1:48pm · 🌐

Prep your home for sale online with these tips!



Prep your home for sale online. - Buy Sell Love Chicago

Three steps to take to help prepare you and your Chicago home for sale.

SHAYHATA.COM



One Tail at a Time

July 20 at 9:26am · 🌐

Looking to buy a place with zero restrictions when it comes to the s AND breed of dogs?! Realtor Shay Hata is a huge supporter of OT, today she has an open house for a home where all dogs are welco and loved! This gorgeous 2 bedroom, 1 bath 1500 square feet con located in Evanston. Open House today, Sunday July 20th, from 1 - http://www.shayhata.com/property/illinois/evanston/60202/washing manor/834-washington-street/53b26dda03781502880000b1/

Unlike · Comment · Share

👍 You, Shay Lawrence Hata, Kristen Short and 70 others like this.

↪ 13 shares



Shay Hata - Realtor Thank you! And no restrictions on the number of so you can foster a whole litter of puppies 😊

July 20 at 9:29am · Like · 🍷 12



One Tail at a Time Shay Hata - Realtor, even better! We can certainly t with that 😊

July 20 at 9:33am · Like · 🍷 6



Coralee Lavery this is awesome! now for the formation of an associat like minded realtors nationwide- the go to place for people with all bree start their home searches.

July 20 at 9:43am · Unlike · 🍷 5



Kennon Reinard Good work, Shay!

July 20 at 11:14am · Like · 🍷 1



Shay Hata - Realtor Thanks Kennon Reinard! Hopefully all buildings v one day come around and get rid of size, breed and weight restrictions

July 20 at 11:34am · Like · 🍷 7



Write a comment...

17 DECEMBER 2014 BY SHAY HATA

Thank You!



Thank you for working with me this year. Thanks to YOU, all my wonderful clients, we've raised \$12,500 to go towards charity and save 20 dogs in 2014.

Your money went toward these charities:

[One Tail At A Time](#)

[Forever Rescue](#)

[Safe Humane Chicago](#)

[Starfish Animal Rescue](#)



Shay Lawrence Hata

January 31 at 9:53pm · 🌐

Chicago peeps: A few months ago my real estate team, Buy Sell Love Chicago, made Valentine's Day dinner reservations for our clients and friends (for those of you who didn't get around to making your own reservations)! If you need a Vday reservation just comment below or PM me and we'll change the reservation to your name. Reservations are available on Fri night, Sat night and Tues night. All reservations are for 2 people and are first come first served. We've got a wide range of restaurants from affordable to more expensive from casual to break out your fancy clothes. Happy love day everyone!

Friday 2/10

5 PM Avec

6 PM RPM

6:30 PM Geja's Cafe

6:30 PM Owen & Engine

7 PM Gilt Bar

7 PM Bistro Campagne

7:00 PM Boka

7:30 PM Fogo de Chao

Saturday 2/11

6 PM RM Champagne Salon

6:30 PM Les Nomades

6:30 PM Bistro Campagne

6 PM Chicago Cut Steakhouse

7 PM Swift & Sons

7:30 PM Geja's Cafe

7:30 PM Boka

Tuesday 2/14

6 PM Les Nomades

6:30 PM RM Champagne Salon

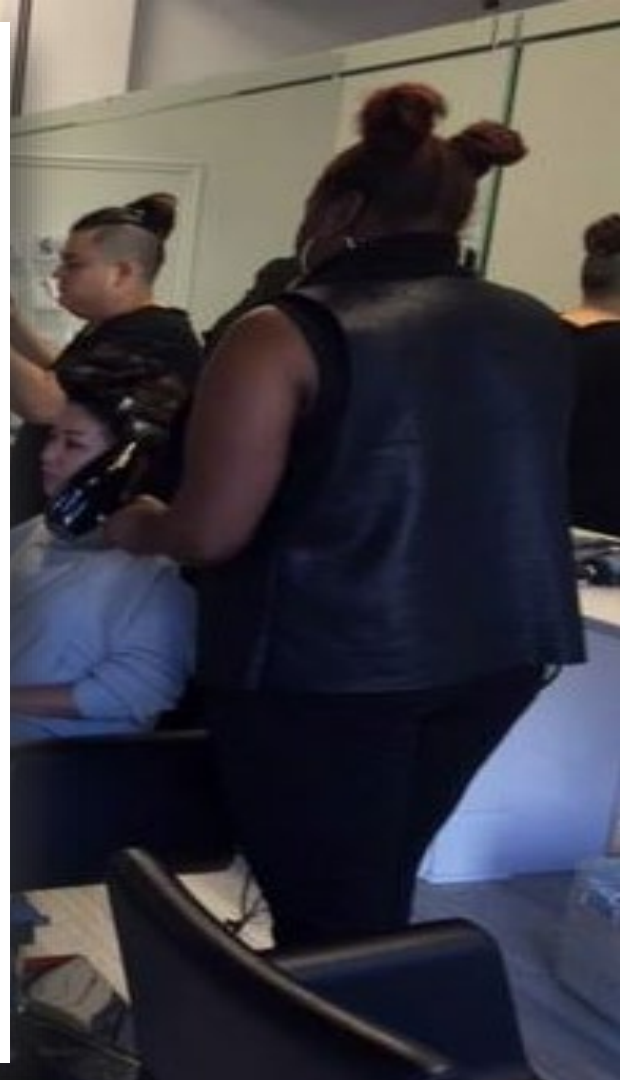
6:30 PM Everest

6:30 PM Spiaggia

7 PM Owen & Engine

7 PM Fogo de Chao

7:30 PM Trattoria No 10





Thanks!

Nobu Hata, National Association of REALTORS

nhata@realtors.org | @nobuhata