

# Keyes - Here For You Since 1926

**\$5.8 Billion**  
Real Estate Services

**\$300 Million**  
In \$1 M+ Properties

**\$450 Million**  
In Commercial Properties

It's all about you...

Your  
Goals

Your  
Time  
Frame

Your  
Needs



954-752-1986  
[www.DuPreeTeam.com](http://www.DuPreeTeam.com)



# The DuPree Team



**Marta DuPree** is the Broker/Vice President of the Keyes Company Realtors and has been a licensed Realtor® in Florida since 1978. The DuPree Team is the number one producing Broward Team for Keyes Company with over two thousand agents since 1990. Closed career sales volume for The DuPree Team is more than one billion. Marta has earned national recognition as one of the top hundred fifty Realtors® in the country and is a Certified Luxury Home Marketing Specialist, Certified Investor Agent Specialist and Certified Distress Property Specialist. Marta is a graduate of Florida State University. Owing residences in northwest Broward and Hillsboro Beach, Marta and Neil understand the benefits of both waterfront and suburban living.

**Neil DuPree** joined the Keyes Company in 1996 after retiring from twenty years as owner-operator of DuPree Homes. DuPree Homes built high-end custom homes in Broward and Palm Beach counties. Neil is a graduate from the University of Florida with a Bachelor of Science Degree in building construction. In addition to being a licensed Realtor®, Neil is a state-licensed general contractor in the state of Florida. Neil brings twenty years of expertise in home construction and contract negotiations to The DuPree Team. Neil and Marta have two grown children and enjoy boating and family gatherings.

It's been 39 years in the making - The DuPree Team brand! It is a team that has set the benchmark for real estate services in the South Florida area. Over the years, Marta and Neil DuPree and their elite team have been nationally recognized for their exceptional service, the top quality of their marketing and their excellent reputation for results. They have helped over three thousand families with their real estate needs including those who had a lifestyle dream of owning homes in multiple areas.

Our mission is to elevate the practice of Real Estate to an art form and to deliver a Real Estate experience that is reimagined and extraordinary. Surprising and delighting our clients along each step of the way in their journey with us is how we ensure that they will spread the word and our business will flourish.

Marta and Neil are passionate about real estate. Rarely do you get a second chance to do it right if not done well the first time. Putting your clients in the center of all decisions and serving them to the highest level is what it is all about. Real estate is not about selling just a house. Homes are not just bricks and mortar, they're a place where memories are made and dreams are realized. We recognize how important our skills, as a Realtor®, are in helping other families live out their dreams.

We know that Real Estate is not just about contracts! It's more about the relationships that are formed along the way. We work hard to master the art of real estate and to give exceptional service. We want our clients to be absolutely confident that we will do everything we can to help them achieve their goals. We are successful, when you are successful.

# The DuPree Team Realtor-Associates



**Vicki Smith Flyth**, a Licensed Broker Associate since 1979 and a native Floridian, is an expert in both Residential and Commercial properties. Formerly the President of Keyes in Central Florida, she now resides back in South Florida. She is fluent in both English and Spanish.



**Josh Logan**, a licensed Realtor joined the DuPree Team in 2017 bringing a wealth of additional knowledge and experience to the team with a unique background in hospitality, investment properties and remodeling. This background sets him apart from the competition with his superior negotiation skills, casual business style and detailed insight into things often missed by the average joe. He has attended both the Pennsylvania State and Johnson and Wales Universities focusing on management with an associate degree in culinary arts. His attention to detail and positive attitude are sure to help you sell your property for the best possible price and in the shortest timeframe and are reason enough for anyone to hire The DuPree Team to sell and/or buy their next property.



**Jim Howrey**, a Licensed Realtor®, joined Keyes in 2005 after a successful 25 year career in Information Technology as a Project Manager and Director. He is equally comfortable working with buyers and sellers and understands that, for most clients, buying or selling a home is one of the most important decisions in their lives.



**Steve Lourim**, a Licensed Realtor®, has extensive experience working with clients. By pinpointing their specific needs, he consistently generates successful results for them. Clients fine Steve's professional approach and easy-going personality, refreshing and especially helpful during the home search process.



**Sharon Podwol**, a Licensed Realtor® and seasoned professional, is dedicated to serving our clientele with integrity and skill. Sharon brings her business acumen; extensive marketing and development experience as a Madison Avenue Advertising Executive, to assisting clients define and achieve their real estate goals.



**Kevin M. Reynolds Esq.**, a Licensed Attorney and Realtor®, is dedicated to providing his clients with the highest level of professional real estate services. Whether you are looking for your first home, or an experienced investor, Kevin would very much enjoy the opportunity to partner with you and turn your real estate dreams into an address.



**Bryan Zand**, has over 25 years of real estate experience in the South Florida area and over two hundred million dollars in sales over time. When you work with Bryan, you are getting an experienced and patient Realtor®, who will always has your best interest in mind.

# The DuPree Team Support Staff



**Neyda Hughes**, listing manager and client care specialist, is a native Floridian and is a Licensed Realtor®. Neyda assists in many aspects of the listing transaction from calling homeowner associations to verify information, setting up showings, providing feedback to our sellers and helping to make the properties. Helping buyers and sellers throughout the day brings a smile to her face. Neyda is fluent in English and Spanish. Having a bilingual professional on our support team brings a great benefit to all.



**Michele Sierra**, closing coordinator, is a licensed Realtor and native Floridian. She is a very knowledgeable and resourceful asset and strives to facilitate all parties so that they have a stress-free, positive experience throughout the transaction. There are so many details that need to be followed up with during the closing and you can be assured that you will be a top priority when you work with our team. Being a hard worker and dedicated team player, she gives the best service possible. Michele enjoys being active in the community and quality time with family and friends.



**George Flyth**, a Florida certified licensed appraiser for over 40 years is an integral part of the DuPree Team customer's confidence knowing that they have bought and sold at the "right price." Sellers and buyers want to be assured Realtors are using the best comparable sales to help them make the most informed decisions for one of the most important financial transactions in their life. George was the President of the American Society of Appraisers, RTC/Court approved; FHA certified, was on the FHA appraisal panel and was adjunct professor at Valencia Collage for 15 years teaching Real Estate appraisal and real estate law courses.



**Kayleigh Hughes**, is our team data base and marketing specialist, helping our buyers and sellers throughout the day. Kayleigh, an art major, has expertise in marketing software and assists with creating our brochures. She also answers the phones provides Realtors with listing information, sets showing appointments, enters information in our database and will help wherever is needed.

# The Keyes Company

## The Most Comprehensive Real Estate Network in South Florida

### **58+ Offices**

In South Florida

### **6 Counties**

Miami-Dade, Broward,  
Palm Beach, Martin,  
St. Lucie and Volusia

### **3,000+ Associates**

Talent and dedication  
that's second to none

### **90+ Years**

Independently owned and  
operated since 1926

### **Global reach**

A network of 50+ Countries



Accessible  
Offices



Regional  
Influence



Dedicated  
Associates



Legacy  
of Awards



Leading RE®

Our Associates are the most highly trained and effective in the area. This standard-setting reputation for integrity and excellence had consistently earned a key spot in the Top 50 Brokerages in the US.

# Global Network

## Access An Elite Global Network



*Leading*  
REAL ESTATE  
COMPANIES  
OF THE WORLD

565+  
Firms

65  
Countries

\$368 B  
in Annual  
Home  
Sales

4100  
Offices

We are a founding member of Leading Real Estate Companies of the World®, a global network of more than 565 real estate firms across 65 countries, with over 130,000 Realtors® worldwide. Meaning that we're not only experts within the local Florida region, but we have access to an expansive network that our clients and Associates can leverage.

▲ Your home's future owner may be a block—or an ocean—away. Keyes has the resources to find them for you, fast!

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# Leading Real Estate Companies of the World

## LeadingRE® Dominates In Home Sales For The Top 500 Real Estate Firms

Leading Real Estate Companies of the World®, The Keyes Company, Network Affiliates **\$368 Billion**

RE/MAX **\$306 Billion**

Coldwell Banker **\$260 Billion**

Keller Williams **\$225 Billion**

Berkshire Hathaway Home Services **\$150 Billion**

Century 21 **\$127 Billion**

Sotheby's International Realty **\$68 Billion**

ERA **\$21 Billion**

Better Homes & Gardens **\$19 Billion**

Realty Executives **\$17 Billion**

HomeSmart **\$12 Billion**

Real Living **\$9 Billion**

SOURCE: REAL TRENDS TOP 500 FOR 2015 PRODUCTION

Listing your home with Keyes provides unprecedented reach, exposing your property listing to thousands of potential buyers at home and abroad.

- We partner with over 565 brokers from around the U.S. and in international locations.

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# Global Network

## Online Listing Syndication



Keyes has an aggressive strategy for attracting home buyers to your listings. By distributing your listing information and photographs to over 900 premier websites, from Zillow and Trulia to Realtor.com, we maximize every opportunity to bring qualified buyers to the table.

Keyes.com  
LuxuryPortfolio.com  
Xpertrealty.com  
Realtor.com  
Home Finder.com  
IPRE.com  
Platprops.com  
RealtyTrac.com  
Zillow.com  
ApartmentList.com  
ELookyLoo.com  
FindAPlace4Me.com  
FreedomSoft.com  
HarmonHomes.com  
HomeBidz.com  
HomesAndLand.com  
HomeWinks.com  
HUDSeeker.com  
Juwai.com  
LakeHomesUSA.com  
LandsofAmerica.com  
LeadingRE.com  
LiquidusMedia.com  
MobileRealEstateListings.com  
PropertyPursuit.com  
RealEstateCentral.com  
RealtyStore.com  
RentSocial.com  
ShowingSuite.com  
USALifestyleRealEstate.com  
Vast.com  
AdWerx.com  
BuyerHomeSite.com  
CommercialSearch.com  
Eppraisal.com  
Foreclosure.com  
GuidanceRealty.com  
Home2me.com  
HomesbyLender.com  
HomeTourConnect.com  
HouseHunt.com  
ImagesWork.com  
LandAndFarm.com  
LandWatch.com  
LearnMoreNow.com  
LotNetwork.com  
NewHomeSource.com  
PropertyShark.com  
RealQuestExpress.com  
RentRange.com  
SellersLane.com  
TheRealEstateBook.com  
Trulia.com  
USAGolfHome.com

# Website Marketing

Our properties are seen by  
over 200,000,000 people worldwide



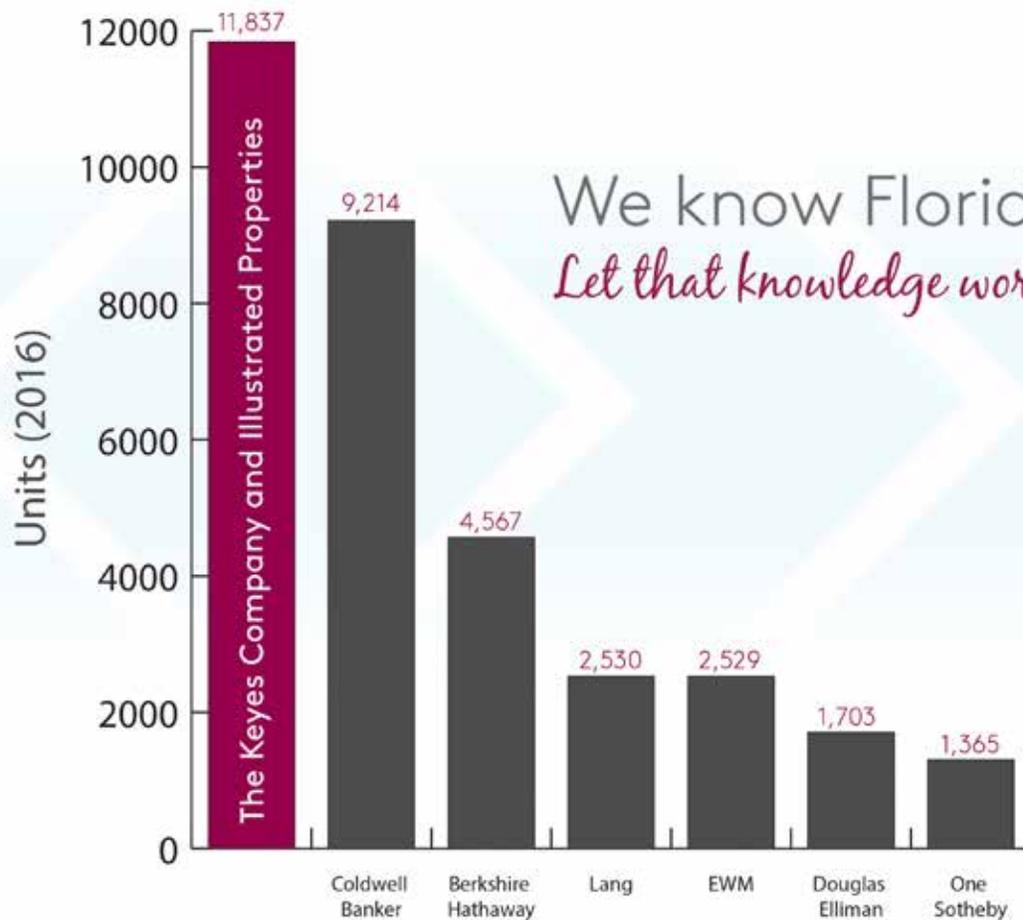
954-752-1986

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# The Keyes Company and Illustrated Properties are sold on South Florida

We close on or lease a property in South Florida every 25 minutes.

When it comes to real estate in South Florida, no one has more experience or success than The Keyes Family of Companies.



\*BrokerMetrics List/Sold Numbers for South Florida from 1/1/2016 - 12/31/16

The Keyes Family of Companies



The  
Keyes  
Company

PLATINUM ILLUSTRATED  
PROPERTIES PROPERTIES

VG  
VALORE  
GROUP

Founding Member & Shareholder of  
*Leading* REAL ESTATE COMPANIES IN THE WORLD  
LUXURY PORTFOLIO INTERNATIONAL

FL19070003AMF

954-752-1986

[www.DuPreeTeam.com](http://www.DuPreeTeam.com)

# Photography Does Make A Difference

Standard Photography:



DuPree Team Photography:



HDR Photography is imperative and we will market your home with photos of the highest quality.



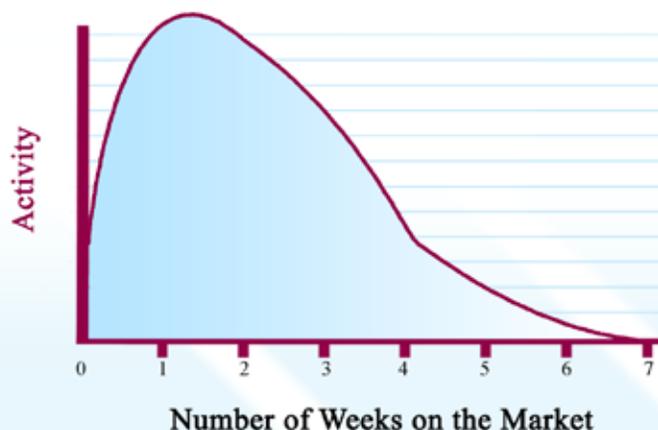
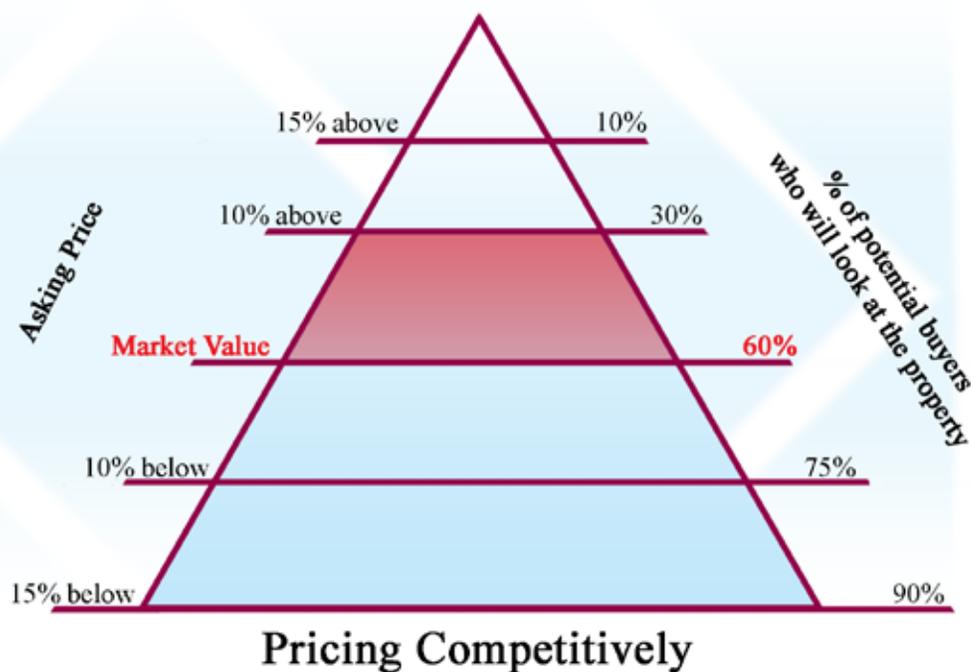
The DuPree Team works with hand-selected professional photographers to take photographs highlighting each listing's unique design, architectural elements, and high-quality finishes. Our unsurpassed high dynamic range photography is enhanced to make the "blues bluer", "greens greener", and convey the listing's attributes to prospects more effectively.

# The Power of Pricing

## It's Always a Seller's Market if "The Price is Right"...

Determining the best competitive listing price can be one of the most challenging aspects of selling a property. It is also one of the most important. If your property is listed at a price that is above market value you will lose potential buyers and will waste time.

Timing is a critical factor to keep in mind when pricing your home. A property attracts the most attention, excitement and interest from potential buyers and the real estate community when it is first listed on the market. Therefore, your home has the highest chances of selling when it is fresh on the market and the price is reasonably established.



# Marketing Plan of Action

- Schedule with property owner a time to take HDR photos.
- Review showing tips and assist with staging home if needed
- Enter Listing in Multiple Listing Service (MLS)
  - Reaching over 60,000 realtors in the tri-county area
- Install For Sale Signs
- Prepare professional color brochures including multiple photo pages, full property description, MLS information, floor plan and survey (when available), aerial view and community page
- Create advertising plan and schedule
- E-blast property flyers to Realtor community
- Add property to Circle Pix (virtual tour)
- Feature home on DuPreeTeam.com and FloridaHomeCenter.com
- Showcase property on Keyes.com and Keyes partner websites
- Syndicate property to Leading Realtors of the World and 900+ websites
- Team preview/caravan and announce to The Keyes Company's 2,000+ associates
- Provide our sellers with feedback on all showings and property reviews
- Provide Weekly Seller Report providing you internet traffic and market listing activity.
- Promote property on social Media
  - Twitter, Facebook, Pinterest, Google Plus, LinkedIn
- Promote property on several luxury real estate websites including: luxuryportfolio.com and wallstreetjournal.com
- Brokers Open House Inviting Top Realtors and Master Broker Realtors

## On Going:

- Continued ongoing communications with feedback
- Show property to potential buyers
- Evaluate home's current positioning in the market place including price, value, days on the market, etc.

## The Result:

Obtain and negotiate an acceptable contract on your property

and

**“Get it Closed!”**

# Preparing Your Home

The greatest first impressions begin with a clean and clutter-free home. This is what today's buyers are looking for. As your chosen Keyes associate, I will guide you along the way to make the impression that can make the sale.

## Your Home's Curb Appeal

- Maintain lush lawn
- Trim shrubs
- Edge gardens and walkways
- Touch up exterior paint and repair gutters
- Polish all exterior hardware
- Routine A/C inspection, including filter replacement
- Paint the front door
- Add a new front doormat
- Replace doorbell if necessary

## General Interior Tips

- Prepare walls in neutral and warm palette
- Professionally steam clean carpet
- Polish hardwood floors, refinish if necessary
- Wash all windows, window sills, vacuum blinds
- Clean, declutter and stage fireplace for showing
- Clean out and organize closets, add extra space by packing clothes and items you won't be using or needing.
- Remove extra furniture, worn rugs, and items you do not use; keep papers, toys, etc. picked up-especially on stairways
- Repair problems such as loose door knobs, cracked molding, leaking faucets and toilets,squeaky doors, closets, or screen doors which are off their tracks
- Place fresh scented candles, plug ins or diffusers throughout the home
- Secure jewelry, cash, and other valuables

## The Living Room

- Create a warm and welcoming area

## The Dining Room

- Have all display items cleaned and polished
- Set the table for a formal dinner to help potential buyers imagine entertaining here

## The Kitchen

- Make sure appliances are spotless inside and out
- Make sure all appliances are in perfect working order
- Check for any hidden areas that may accumulate dirt
- Clean baseboards and flooring
- Declutter all counter space, remove countertop appliances
- Organize items inside cabinets, pre-pack anything you will not be using before you move

## The Master Bedroom

- Organize furnishings to create an inviting and relaxing environment

## The Bathrooms

- Remove all rust and mildew
- Make sure tile, fixtures, shower doors are clean and shining
- Make sure all fixtures are in good condition
- Replace loose caulking or grout
- Make sure lighting is bright, but soft
- Stage with fresh towels and candles

## The Garage

- Sell, donate or dispose of any unnecessary items
- Provide strong overhead light
- Organize storage or work areas

## The Attic

- Organize and declutter area
- Make sure energy-saving insulation is apparent
- Make sure air vent is in working order
- Provide strong overhead lighting

## When It's Time to Show

- Prepare a resource folder containing recent utilities, insurance, tax and repair work orders to facilitate potential buyers
- Ensure proper lighting by opening blinds, drapes, etc.
- Declutter, check to make sure beds are made with fresh linens and pillows, clothes must be put away
- Give the carpets a quick vacuuming
- Set pleasant mood with ambient music
- Add some strategically placed fresh flowers
- Arrange for pets to stay with neighbors during showings
- Make sure pet areas are clean and odor-free
- Make sure all trash is disposed of in neatly covered bins

# From Contract to Closing

## Now That You Are Under Contract

The Seamless Transaction... here are some of the steps we take during the “under contract” process:

- We confirm that the earnest money has been deposited in the escrow account.
- We deliver condominium declarations and by-laws or Home Owner Association documents to the Buyer or their Realtor®.
- We follow up by email with signed contracts for signature by all parties, when required or requested.
- We coordinate with the Buyer’s lender regarding loan approval process and time scheduled.
- We ensure appraisals and necessary surveys have been ordered in a timely manner.
- We obtain a pre-qualification or loan approval letter from the Buyer’s lender.
- We arrange access to the home with the appraiser.
- We deliver signed Seller’s Property Disclosure to the Buyer for acceptance. We also handle Lead-Based Paint Disclosures and other necessary documents as required.
- We schedule the property inspection and negotiate items that are requested. We obtain estimates for repairs that are necessary. We also coordinate mold inspections and mitigation when necessary.
- We negotiate the transfer of any applicable Club Memberships.
- We review your Closing Disclosure Statement prior to closing and coordinate actual closing arrangements, key transfers, etc.
- We coordinate final inspections.
- We consult with you, the Buyer and the selling Realtor® throughout settlement and troubleshoot any potential problems in advance and, if needed, handle last minute complications.

Our Goal is...  
to have you leave your  
real estate experience with us  
“feeling like it was the best you ever had!”

# Master Brokers Forum

**Marta DuPree & Neil DuPree** are members of the Broward Chapter of Master Broker's Forum since 2004. Marta is also on the Board of Directors for this elite group of Realtors.



**Master Brokers Forum** is a group of over 400 Real Estate agents in Dade, Broward and Palm Beach Country established in 1993. It is an invitation only group of Realtors meeting the requirements of: 5 million dollars in closed sales each year with a minimum of 5 years in Real Estate Sales. Each Realtor also must have integrity and admiration of their colleagues. Meetings throughout the year include:

- Networking and exchange of ideas.
- Staying at the cutting edge of the real estate industry through sharing and learning about new products.
- Spearheading the identity of the best of real estate professionalism.
- Addressing issues that impact the real estate industry in the South Florida community.
- Sharing listings and co-op Sales with the top Realtors in the Tri-county area.

The DuPree Team listings are:  
Published online in the Master Brokers Forum  
-and-  
Distributed to all Master Brokers



*Certificate of Recognition*

*Marta Du Pree*

In recognition of being a part of the  
2017 Top 250 Latino Agents Award  
as recognized by the

National Association of Hispanic Real Estate Professionals®

A handwritten signature in black ink, appearing to read "L Pareja".

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Leo Pareja

2017 NAHREP President

A handwritten signature in black ink, appearing to read "G Acosta".

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Gary Acosta

NAHREP Co-Founder & CEO

# Our Clients Speak For Us

## Success leaves an impact!

We have helped more than three thousand families with the sale of their home!

Let your property be the next addition to a history of success!

“Everyone was enthusiastic, professional and positive. The DuPree Team met our expectations in every way. They thoroughly understand the Real Estate market in South Florida . . . The entire DuPree Team was very enthusiastic, courteous and hardworking. They always answered their phone! The closing specialists made the process problem free. All in all, it was a most positive experience.”

- Raul & Mary Romero

“I wanted to take this opportunity to thank you for all the work you and the DuPree team put into selling my mother’s condo. My sister and I are very thankful for all your efforts. The team that you have put together is very knowledgeable and was very helpful in getting through the process.”

- Dennis Camarota & Darlene Johnson

“The DuPree Team was excellent, efficient, gave great advice and was always very professional.”

- Dr. & Mrs. Kottoor

“Marta and her great team were exceptional from the beginning to the end of this process. Everyone with whom I interacted was professional, kind, courteous and very attentive to details.”

- Beverly Clampett & Stephen Jenkins

“Excellent service! We sold the house in three days and for the full asking price! Good advice, excellent communications. Highly recommend the DuPree Team.”

- Fernando & Claudette Concha

“The DuPree Team is the BEST!” - Lily & Jim Craig

“I enjoyed working with Marta DuPree. She’s a knowledgeable lady and a pleasure to work with! I have referred her to several of my friends who will be selling their homes in the near future. Marta is awesome!!!”

- Cheryl Nellis

“Neil and Marta DuPree are the most impressive real estate agents I have ever worked with. I am located in North Carolina trying to sell my previous home in Florida. Through constant communication, phone, text, ect. They made me feel like I was right there. They offered suggestions for repairs, recommended local companies to complete the repairs and constantly stopped by the property to check that the work was being completed properly and on time. This enabled me to get a higher price! I can’t thank them enough for steering me through the entire selling process. It was successful.”

- William Morrison III

# Realtors Love Working With Us!

## How does this help you *SELL*?

**REALTORS** like to show our listings - They have confidence in our professionalism, ethics, honesty and integrity.

### **REALTORS KNOW:**

- We have reliable comparable sales to back the asking price
- Our properties are easy to show
- We are easy to reach and return all calls promptly
- We know the neighborhood and can help “sell a lifestyle”
- We are “tireless” expert negotiators
- We are accessible 7 days a week
- If they sell one of our listings, the transaction **WILL CLOSE!**

# Our Partnership

**The marketing and sale of your property requires us to work together to get the job done.**

**Here is what we ask from you:**

- Price your property competitively.
- Prepare your property to be in the best possible condition for showings.
- Cooperate in making access for showings as easy as possible for Realtors.
- Provide all pertinent information and documents related to property as requested.
- Consider all offers individually. Be prepared to make reasonable compromises when necessary.
- Return all paperwork promptly.
- Take care of any maintenance required.
- Plan to close and vacate the property on schedule, per the contract.
- Deliver your property in the condition required at closing.

