

# What can a CDRE® do for your clients?



**Besides a smooth and proven listing process for divorcing parties, as a CDRE®, Rachel E. Soto Vesta can provide many beneficial á la carte services, such as:**

## **O&E - FREE**

An Ownership and Encumbrance (O&E) report is a limited title search that dates back to the last sale of the property and includes information on mortgages and liens. It is vital to first confirm, at the start, which parties are on title and identify associated encumbrances in order to fully understand each client's true equity position and relationship to the real property. This information informs which options for negotiating the real property are viable.

## **Listing Strategy Session - FREE**

Whether named in the court order, mutually agreed upon by the divorcing parties or recommended by attorneys, Rachel Vesta always provides free listing strategy sessions to discuss the option of selling the subject property(ies) — at the highest possible price in the shortest possible time and in alignment with any other goals.

## **Monthly Legal Education (CLE) Webinars - \$55 or FREE w/code**

Education and being a resource are two business pillars. As a CDRE® and with extensive background in education, Rachel Vesta sponsors monthly virtual CLEs on the 4th Wednesday of the month (Jan-Oct). Invitations are sent via email and LinkedIn events.

## **Desktop Comparative Market Analysis: (CMA) \$150**

A CMA is a sight-unseen report that provides a broad overview of a potential property value range through neighborhood/comparable sales activity. This analysis is not intended to determine final list price nor to be used as a final basis for asset division valuation. Rather a Desktop CMA may be a good starting point for initial conversations as parties begin to explore options related to the house.

## **Full Fair Market Valuation (FMV) \$400\***

An FMV is an in-depth, comprehensive, pricing analysis that includes a walkthrough of the property and determines what a property might sell for if put on the open market at a specific moment in time. This formal report, also known as a Broker Price Opinion (BPO), takes into account subjective and objective data and considers additional property value adjustments from the perspective of a potential buyer as well as any current market influences. \*In cases of extremely unique homes/properties, this price may vary. Any other pricing will be disclosed before starting..

## **Expert Witness Testimony - \$850 Half Day | \$1,400 Full Day**

Across the nation, CDREs® are recognized as experts within the court when it comes to real estate and the intersection of divorce. If your case is in need of an expert witness to attest to property values, reasons for a home not selling, market conditions, or anything of the sort, Rachel Vesta can be your expert!