



YOUR LAND GIRLS

Guide to Selling Recreational Land



ALLIE KOON | REBECCA BOWEN
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A LIL BIT ABOUT OUR RESULTS

Where Marketing Matters

Guaranteed Results

Ranked #1 in the Midlands for Coldwell Banker

Top 100 in the US

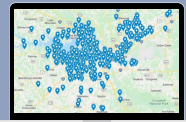
All Coldwell Banker Realty Brands



The Road Map
to Working
with Us!

Helped 188 Families (2023)

Over 1,200 Homes Sold Total



2023/2024 Results & Strategy

14 Day Average in 2023 (List to Contract - Residential)

Average Listing vs. Sales Price - 99.1% in 2023

Compared to Agent Average - 91.5% | **7.6% MORE**

Gained Sellers \$2 Million+ in Equity

OVER ZESTIMATE VALUE

3- Month Listing Agreements (Residential)

WHAT YOU CAN EXPECT FROM US

Honesty & Integrity

Loyalty & Respect

Responsive & Timely

Expert Guidance

Guidance Through

Complexities

Market Expertise

Negotiation Skills

Access to Listings

Time Savings

Advocacy

Network



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WHAT IS AGENCY?

SC CODE 40-57-370

By SC Law no matter who you hire to be your agent this must be explained In A Meaningful And Easy To Understand Manner.

I am required by the law of South Carolina to disclose to you the the different types of agency and the level of representation outlined in the law. You have the choice of level of relationship. Your decision will be put into writing to protect you as the consumer.

WHAT YOU CHOOSE AND WHAT IT MEANS.

Customer: I can provide you information, that is readily available to consumers, fair dealings, and good faith.

Client: Obedience, loyalty, disclosure, confidentiality, reasonable care.

The Three Most Important Differences:
Advising, Advocating, and Counseling.

When?

This Must Be Presented at The First Practical Opportunity after Substantive Contact.

Substantive Contact: When the conversation turns from casual/ introductory to a meaningful conversation related to buying or selling motives.

How?

In person or electronically.



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MEET YOUR AGENTS

Hey Y'all



Rebecca and Allie! we are two moms and realtors taking the real estate industry to the next level. Together, we have formed a powerhouse partnership that has proven that two are better than one. Since 2016, we have combined our extensive area knowledge, industry contacts, and commitment to strong communication to the #1 Team in South Carolina for Coldwell Banker. Rebecca, a beach native of bluffton, and Allie, hailing from the mountains of north carolina, we bring a diverse perspective to the real estate game from luxury to land sales and anything in between. our unique backgrounds give us an edge in understanding what our clients need. This has helped us build a strong reputation for proven success in helping clients find the right properties, from 200 acres of hunting land to the most luxurious lake home.



They call us the blonde and brunette duo, we work tirelessly to educate ourselves on the latest trends and best practices in the real estate market. we are passionate about our work and genuinely care about our clients' needs and wellbeing. With a focus on building lasting relationships, we have earned the trust and respect of our clients, colleagues, and industry partners.

if you're looking for a dynamic team with the expertise, experience, and personality to help you navigate the real estate market, look no further. we would love to be your top choice for buying or selling property in South Carolina.

Lets Go Wrangle You Up a House



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scmidlandsagent.com



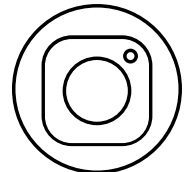
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WE DO MORE THAN PUT YOUR HOME ON MLS
AND WISH FOR THE BEST

Marketing Beyond MLS

How?

- By Our Signature Property Presentation.
- By Online Marketing Approach / SEO
- Capturing Buyers Online



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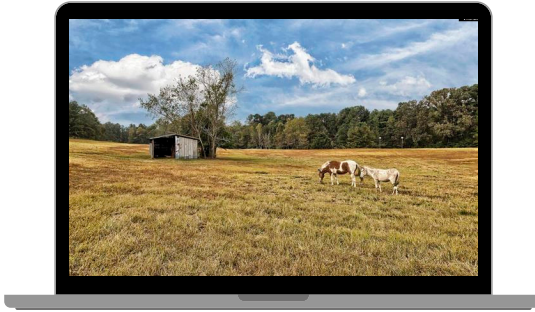
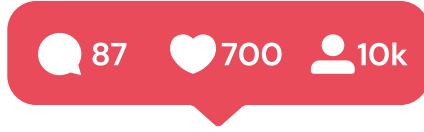
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AN EFFECTIVE APPROACH TO MARKETING

Everything we do is to create a predictable experience



42,000+

Monthly website
impression average

2M+

Social & Newsletter
Lifetime Reach

7K

AVG Reach Monthly
just on Rebecas
Facebook Page

**One of the most powerful real estate
websites in our market.**

WWW.THEPATRICKOCONNORTEAM.COM

CLIENT SUCCESS STORIES



61.960 ACRES

Our Hunting Property
Sold in 162 days!

Check out Our
Marketing Video for
This Property [HERE](#)



61.72 ACRES

McCormick Hunting
Property Sold in 108
days! Check out Our
Marketing Video for
This Property [HERE](#)



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STANDARD OPERATION

Procedure



Initial Contact

- When a person reaches out: Collect name, number, address, and email, Schedule a visit to look at the house. Do not discuss numbers. Instead, send an email with a Comparative Market Analysis (CMA) including: Financial and Market Analysis, Advising on investment potential and resale value, Assisting with financing options and mortgage broker referrals, Due Diligence and Compliance, Verifying property titles, liens, and legal status, Ensuring zoning and code compliance Include marketing materials and a letter.
- Note: We require two weeks' notice prior to scheduling photos. We may recommend preliminary steps like a home inspection before listing or having the house measured. (Will be discussed in CMA email)



Paperwork & Property Search

- Send the canned seller email to inform them about the house going under contract.
- Provide the closing attorney information
- Offer and Negotiations:
 - Crafting competitive offers and counteroffers Negotiating terms, price, and contingencies with sellers Managing multiple offer situations and bidding wars
 - Repair Addendum:
 - If repair addendum comes back, ensure repairs are made which are agreed upon.



Under Contract

- Send the canned buyer email when the house goes under contract. Offer and Negotiations: Craft competitive offers and counteroffers. Negotiate terms, price, and contingencies with sellers, Manage multiple offer situations and bidding wars. Transaction Management: Oversee all paperwork and contractual documents, Ensure legal and regulatory compliance, Coordinate with lenders, title companies, and other involved parties, Conduct due diligence checks, including verifying property titles, liens, legal status, and ensuring zoning and code compliance. Inspection and Repair Addendum, Schedule inspections and review results with the buyer to determine repair needs.



Loan Processing

- Speak with the loan officer and wait for clearance to close. Continue transaction management, including overseeing paperwork, ensuring compliance, and coordinating with involved parties.



Closing Table

- Facilitate the closing process and finalize the transaction. Oversee the final property walkthrough.
- Assist with settlement statements and closing documentation.

As your real estate agents, we're here to guide you through every step of selling your home, ensuring a smooth and successful experience. Let us help you find your dream home while navigating the complexities of the real estate market with ease!

Sell With Confidence

SELLERS

Interested in selling? Scan to
set up no-obligation
consultation

List with the #1 CB Team in SC
| Top Notch Marketing



**REMEMBER, IF WE ARE
NOT IN YOUR STATE WE
KNOW PLENTY OF
REALTORS IN OUR
NETWORK! REACH OUT SO
WE CAN REFER YOU TO A
TRUSTWORTHY REALTOR.**

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