



2022 JHT GROUP

Seller's

G U I D E

CALVIN YOO





To sell your property

for the *most*
amount of

MONEY

in the *least*
amount of

TIME



Hello, I'm Calvin Yoo



REALTOR

DRE #02062970

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e. calvin@jhtrealty.com

 @calvinyoo_jht

Scan Here



While individual growth is celebrated, lifting people up is the true definition of community. As an entrepreneur running my coffee business, I have created a culture of encouragement over the five years of serving the community. As a result, my coffee shop has earned a reputation for its quality of products and services and its warm, encouraging, and positive environment. Seeing my guests receive the love and care they truly deserve and feel empowered is undoubtedly most rewarding.

As a realtor, I aim to provide my clients with the same high-quality service. Choosing a home and making a big financial decision may seem daunting if done without proper guidance. Therefore, I intend to give easy steps to walk you through a stress-free home buying experience and to make a house your home.

My focus will be on prioritizing relationships and heart connections. I am excited to build new ones with you and help accelerate your American dream into a reality. Being part of this journey is an honor and a blessing, and I hope that it all reciprocates to you. My name is Calvin, your favorite Realtor from the JHT Group at eXp Realty.

CALVIN YOO
REALTOR®



We work as a team

Moving your home sale from contract to closing requires minimum 180 individual tasks. That's a lot of details that no single agent can effectively manage. Our team of professionals works collaboratively across five separate positions, each giving 100% attention to their area of expertise—for the same price as an individual agent. Together, we handle the entire process, so you can relax, knowing every detail is taken care of.





JIN HONG

CEO | Realtor
DRE# 01493237
(714) 336-5222

Meet Our Team



SILVIA HAN

Operation Manager | DRE# 02015197
(714) 732-2170



CALVIN YOO

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ALEX KIM

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(714) 883-2669



KAY GORDON

Realtor | DRE# 02130650
(949) 393-3311



MINHEE LEE

Transaction Coordinator
DRE# 02161448

We sold faster

In 2021, the average number of days on market for my team's listings was 5 days. OC average 31 days. and LA average 41 days. National average 30 days.



We sold higher

+5.3%

That's \$53,000 more
(for a property value of \$1M*)



0.3 %

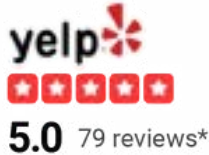
LOCAL MARKET



In 2021, with JHT Group's marketing tools and expertise, we sold 5.3% higher than the listed market value.

Testimonials

We have more than 300 five stars reviews from at Zillow, Yelp, Facebook.



(*Updated on 6/2/2022)

Positive: Professionalism, Responsiveness

JHT Group is absolutely amazing. We had been looking for a home to purchase for a few months and faced a lot of obstacles. The market was too competitive and we were about to give up on our search. Then we consulted JHT. JHT makes real estate super easy. The team leader Jin is highly competent and professional. Our agent Allen was attentive, speedy, and dedicated to our search for our dream house. We closed escrow yesterday. We are thrilled to have worked with JHT and recommend them highly for anyone's real estate needs.



Jessie K.
from Google



Local knowledge



Process expertise



Responsiveness



Negotiation skills

Selling our home with the Jin Hong Team was exceptional! Everything went so smoothly and what I appreciated the most was their quick responses.

Since this is all happening during the pandemic, we were worried about prospective buyers visiting our home while we were still residing there. They eased our worries by providing all the sanitizing needs: masks, gloves, hand sanitizer, and even shoe covers were packaged in nice little one-time use packets for each visitor. They even taped a warning sign on the front door to make sure that everyone abided by the rules.

The no-hassle, online form-signing was also great. We would be notified via email for any new DocuSigns and only had to visit their office once for the final document signing.

They represented our home in the best way possible through great pictures and videos. Their 3D-walk through was amazing and they spent very little getting this done.

We purchased this home through them and sold the same house through them since we fully trust the team. Thank you JHT Group for your excellent service!

Sold a Condo home in 2021 in Foothill Ranch, CA.
from Zillow

Positive: Professionalism, Quality, Responsiveness, Value

Selling our home with the Jin Hong Team was exceptional! Everything went so smoothly and what I appreciated the most was their quick responses.

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Kate O.
from Google

MORE REVIEWS



Listing Side Commission Tier Chart

	Basic	MOST POPULAR Standard	Premium
Commission* <i>(*Listing side only)</i>	2%	2.5%	3%
Photo	✓	✓	✓
Open House	✓	✓	✓
List on MLS	✓	✓	✓
Flyer	✓	✓	✓
Drone	✓	✓	✓
3D Virtual Tour		✓	✓
Targeted Mail		✓	✓
Interior Cleaning		✓	✓
Local Notary Service		✓	✓
Free Termite Inspection (\$150)		✓	✓
Staging			✓
Property Video			✓
Free Transaction Fee (\$350)			✓
Minor Repairs (Labor Cost Only)			✓

Active Marketing Materials

Today's home buyers are armed with more information than ever. It is absolutely vital that your online listing has **high-impact images** to make a lasting first impression and create a desire to see more. And we are ready to help!

Professional Photographs

Beautiful, eye-catching photos are so important to attract buyers who search online for your home. We take the highest quality photos for the greatest impact and to highlight your home's best features.



Drone Photography

Our camera-equipped quadcopter shoots high-def photos and video from the air, to capture an impressive point of view of your home.

Staging

The home speaks to the buyers. We use professional interior designers to highlight your home to make it more personal to the buyers.



3D Tour

Our Matterport camera features powerful new technology to create a detailed 3D Showcase of your home, for the ultimate virtual experience. With this technology, home buyers can move through your property online, to see it from every angle. 3D showcases are especially popular.

Listing Overview

1

Preview

Listing specialist visits your home prepared with a Comparative Market Analysis (CMA) and will strategize the best way to price & market your home.

2

Details & Docs

Once the seller and agent agree on pricing and strategy, we will prepare an agreement and documents for you.

3

Pre-listing preparation

Listing coordinator will arrange a schedule with you for staging, interior & exterior photographs, 3D virtual tour and any other additional marketing information.

4

Showings

We will coordinate with you on the best times to show your home to potential buyers while keeping in mind COVID-19 regulations.

5

Choose An Offer

After successful showings we will present you the offers where it is up to you to accept/negotiate the terms of one of the buyer's offer, and sign the offer to go 'under contract'.

6

Due Diligence Period

Buyers will use the next 10 to 21 days to inspect, examine, and appraise the property before fully committing to the closing.

7

Requests

After the buyer has done their due diligence, buyers submit a repair/credit request to have any issues resolved before closing on the home.

8

Moving Time

As you draw closer to the closing date, you'll prepare for moving day, transferring utilities, and emptying the house for the buyers.

9

Closing

Buyers complete the final walkthrough, record title, and disburse funds to make it official.

A Checklist for Selling Your Home

As you get ready to sell your house, add these items to your to-do list. We will also provide other helpful tips based on your specific situation.

MAKE IT INVITING



Open blinds or curtains to let the light in



Check lightbulbs and replace as needed



Take down personal photos or items



Fix anything that's broken



Give every room a clear purpose

SHOW IT'S CARED FOR



Clean your vents and baseboards



Vacuum, mop or sweep floors



Declutter throughout



Organize countertops, cabinets, and closets



Touch up any scuffs on the walls

BOOST CURB APPEAL



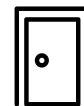
Power wash outdoor surfaces



Wash the windows (inside and out)



Tidy up the landscaping



Freshen up your entry



Sweep patios, decks and walkways



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