



2022 JHT GROUP

Seller's

G U I D E

CINDY VU





To sell your property

for the *most*
amount of

MONEY

in the *least*
amount of

TIME



Hello, I'm Cindy Vu

Scan Here



REALTOR / LOAN OFFICER
DRE #02046508
NMLS #1976773

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 @cindy_jht

 Cindy Vu - JHT Group

 Cindy Ha Vu - JHT Group

 Cindy Vu

My name is Cindy Ha Vu. I was born and raised in Vietnam, came here when I was 15 years old and lucky enough to learn both Vietnamese and American cultures & languages as I was growing up.

I'm an alumni of Chapman University and majored in Business Administration in Finance. I started my job at Bank of America right after college and explored my interest in guiding individuals through financial transactions. Until 2017, I was fortunate to be introduced to Escrow and Real Estate careers. Since then, I knew that I found my passion for Real Estate. As a Licensed Realtor and Licensed Loan Officer with Escrow experience, I can answer all your Real Estate questions and provide five-star service in each and every real estate transaction.

I believe it is important to consistently put my clients' best interests first and make sure they are satisfied with the service I am giving. I love to show my clients how we can build wealth TOGETHER through real estate. My goal is also to help them get closer to owning a property of their dreams.

**CINDY VU
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



CINDY VU

Realtor | DRE# 02046508
(714) 823-1421



ALLEN NAM

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MINNIE KIM

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Realtor | DRE# 02130650
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HAILEY CHUI

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ALEX KIM

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CALVIN YOO

Realtor | DRE# 02062970
(714) 222-6060



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.



5.0 165 reviews*



5.0 79 reviews*



5.0 53 reviews*



5.0 23 reviews*

(*Updated on 6/2/2022)



Local knowledge



Process expertise



Responsiveness



Negotiation skills

Had an opportunity to work with JHT group as a seller and worked with Cindy Vu specifically. Cindy was outstanding for the following reasons. Cindy was responsive throughout the transaction, and informed client with most up to date information. Cindy was knowledgeable and gave the best advice in each stage of the transaction.

Cindy made real estate become easy. Would not hesitate to work with Cindy again.

Sold a Townhouse home in 2020 in Anaheim, CA.

from Zillow



Local knowledge



Process expertise



Responsiveness



Negotiation skills

Cindy Ha Vu helped us so much and worked very diligently during the purchase of our first home! She was very patient with us when we wanted to view many properties before picking our favorite one. We are first time homebuyers that are pretty clueless on the whole process.

Cindy explained and guided us all along the way so that we stayed on track to close. She negotiated the purchase terms for us and was very responsive to any of our questions. We even closed escrow early since everything was going smoothly; so if you are time-constrained, Cindy can facilitate an expedited time frame.

Any buyer would be lucky to have Cindy as an agent. We would not hesitate to work with Cindy Ha Vu again in the future!

Bought a Single Family home in 2020 in Garden Grove, CA.

from Zillow



Local knowledge



Process expertise



Responsiveness



Negotiation skills

I was looking to buy a house and did not have much experience so a friend from my bank has introduce me to Cindy Vu who works for Keller Williams Agency. She is hard worker who did her best for helping me to find my house. She is also very patient and professional. She guided me through the purchase process from the beginning to the end. In less than a month I manage to buy a house for a fair price in a good area. If you would like to find a good house in a short period of time, I would highly recommend Cindy Vu.

Thank you for your help.

Bought a Single Family home in 2019 in Anaheim, CA.

from Zillow

MORE REVIEWS



Listing Side Commission Tier Chart

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

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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