

Jessica Languar

BROKER ASSOCIATE, REALTOR®

Listing Guide

WEBER HOMES CO

6035 REAL ESTATE

About Me!

It's nice to meet you!!

Whether you are in the market for your very first home or your forever home, relocating to Colorado Springs, needing to sell your home or looking to invest in Real Estate, Jessica is the Realtor to help you make it happen! As a true professional, she is wholeheartedly dedicated to making your Real Estate dreams come true.

Jessica is the perfect combination of negotiation, education, and wit. She always looks forward to meeting new people and creating relationships that last beyond the Real Estate process. Jessica is passionate about helping others, and does so with empathy. Your goals are her goals, and where there's a will there's a way!

When she's not meeting with clients, you'll find Jessica with her 3 kids on soccer field sidelines, or likely at Chipotle.

Jessica Languar

BROKER ASSOCIATE, REALTOR®

Follow Me!

@DumbBlondeRealtor

Jessica@SpringsAgent.com

719.351.0986



My Team & Our Mission

At WeberHomeCo, we are committed to expertly guiding our clients through a unique and professional real estate experience that is fun, unconventional and successful!

WEBER HOMES CO

6035 REAL ESTATE

PEAK 2022 PRODUCERS Pikes Peak Top Real Estate Agents

ELITE 25 COLORADO SPRINGS

Appreciation Program

WE HONOR OUR MILITARY AND OUR FIRST RESPONDERS

Thank you for layng your life on the line

When you buy or sell a home through Weber Homes CO, you'll receive a

20% REBATE

Out of our Commission

not a fixed amount based on a range of values!

We are so proud of the fact that many of our dedicated network of professionals are veterans, military mothers, military children and military siblings. This is why we are so passionate to give back not only our own earnings but our time and resources to help them when buying or selling a home, every step of the way.

The Weber Homes CO team are all about taking care of those who take care of our community. Giving back to our local heroes is not only important to us, but also an acknowledgment of the sacrifices first responders make to keep us all safe. Giving up holidays with their families, working long hours and putting themselves under harms way does not go unnoticed or unappreciated. As a token of our appreciation, and a part of our First Responder's Appreciation Program, we are rebating back 20% of our Realtor Success Fee straight back into our hero's pocket's.
We are honored to give back.

*To be eligible, you must be Active Military, a Veteran of the Military, Retired Veteran or a First Responder.

Testimonials

Single Family

“Jessica was extremely professional, knowledgeable, and worked extremely hard to help my wife and find our house. She was available show us house 7 days a week, and worked around our schedules. I highly recommend Jessica to anyone looking buy a house or property in the Coloraco Springs area. “

-Mike R.

Townhome

“I would most definitely recommend Jessica to anyone. I was referred to Jessica by Andrew Weber, as she is part of his team, and she got started right away. In April I moved out to Colorado Springs and the hunt was on. In this insane market she managed to find us exactly what we need. We even got to negotiate, something seemingly rare these days. She’s knows what she’s doing, knows what needs to be done, and knows how to get it done. Tell her what you want, listen to her advice, and the process can be a breeze. We are very happy with our new home and Jessica’s expertise!”

- Joseph F.

Condo

“I could not have asked for a better realtor than Jessica to take me through this process as a first time buyer. The local market is chaotic and overwhelming but she was straightforward and persistent and ultimately helped me find a place that I love to call home. I highly recommend her!“

-Sarah N.







6035 REAL ESTATE

The printed portions of this form, except differentiated additions, have been approved by the Colorado Real Estate Commission. (DD25-5-09) (Mandatory 7-09)

DIFFERENT BROKERAGE RELATIONSHIPS ARE AVAILABLE WHICH INCLUDE SELLER AGENCY, BUYER AGENCY OR TRANSACTION-BROKERAGE.

DEFINITIONS OF WORKING RELATIONSHIPS

For purposes of this document, seller also means "landlord" (which includes subllandlord) and buyer also means "tenant" (which includes subtenant).

Seller's Agent: A seller's agent (or listing agent) works solely on behalf of the seller to promote the interests of the seller with the utmost good faith, loyalty and fidelity. The agent negotiates on behalf of and acts as an advocate for the seller. The seller's agent must disclose to potential buyers all adverse material facts actually known by the seller's agent about the property. A separate written listing agreement is required which sets forth the duties and obligations of the broker and the seller.

Buyer's Agent: A buyer's agent works solely on behalf of the buyer to promote the interests of the buyer with the utmost good faith, loyalty and fidelity. The agent negotiates on behalf of and acts as an advocate for the buyer. The buyer's agent must disclose to potential sellers all adverse material facts actually known by the buyer's agent including the buyer's financial ability to perform the terms of the transaction and, if a residential property, whether the buyer intends to occupy the property. A separate written buyer agency agreement is required which sets forth the duties and obligations of the broker and the buyer.

Transaction-Broker: A transaction-broker assists the buyer or seller or both throughout a real estate transaction by performing terms of any written or oral agreement, fully informing the parties, presenting all offers and assisting the parties with any contracts, including the closing of the transaction without being an agent or advocate for any of the parties. A transaction-broker must use reasonable skill and care in the performance of any oral or written agreement, and must make the same disclosures as agents about all adverse material facts actually known by the transaction-broker concerning a property or a buyer's financial ability to perform the terms of a transaction and, if a residential property, whether the buyer intends to occupy the property. No written agreement is required.

Customer: A customer is a party to a real estate transaction with whom the broker has no brokerage relationship because such party has not engaged or employed the broker, either as the party's agent or as the party's transaction-broker.

THIS IS NOT A CONTRACT.

I acknowledge receipt of a copy of this document on .

Signature: _____ Date: _____

On , Broker provided with this document via and retained a copy for the Broker's records.

Brokerage Firm:

Broker: _____ Date: _____

(DD25-5-09) DEFINITIONS OF WORKING RELATIONSHIP

CTM eContracts - ©2020 MRI Software LLC - All Rights Reserved

CTMeContracts.com - ©2020 CTM Software Corp.



Working Relationships


listing
YOUR HOME

Menu of Services
For Listing

- Expert Property Valuation
- Professional Cleaning
- Staging Consultation
- Professional Listing Photography
- Open House
- Targeted Direct Online Marketing
- Active Daily Prospecting
- Strategic Reverse Prospecting
- Feature Property Neighborhood Advertising
- International Marketing Campaigns
- Automatic Inquiry Text Response Technology

ADD ON SERVICES AVAILABLE

- 3D and VR Property Tours
- Drone Photography and Video
- Pre-listing roof inspection
- Home Warranty Program

These are the services we offer our clients

Every Single Time

regardless of price point.





How to get the most money from the SALE OF YOUR HOME

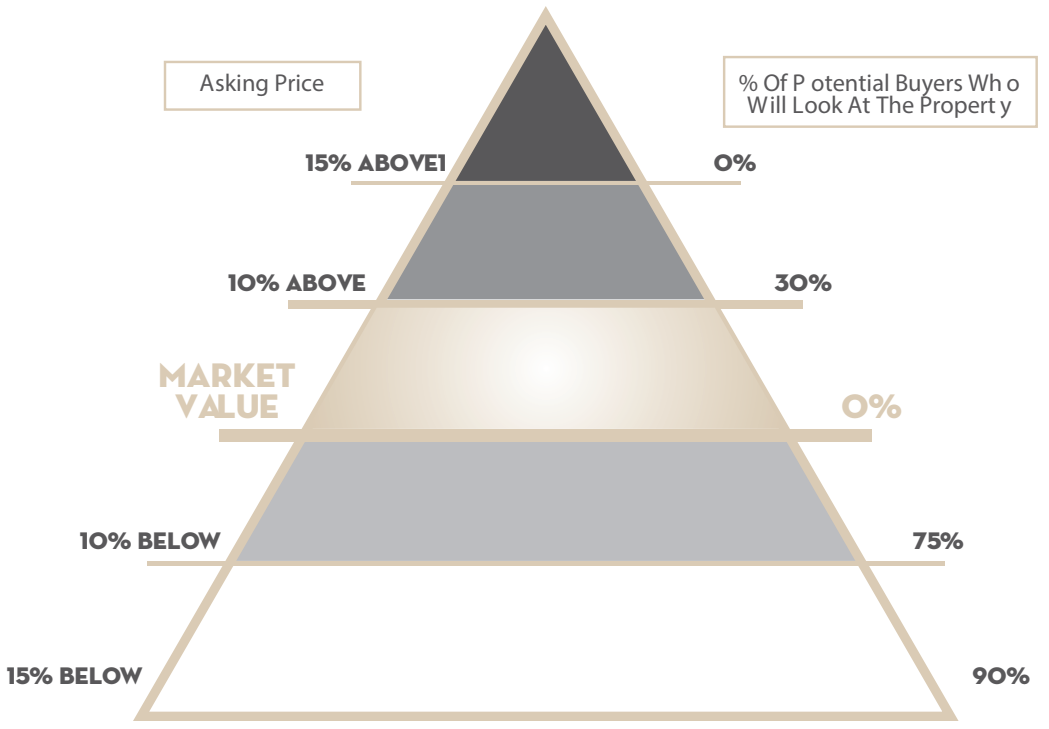
Pricing Your Property Right

Every homeowner wants to make sure they maximize their financial reward when selling their property. But how do you guarantee that you receive the maximum value for your property? Here are two keys to ensure that you get the highest price possible.

1. Price it a LITTLE LOW

This may seem counterintuitive, but let's look at this concept for a moment. Many homeowners think that pricing their homes a little OVER market value will leave them with room for negotiation. In actuality, this just dramatically lessens the demand for your house (see chart below).

Instead of the seller trying to 'win' the negotiation with one buyer, they should price it so that demand for the home is maximized. By doing this, the seller will not be fighting with a buyer over the price but will instead have multiple buyers fighting with each other over the house.





2. Use a REAL ESTATE PROFESSIONAL

This, too, may seem counterintuitive. The seller may believe that he or she will make more money without having to pay a real estate commission, but studies have shown that homes typically sell for more money when handled by a real estate professional.

> Research by the National Association of Realtors in their 2018 Profile of Home Buyers and Sellers revealed that,
>
> "the median selling price for all FSBO homes was $200,000 last year. However, homes that were sold with the assistance of an agent had a median selling price of $264,900 – nearly $65,000 more for the typical home sale."

BOTTOM LINE

Price your house at or slightly below the current market value and hire a professional. This will guarantee that you maximize the money you get for your house.



How to get the most money from the

SALE OF YOUR HOME

CONTINUED

Pricing Your Property Right

The Importance of *Using An Agent* when selling your home

When a homeowner decides to sell their house, they obviously want the best possible price with the least amount of hassles. However, for the vast majority of sellers, the most important result is to actually get the home sold.



In order to accomplish all three goals, a seller should realize the importance of using a real estate professional. We realize that technology has changed the purchaser's behavior during the home buying process. According to the National Association of Realtors' latest Profile of Home Buyers & Sellers, the percentage of buyers who used the internet in their home search increased to 95%.

However, the report also revealed that 95% OF BUYERS THAT USED THE INTERNET WHEN SEARCHING FOR A HOME PURCHASED THEIR HOME THROUGH EITHER A REAL ESTATE AGENT/BROKER OR FROM A BUILDER OR BUILDER'S AGENT. Only 2% purchased their home directly from a seller whom the buyer didn't know.

Buyers search for a home online, but then depend on an agent to find the home they will buy (52%), to negotiate the terms of the sale (46%) and price (36%), or to help understand the process (60%).

The plethora of information now available has resulted in an increase in the percentage of buyers that reach out to real estate professionals to "connect the dots." This is obvious as the percentage of overall buyers who used an agent to buy their home has steadily increased from 69% in 2001.



BOTTOM LINE

If you are thinking of selling your home, don't underestimate the role that a real estate professional can play in the process.



Closing 101
The Finish Line

The closing process finalizes the sale of your home and makes everything official. Also known as settlement, the closing is when you get paid and the buyer receives the deed to your home.

Here are a few things to bring to the closing:

- House keys
- Garage door opener(s)
- A picture ID

What can you expect?

The closing agent will look over the purchase contract and identify what payments are owed and by whom; prepare documents for the closing; conduct the closing; make sure taxes, title searches, real estate commissions and other closing costs are paid; ensure that the buyer's title is recorded; and ensure that you receive any monies due to you.

Seller's commonly pay the following at closing:

- Sellers commonly pay the following at closing:
- Mortgage balance and prepayment penalties, if applicable
- Other claims against your property, such as unpaid property taxes
- Unpaid special assessments on your property
- Document stamps (or taxes) on the deed
- Real estate commission
- Legal fee or title insurance premium

After the closing, make sure you keep the following for tax purposes:

- Copies of all closing documents
- All home improvement receipts on the home you sold

Helpful STUFF



Moving Checklist

We understand the idea of moving can seem overwhelming. We have put together a quick list of things to help you along the way! Don't worry, you've got this!

ORGANIZE

- [ ] Start going through your closets, drawers and cabinets and analyze what can be thrown away
- [ ] Gather all legal documentation into one box and maintain in an accessible and safe place. Documents should include vehicle titles, registration documents and licensing, birth certificates, wills, deeds, stock, legal, medical, and insurance records
- [ ] Get estimates from three moving companies, make sure they have insurance
- [ ] Start Packing away items you don't use every day
- [ ] Deep Clean the house (see cleaning checklist)
- [ ] Meet with the stager for final staging recommendations

CHANGE OF ADDRESS & NOTIFICATIONS

- [ ] Complete a change of address card at the U.S. Postal Service and at the following placed you do business: • accountants • attorneys • banks • credit card companies • former employers • insurance agents • IRS/Social Security Admin • periodicals • stockbrokers
- [ ] Cancel newspaper delivery
- [ ] Notify the Department of Motor Vehicles of your new address
- [ ] Contact all utility companies (cable, gas, electric, phone, refuge collection, water, etc.) to arrange for disconnect, final billing and connection at your new address Arrange to have children's school records transferred
- [ ] Contact insurance companies (auto, homeowner's, medical and life) to arrange for coverage in your new location
- [ ] Cancel voter registration; re-register once you've settled into your new home

THE HOME STRETCH!

- [ ] Defrost refrigerators and freezers
- [ ] Pack first night items, including: alarm clocks, change of clothes, flashlight, phone, sheets, toiletries and towels
- [ ] Keep medications, financial information and valuable items with you!
- [ ] Make sure all of your inspection repairs are complete
- [ ] Contact your home owner's insurance company and let them know your day of closing
- [ ] Your home needs to be left in clean condition, vacuumed, mopped, all cabinets and counters wiped clean, cleaned appliances and all trash and debris removed from inside and outside of the property

Packing Tips

There are a lot of little things you can do when packing to help save yourself from a lot of stress. Here's just a few!

PACK A MOVING SURVIVAL KIT

- [ ] Aspirin
- [ ] Coffee, filters, and coffee maker
- [ ] Paper cups and plates, plastic utensils
- [ ] Paper towels, toilet paper, soap

PACKING HACKS

- [ ] Keep jewelry, important papers or medications with you
- [ ] Label boxes as you pack them with content and desired room location
- [ ] Leave lamps, china and artwork or breakables for movers to pack
- [ ] Pack heavy items in small boxes
- [ ] Do not over-stuff boxes; leave some extra room at the top
- [ ] Tape cords underneath all electrical appliances
- [ ] Wrap breakables in newspaper, bubble wrap, clothes or towel
- [ ] Use RED packing tape for critical boxes you want to unpack first
- [ ] Put plastic wrap over drawers so you don't have to empty out their contents
- [ ] Pack plates vertically so they're less likely to break. Make sure you wrap them well!
- [ ] Don't take clothes off their hangers. Move them in bunches in garbage bags still on the hangers. Easy and way cheaper than wardrobe boxes
- [ ] Color code each box according to room so you can identify what needs to go where in a glance
- [ ] Cut triangles in boxes about 1/3 of the way down to create handles for easy carrying
- [ ] Remember to mark boxes with breakables as fragile. Whether you've hired movers or are doing it yourself, you don't want someone to be too rough with those boxes.
- [ ] Add some padding to your boxes. Plastic grocery bags are great for cushioning your breakables. Don't leave room at the top without padding because otherwise they may get crushed.



Vendors

An awesome list of all of preferred vendors!

APPLIANCE REPAIR
D3/A-OK Appliance Services
719-574-3344

A Reliable Appliance
Paul
719-661-5115

APPRAISER
Tim Doody
719-499-3844

Springs Appraisals
Mike Luoma
719-930-4750

ATTORNEY/REAL ESTATE
The Wood Law Firm
Rich Wood and Ed Shields
719-577-4460

Frascona & Joiner,
Goodman & Greenstein
303-494-3000

BLINDS & BLIND REPAIR
Blind Man
Tom Keller
719-260-8989

ASAP Blinds
719-532-0172

CARPET CLEANING
Creative Carpet Care and Restoration
Ben Stratman
719-641-8600

Diamond Cleaning
Blake Armstrong
719-639-4099

LoCOL Paint
www.localpaint.com
719-321-5082

CARPET & PAINT
Jorge Manjarrez
RM Paint and Carpet, LLC
719-209-7880

CHIMNEY SWEEP/REPAIR
Chimney Cricket
719-687-3512

Clean Sweep
Debra
719-533-0542

The Fireplace Doctor, inc
719-548-9919

Dr Soot
719-598-4466

CLEANUP AND HAULING
Honest Gabe
719-321-2705

CONCRETE REPAIR
A-1 Mud Jacking
719-536-0556

Wright Concrete
Brent Wright
719-645-1830

DECKS & DECK REPAIR
Decks by Schmillen
719-440-6966

RC Roofing and Renovations
Ryan Cameron
719-220-0696

New Imagenall Construction
Erik Grimalolo
719-922-0130

DRYWALL
HDC Drywall
Jesus
719-433-9216

Diamond Drywall
Al - 719-433-9216

Wire Wizard
Simon Benn - 719-231-8074

Tommy Devita - 714-494-4124

ELECTRICIAN
Don “B” Bittner
719-600-9111
gone2k9@aol.com

EXTERIOR CONTRACTOR
Endeavor Exteriors
Dave Fleming
719-313-7590

FLOORING HARDWOOD
Fashion Hardwood Flooring
Carlos Fernandez
719-491-5909

Pryor Floors
719-573-1010

Summit Floors
Donato Garcia
719-243-0618

GRANITE
Planet Granite
719-522-0748

Camilas Marble & Granite
719-778-7769

GUTTER / CLEANING
Vincent Galena
719-778-7769

Steve Selby
720-218-9136

HANDYMAN
Jon Stahl - 719-291-0680

Tom Wilson - 719-290-1221

Dreamscape LLC
Alex Wheeler
719-722-4294

Vendors

An awesome list of all of preferred vendors!

HOME INSPECTORS
Arrow Home Inspections
Ethan Martinez
719-687-1270

Top Choice Inspectors
Jake Cooke
719-387-5303

Andy Brewer
Certainty Home Inspection Company
719-650-4717

The Home Team
Scott Whitbeck
719-496-4934

HVAC
Climate Systems
719-531-5688
csihvac@aol.com

Michell Heating
303-862-4483

ILC
Stephenson Surveying
719-535-9124

Alessi and Associates
719-540-8832
http://www.alessi3a.com/

LENDER
Guaranteed Rate
Chris Franquemont
719-337-3021

Quickstart Lending
Nathan Einkorn
720-980-9988

Benton Capital
Mike Benton Team
719-331-5443

LOCKSMITH
Mikes Lock and Key
719-392-2835

A Mobile Locksmith
719-264-0789

METH TESTING
Occupational Health Technologies
719-227-8511

MOLD INSPECTOR
Dillon Harris
719-351-2333

Home Team Home Inspections
Scott Whitbeck
719-598-7633
www.MOLDFREENOW.com

MOLD REMEDIATION
MRI Mold Remediation Inc.
Brian Sinchak
719-660-0653
www.MOLDFREENOW.com

First General Services
719-635-3056
www.firstgeneralservicesofcs.com

Nolan's Restoration
719-481-4798

MOVERS
Johnson Storage & Moving
Diane Hartman
719-238-4020
www.johnsonstorage.com

A2Z Relocation
Bill Zinn
719-332-5512

i Haul i Move
719-357-5865
www.ihaulimove.com

MUD JACKER
Cracker Jack Mudjacking
Bart
719-520-1099

C & B Excavating, Inc.
Bryan Blumenfeld
719-499-6315

PEST CONTROL
Terminix
719-226-0061

Critter Control
719-473-4663

PLUMBERS EXTERIOR
Down to Earth Excavating
719-495-3660

PLUMBER
B&E Plumbing
Bruce
719-598-8167

DBA Plumbing
Ernesto
719-761-0350

Copper Mine Plumbing
Greg Rawlings
719-491-1022

PROPERTY MANAGEMENT
Aaron Lieber
719-629-7229 or 719-644-7200

Muldoon and Associates
719-591-8332

Collette Ritums
719-237-7776

PROPANE
Apollo
683-2400

Glaser
347-2338

Vendors

An awesome list of all of preferred vendors!

RADON TESTING & MITIGATION

Waddle Radon
719-660-3583

Pikes Peak Radon
719-633-7567
www.pikespeakradon.com

Aspen Environmental
Dennis
719-322-3131

Alpine Mitigation
Jason
719-591-7597

Advanced Radon
Curt
719-205-6461

RESURFACING

Miracle Method
719-594-9091

ROOFING

RC Roofing and Renovations
719-220-0696
Summit View Roofing
Jake Reid
719-648-7869
Jake@summitviewroofing.com

Reliable Roofing
Jamie
719-491-0142

Total Roofing
Taylor Pecqueur
719-591-4947
taylor.p@totalroofingco.com

Colorado Premium Roofing
Jack Canton
719-338-1441
jcaton@frii.com

Rampart Roofing
Matt Munro
719-487-7663

SENIOR SERVICES

Sequel, LLC
Diane Lozier
719-432-6711

SNOW REMOVAL

Honest Gabes
719-321-2705

Tyler Pearson
719-641-4191

SPRINKLERS

Sprinklers Plus
719-491-6328

Higher Grounds Irrigation
719-290-5045

Kanagy Lawnscapes
Chuck Kanagy
719-592-1760

Sprinkler, Inc.
719-481-1216

STAGING SERVICES

LV Home Staging
Tori Binkowski
719-229-5996

STRUCTUAL ENGINEER

Criterium McCafferty Engineers
719-685-2285

Peak Systems
Jack Macguire
719-260-7070

Peak Structural
303-243-3028

STUCCO

R.T. Stucco, Inc
Rodrigo Terrazas
719-632-9000

Confident Coatings & Exteriors
719-761-5052

TREE TRIMMING

All The Above Trees
Eric Hill
719-389-0576

Front Range Arborist
719-635-7459

WELL SERVICE

Barnhart Pump Co.
719-495-2912

WINDOW REPLACEMENT

Windows America
Mark Cibula
719-337-5851
www.newwindowsforamerica.com

Glass Guru
Wendy & Damien Williams
719-257-7122
www.theglassguru.com

WINDOW WELL COVERS

A&L Aluminum
719-634-7045

Liberty Doors
719-266-8524

WROUGHT IRON

Iron Images
Bill Costain
719-499-6080

Creative Metal Works
719-591-4949
www.creativemetalworks.biz

Schools

Academy School District 20
1110 Chapel Hills Drive
Colorado Springs, CO 80920
719-234-1200
www.asd20.org

School District 11
1115N. El Paso Street
Colorado Springs, CO 80903
719-520-2000
www.d11.org

School District 49
10850 E. Woodmen Road
Peyton, CO 80831
719-495-1100
www.d49.org

Harrison School District 2
1060 Harrison Road
Colorado Springs, CO 80905
719-579-2000
www.hsd2.org

Lewis- Palmer School District 38
146 N. Jefferson Street
Monument, CO 80132
719-488-4700
www.lewispalmer.org

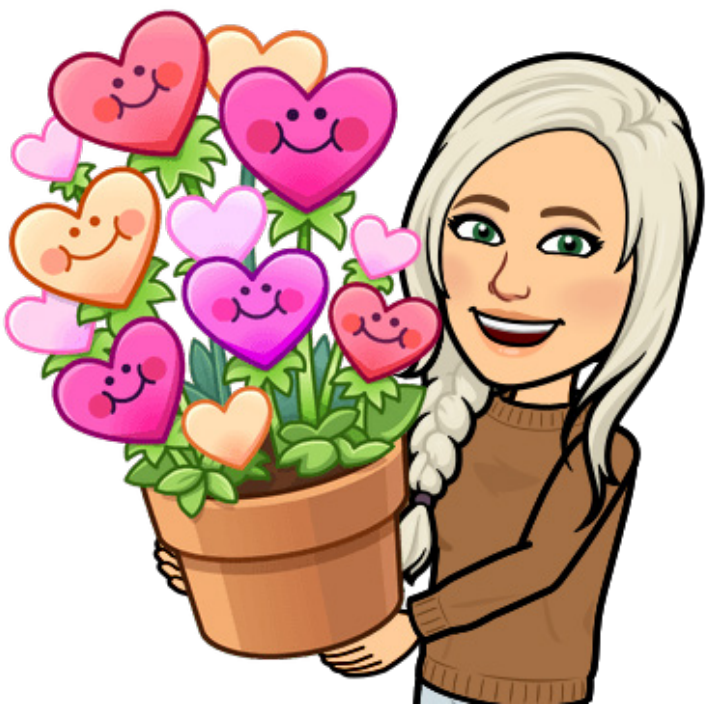
Cheyenne Mountain School District 12
1775 LeCede Street
Colorado Springs, CO 80905
719-475-6100
www.cmsd.k12.co.us

Fountain For Carson School District 8
10665 Jimmy Camp Road
Fountain, CO 80817
719.382.1300
www.ffc8.org

Manitou Springs School District 14
405 El Monte Place
Manitou Springs, CO 80829
719-685-2024
www.mssd14.org

Widefield School District 3
1820 Main Street
Colorado Springs, CO 80911
719-391-3000
www.wsd3.org

Woodland Park School District Re-2
155 Panther Way
Woodland Park, Co 80863
719-686-2000
www.wpsdk12.org



Where To Find Me





@DumbBlondeRealtor

My Quick Links

Review Me