MEET OUR TEAM

Jonathan Ortiz is a top producing Realtor in New Mexico - specializing in: flips, foreclosures, and luxury custom homes! Jonathan is a proud native New Mexican with family ties going back hundreds of years. He has been a licensed Realtor since 2007. He had an opportunity to work closely with his real estate mentor to help manage the largest REO (foreclosure) account in the state and decided in 2014 to pursue his real estate career full time. He learned the ins and outs of the real estate world while gaining a vast amount of knowledge and experience. Over the past few years Jonathan has become a top producing realtor in Albuquerque. He believes in building life long relationships with his clients by working with honesty and integrity.

Andrea Romero was born and raised in New Mexico and truly feels that it is the perfect place for her, and her clients to call home. Andrea kicked off her real estate career in 2017 and prides herself on delivering exceptional customer service. Prior to 2017, Andrea worked as a Project Manager for the City of Albuquerque and Sandia Labs. She also holds an MBA from the University of New Mexico. Her education and experience provide a strong framework for her real estate business. Andrea provides a personalized approach to what can be a complicated process, all the while ensuring her clients are informed each step of the way. She enjoys building long-lasting relationships with her clients.

Jon Schaumburg has always been interested in real estate and is very excited about focusing on pursuing a career in all areas of real estate. Jon's academic and career experiences in construction management, coupled with his exposure to architecture at his father's company, led him to pursue real estate. For the last 12 years, Jon has been a firefighter for Santa Fe Fire Department. His job experiences have given him strong communication skills and an analytical mind for business. He has had his real estate license for nearly 3 years, and is enjoying gaining knowledge and experience.

Alexandria Oberbeck started her career in real estate in 2020 and also has a degree and profession in the marketing industry. Her professional background in communications and marketing as well as overall love for New Mexico's deep rooted culture encouraged her to pursue her goal of becoming a real estate agent. Alex is very familiar with navigating through this busy market and has the natural ability to advocate and negotiate on behalf of her clients. Her passion for helping others enables her to give a personable approach with her clients and ensures they receive the quality service they are expecting. She hopes to expand her network so that she can provide knowledge to her clients and their loved ones all while making sure they get the best deal.

HOME SALE GUIDE

YOUR HOMETOWN TEAM

Southwest Elite Real Estate

505-798-6333

8214 2nd Street Nw, Suite B
Albuquerque, New Mexico 87114

OUR SERVICES

PRE-LISTING

- Work with you to understand your goals and create a customized strategy for your property.
- Research your property and your area and provide a Comparable Market Analysis and netout.
- Identify disclosures that need to be made.
- Provide feedback to help you get your home "show ready."
- Provide professional photos for your listing.
- Put up a 'For Sale' sign and Lockbox (if applicable).

ACTIVE ON MARKET

- List your property on the MLS (Multiple Listing Service).
- Begin customized Marketing Strategy.
- Real Estate Specific Websites (online)
- Social Media Sites (online)
- Property Flyers (print)
- E-Blast (online)
- 'Just Listed' Postcards (mail)
- Open House
- Realtor Tour
- Identify potential buyers by working with clients and other Realtors.
- Answer property specific questions.
- Assist you in negotiating offers.

UNDER CONTRACT

- Facilitate transaction process with you, Buyer's Broker, Buyer's Lender, and Title Company.
- Assist you in negotiating Buyer's/Lender's objections and repairs.
- Review documents with you and ensure you are prepared for closing!

HOME SALE TRANSACTION

1. Partner with a Real Estate Professional
You've decided you want to sell your home! Meet with your Realtor to discuss your goals, timeline, and details of your home. Advertising your property on the Multiple Listing Service is a very important part of finding the right buyer however, there are several other benefits to hiring a Real Estate Professional. Realtors understand the market and know how your home compares. They will help determine the pricing and marketing strategy that will help you sell your home for the right price, as quickly as possible. Utilizing a Realtor also ensures secure access to your property through scheduled showings.

2. Price Your Home to Sell
To determine the appropriate list price, your Realtor will evaluate and discuss with you the following: Location, Condition, Timing, Competition, and more.

3. Prepare Your Property for The Market
First impressions count. Your Realtor might urge you to declutter or may recommend small repairs or cosmetic work to ensure your home is "Show Ready." Take an objective look at your home's curb appeal and make necessary adjustments.

4. Showings!
Your property is officially "For Sale." Your Realtor is actively marketing your property. They might show your house, or a potential buyer may have their own Realtor who will show your property. Make your home inviting and welcoming with warm lighting, temperature, and decorative touches. Allow the potential buyers privacy while visiting the property by leaving the home for showings.

5. Negotiate Offers
You've received an offer! Your Realtor will explain the terms of the offer and you will work together to determine the next step: acceptance, a counter-offer, or rarely, no action. Be patient through the negotiation process and try to be objective.

6. Escrow
Your Realtor will open escrow (period when buyer performs due diligence and all conditions of the sale are met before money and property change hands) with the Title Company. Ensure your home is available for inspections and the appraisal. Work with your Realtor to negotiate the buyer's or lender's objections, repairs, or conditions.

7. Closing
You and the buyer have come to an agreement and you are ready to close! Review and sign the closing documents with the Title Company. Upon funding and recording you can consider your property officially sold!