

eGuide for Medical Professionals



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Real Estate Tips for Medical Professionals



Everything a medical professional needs to know about Buying or Selling their home!

San Diego's White Coat Real Estate Concierge

As a Doctor you have unique needs when buying a home, and I take pride in that I am a true real estate professional with a keen desire to help my clients fulfil their goals and dreams. Selecting the right real estate professional is a critical early step in your relocation, or plan to purchase a new home. The right agent can be your own local 'concierge' that realizes your time is valuable, anticipates your questions and concerns, and diligently works with you to find the right home in the right location, for you and your family.

In my opinion, not all realtors are made equal.

Having an MBA in Finance and Marketing, with several years of mortgage loans and real estate investing background has enabled me to build my real estate business into a skilled profession.

By helping several doctors with their home buying process I've gathered a deeper understanding of how I can be a valuable and efficient resource for you.

We are a full service real estate specialty firm focused on meeting the unique real estate needs of medical professionals in the San Diego area, including the neighboring cities of La Jolla, Del Mar, Carlsbad, Encinitas, Poway and more.

Our Team is a comprehensive, one-stop shop for buyers and sellers alike.

We offer our clients:

- The knowledge and connections to move your process forward - on your time schedule and your terms.
- Access to the right professionals for local and regional services, making the area's leading lenders, attorneys, financial advisors, CPA's, contractors, school resources and more just a phone call away.
- Customized real estate and area tours. With our deep knowledge of the area and market help you to not just see San Diego but to truly experience it. We understand that you will be living not only in a house and a neighborhood - but in an extraordinary community, and we delight in sharing this community with our clients through custom tours set up to fit your schedule.

Also, being a Doctor likely means you are pressed for time and you're possibly new to the area, so it goes without saying that you would be looking to work with someone who understands and respects the busy lifestyle your profession demands, in a manner that protects your most valuable resource... time.

Below are 5 of the many skills and services I offer to make your home buying or selling experience as seamless and stress free as possible.

1- Work around your schedule and communicate electronically

Since Doctors do not work a typical 9-5 day you are often pressed for 'free' time. I am open and willing to work around your schedule and be available 'after hours' to communicate with you as needed.

Equally important is how you prefer to communicate. Email and text messages are often preferred over phone conversations. I typically check my email for 16 hours daily, therefore most of our communication can be handled efficiently and without delay.

2- Provide useful and current community information regarding areas, schools, and amenities

You would want to know where the best shopping areas are, proximity to highways, and what types of recreation and amenities are available nearby.

Being a San Diego native and having raised my children here I am able to provide you with extensive information on the areas you are considering, both from personal experience and reliable online data sources.

3- Research and present current real estate market data so you have a good handle on market values

Once you narrow your search to an area, you'll need to know what the real estate market looks like.

What is the average sales price? What are the short and long term trends in the various areas?

How is the market performing in different price ranges? How does the upper price tier compare to the general market?

Working with a real estate agent who knows how to gather and interpret this data can help you make a well informed decision and save you \$ 000's during negotiations as well.

4- Preview and present homes for sale in an organized manner

If you are transferring from more than a few hours away, it can be difficult to take time away from work to tour and preview homes.

As a real estate agent accustomed to working with out-of-area clients I can preview homes, document them if needed with additional photos and/or video, and provide you this additional content via email. This can save you from making an extra trip to the area, and you can eliminate homes that you feel are not an exact fit.

5- Work in unison with other real estate service providers

It takes more than just a real estate agent to get you moved in.

A good real estate agent can work in harmony with your mortgage lender, attorney, home inspector, and moving company to help orchestrate a smooth relocation process for you and your family.

Having built my book of business with reputable and time tested individuals and companies I can help you locate home service providers like a handyman, landscaper, or painter.

Selecting the right real estate professional is a critical early step in your relocation or plan to purchase a new home. The right agent should be your own local 'concierge' that realizes your time is valuable, anticipates your questions and concerns, and diligently works with you to find the right home in the right location for your family.

Lastly, I would like to say that in today's digital world where so much of our interactions are rather impersonal I take pride in the fact that I dedicate myself to providing you with great customer service.

On Your Team,

Sharon Vasvani