



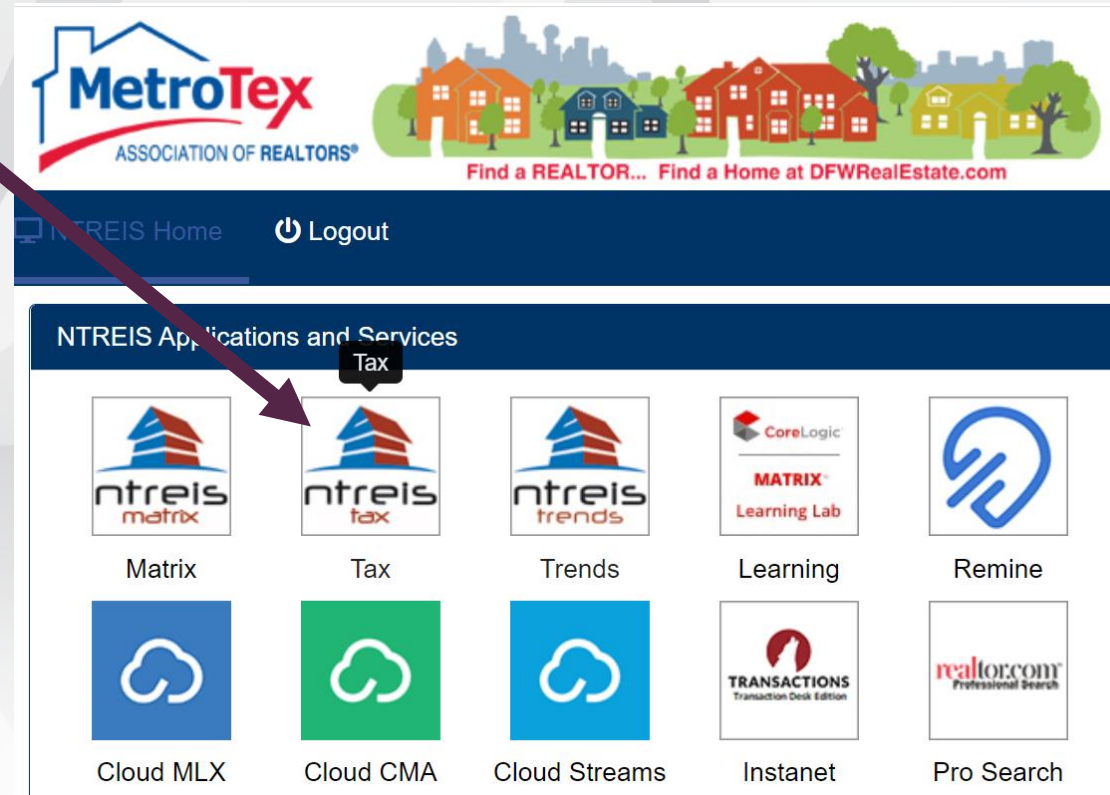
BERKSHIRE HATHAWAY | PenFed Realty Texas
HomeServices

How to Identify Homes











Identify 50-100 Homes

That meet your buyer's criteria that are not currently on the market

Login to Realist



The screenshot shows the MetroTex Association of Realtors website dashboard. At the top, there is a navigation bar with "NTREIS Home" and "Logout". Below this is a section titled "NTREIS Applications and Services" which contains a grid of icons for various tools. A red arrow points from the text "Login to Realist" to the "Tax" icon in the grid.

NTREIS Applications and Services				
				
Matrix	Tax	Trends	Learning	Remine
				
Cloud MLX	Cloud CMA	Cloud Streams	Instanet	Pro Search

Identify Fields & Save "My Search"

- Click on "My Search"
- Customize Search

The screenshot displays the Realist real estate search interface. At the top, it says "Realist®" and "Multiple Counties Selected" with a "Change County" link. Below this, there are two tabs: "QUICK SEARCH" and "MY SEARCH", with "MY SEARCH" highlighted in yellow. Under the "MY SEARCH" tab, there is a "Saved Searches" dropdown menu, a "Customize Search" button (highlighted in yellow), and a "Save" button (highlighted in yellow). The search filters include:

- Owner Name:** starts with +
- Bedrooms:** is between and +
- Baths - Total:** is greater than +
- ZIP Code:** is
- City:** is +
- Subdivision:**

On the right side, there is a map showing a location in Northlake, Texas, with labels for Dish, Argyle, Northlake, Corral City, Justin, and Barton. Below the map, it shows "0 results | 0 selected" and a table with columns for "Address", "City", and "Location". At the bottom, there are buttons for "Clear Searches" and "Search", and a navigation bar with "Export", "Print", "Email", and "Labels".



Select Fields & Save

Customize Search ✕

Please select recent saved search or create a new one: ▼ Date modified: 04/20/2021

[Buyer Search](#) ○ Search template ● Search template with values 🗑 Delete Search

Categories	Attributes Options	12/30 selected	Selected Attributes
All Categories	<input type="checkbox"/> Address	<input type="checkbox"/> Air Conditioning	Owner Name ✕
Owner Information	<input type="checkbox"/> Annual Tax	<input checked="" type="checkbox"/> Baths - Total	Bedrooms ✕
Geography	<input checked="" type="checkbox"/> Bedrooms	<input type="checkbox"/> Block	Baths - Total ✕
Characteristics	<input type="checkbox"/> Carrier Route	<input type="checkbox"/> Census Tract	ZIP Code ✕
Listing Information	<input checked="" type="checkbox"/> City	<input type="checkbox"/> Construction Type	City ✕
Assessment & Tax	<input type="checkbox"/> Estimated Lot Acres	<input checked="" type="checkbox"/> Estimated Lot Sq Ft	Subdivision ✕
Sales Information	<input type="checkbox"/> Exemption - Disabled	<input type="checkbox"/> Exemption - Homestead	Living Sq Ft ✕
Foreclosure & Distressed	<input type="checkbox"/> Exemption - Senior	<input type="checkbox"/> Exemption - Veterans	Year Built ✕
Mortgage Information	<input type="checkbox"/> Exterior Wall	<input type="checkbox"/> Fireplace Count	Estimated Lot Sq Ft ✕
	<input type="checkbox"/> Fireplace Indicator	<input type="checkbox"/> Foreclosure Auction Date	Street Name ✕
	<input type="checkbox"/> Foreclosure Case #	<input type="checkbox"/> Foreclosure Indicator	Pool Type ✕
	<input type="checkbox"/> Foreclosure Posted Date	<input type="checkbox"/> Foreclosure Recording Date	Stories ✕
	<input type="checkbox"/> Foreclosure Stage	<input type="checkbox"/> Foundation	<input type="button" value="Clear Selection"/>
	<input type="checkbox"/> Heat Type	<input type="checkbox"/> House #	
	<input type="checkbox"/> Land Assessment	<input type="checkbox"/> Land Use - Corelogic	
	<input type="checkbox"/> Land Use - County	<input type="checkbox"/> Land Use - State	
	<input type="checkbox"/> Lender Name	<input checked="" type="checkbox"/> Living Sq Ft	
	<input type="checkbox"/> Location City	<input type="checkbox"/> Lot	
	<input type="checkbox"/> Mailing Address	<input type="checkbox"/> Mailing ZIP	
	<input type="checkbox"/> MLS Area (MLS)	<input type="checkbox"/> MLS Area (Tax)	
	<input type="checkbox"/> MLS Cancellation Date	<input type="checkbox"/> MLS Contingency Date	
	<input type="checkbox"/> MLS Listing Date	<input type="checkbox"/> MLS Listing Date	

Selected Attributes

Owner Name	✕
Bedrooms	✕
Baths - Total	✕
ZIP Code	✕
City	✕
Subdivision	✕
Living Sq Ft	✕
Year Built	✕
Estimated Lot Sq Ft	✕
Street Name	✕
Pool Type	✕
Stories	✕



Identify Fields & Save "My Search"

- Click on "My Search"

The screenshot displays the Realist real estate search interface. The top navigation bar includes the Realist logo, a status indicator for "Multiple Counties Selected" with a "Change County" link, and a toolbar with icons for map, list, and other functions. Below the navigation bar, there are two tabs: "QUICK SEARCH" and "MY SEARCH", with "MY SEARCH" highlighted in yellow. A "Saved Searches" dropdown menu is visible, along with "Customize Search" and "Save" buttons, both highlighted in yellow. The search filters section includes:

- Owner Name**: starts with
- Bedrooms**: is between and
- Baths - Total**: is greater than
- ZIP Code**:
- City**:
- Subdivision**:

The right side of the interface shows a map of the area around Justin, Northlake, and Corral City. Below the map, the results section shows "0 results | 0 selected" and a table with columns for "Address", "City", and "Location". At the bottom, there are buttons for "Clear Searches" and "Search", and a row of action buttons: "Export", "Print", "Email", and "Labels".



Identify Homes

- Enter Buyer's Search Criteria
- Narrow down until you get close to 100 homes
- Acreage
 - 1 Acre = 43,560 sq ft
 - 1/2 Acre = 21,780 sq ft
 - 1/4 Acre = 10,890 sq ft
- Garage Spaces
 - Must use workaround after exporting the list to Excel.
 - Search for more than 100 homes.

QUICK SEARCH | MY SEARCH

Saved Searches

[Customize Search](#) [Save](#)

Owner Name starts with

Bedrooms is between

Baths - Total is greater than

ZIP Code is

City is

Subdivision [Select from list](#)

Living Sq Ft is between

Year Built is greater than

Estimated Lot Sq Ft is between

Street Name starts with

Pool Type

is Pool

Stories is between

[Clear Searches](#) [Search](#)

[View results \(129 matches\)](#)



Export to Excel

Realist® Tiffany Costello C→

Multiple Counties Selected [Change County](#)

QUICK SEARCH MY SEARCH

Saved Searches [Customize Search](#) [Save](#)

City is [+](#)

Subdivision

[Clear Searches](#) [Search](#)

View results (129 matches)

[1 - 1000](#) [1001 - 2000](#) [2001 - 3000](#)

129 results | 129 selected [Customize Table](#)

<input checked="" type="checkbox"/>			Address	City	Location City
<input checked="" type="checkbox"/>	1		1661 Terrace Dr	Lantana	LANTANA
<input checked="" type="checkbox"/>			859 Terrace Dr	Lantana	LANTANA
<input checked="" type="checkbox"/>			550 Hunter St	Lantana	LANTANA

[Quick Export](#)
[Customize Export](#)

[Export ^](#) [Print](#) [Email](#) [Labels](#) [Reports >](#)



Create New Export

Custom Export

Please select recent saved export or create a new one:

- Buyer Seller Match Program
- + Create New Export**
- Buyer Seller Match Program
Date modified: 04/08/2021
- New Export
Date modified: 03/30/2021

Buyer Seller Match Program Date modified: 04/08/2021 [Delete Export](#)

Categories	Attributes
All Categories	<input type="checkbox"/> # of Porches
Owner Information	<input type="checkbox"/> Alternate Tax ID
Location Information	<input type="checkbox"/> Assd Land - Current
Tax Information	<input type="checkbox"/> Assd Value
Assessment & Tax	<input type="checkbox"/> Basement Type
Characteristics	<input type="checkbox"/> Bldg Sq Ft
Sales Information	<input type="checkbox"/> Building Assmnt
Listing Information	<input type="checkbox"/> Carrier Route
Foreclosure History	<input type="checkbox"/> Closing Date
	<input type="checkbox"/> Condition

14/131 selected

- Address
- Assd Improved - Current
- Assd Value
- Basement Sq Ft
- Bedrooms
- Block
- Building Type
- Census Tract
- Closing Price
- Construction

Selected Attributes

- Mail Owner Name
- Second Owner Last Name
- Owner Last Name
- Owner Occupied
- Tax Billing Address
- Tax Billing City

[Clear Selection](#)

Export Status

Allowed this month:	7500
Exported this month:	1093
Remaining	6407

Records in this export: 129

Choose your export options:

Use all remaining to export
 Export range

From To

[Cancel](#) [Save](#) [Export](#)



Type Export Name: "Buyer Seller Match Program"

Custom Export

Please select recent saved export or create a new one:

Categories	Attributes	0/131 selected	Selected Attributes
All Categories	<input type="checkbox"/> # of Porches	<input type="checkbox"/> Address	<input type="button" value="Clear Selection"/>
Owner Information	<input type="checkbox"/> Alternate Tax ID	<input type="checkbox"/> Assd Improved - Current	
Location Information	<input type="checkbox"/> Assd Land - Current	<input type="checkbox"/> Assd Value	
Tax Information	<input type="checkbox"/> Assd Value	<input type="checkbox"/> Basement Sq Ft	
Assessment & Tax	<input type="checkbox"/> Basement Type	<input type="checkbox"/> Bedrooms	
Characteristics	<input type="checkbox"/> Bldg Sq Ft	<input type="checkbox"/> Block	
Sales Information	<input type="checkbox"/> Building Assmnt	<input type="checkbox"/> Building Type	
Listing Information	<input type="checkbox"/> Carrier Route	<input type="checkbox"/> Census Tract	
Foreclosure History	<input type="checkbox"/> Closing Date	<input type="checkbox"/> Closing Price	
	<input type="checkbox"/> Condition	<input type="checkbox"/> Construction	

Choose your export options:

Use all remaining to export
 Export range

From To

Export Status

Allowed this month:	7500
Exported this month:	1093
Remaining	6407

Records in this export: 129



Select Fields to Download

Custom Export ×

Please select recent saved export or create a new one: Buyer Seller Match Program ▼

[Buyer Seller Match Program](#) Date modified: 04/08/2021 | [Delete Export](#)

Categories	Attributes	14/131 selected
All Categories	<input type="checkbox"/> # of Porches	<input checked="" type="checkbox"/> Address
Owner Information	<input type="checkbox"/> Alternate Tax ID	<input type="checkbox"/> Assd Improved - Current
Location Information	<input type="checkbox"/> Assd Land - Current	<input checked="" type="checkbox"/> Assd Value
Tax Information	<input type="checkbox"/> Assd Value	<input type="checkbox"/> Basement Sq Ft
Assessment & Tax	<input type="checkbox"/> Basement Type	<input type="checkbox"/> Bedrooms
Characteristics	<input type="checkbox"/> Bldg Sq Ft	<input type="checkbox"/> Block
Sales Information	<input type="checkbox"/> Building Assmnt	<input type="checkbox"/> Building Type
Listing Information	<input type="checkbox"/> Carrier Route	<input type="checkbox"/> Census Tract
Foreclosure History	<input type="checkbox"/> Closing Date	<input type="checkbox"/> Closing Price
	<input type="checkbox"/> Condition	<input type="checkbox"/> Construction
	<input type="checkbox"/> Cooling Type	<input type="checkbox"/> County
	<input type="checkbox"/> Effective Yr Built	<input checked="" type="checkbox"/> Estimated Lot Acres
	<input type="checkbox"/> Estimated Lot Sq Ft	<input type="checkbox"/> Exempt Building Value
	<input type="checkbox"/> Exemption(s)	<input type="checkbox"/> Exterior

Choose your export options:

Use all remaining to export

Export range

From To

Selected Attributes

- Mail Owner Name ×
- Second Owner Last Name ×
- Owner Last Name ×
- Owner Occupied ×
- Tax Billing Address ×
- Tax Billing City ×
- Tax Billing State ×
- Address ×

Export Status

Allowed this month:	7500
Exported this month:	1093
Remaining	6407

Records in this export: 129

Cancel Save Export

Mail Owner Name	×
Second Owner Last Name	×
Owner Last Name	×
Owner Occupied	×
Tax Billing Address	×
Tax Billing City	×
Tax Billing State	×
Address	×
Market Value	×
Assd Value	×
Garage Sq Ft	×
Standardized MLS Status	×
Tax Billing Zip	×
Estimated Lot Acres	×

↑
1st

↑
2nd



Next Time – Saved for You!

The screenshot shows the Realist search interface. On the left, there are search filters for City (lantana) and Subdivision. A 'Search' button is highlighted with a red arrow. In the center, a 'Custom Export' dialog box is open, showing a dropdown menu with 'Buyer Seller Match Program' selected. A red arrow points to this dropdown. Below the dialog, there is a table of attributes with checkboxes for selection. At the bottom right, an 'Export' button is highlighted with a red arrow.

Realist®

Multiple Counties Selected [Change County](#)

QUICK SEARCH MY SEARCH

Saved Searches

Customize Search Save

City is +

Subdivision

Clear Searches Search

View results (129 matches)

1 - 1000 1001 - 2000 2001 - 3000

129 results

Quick Export Customize Export Export

Custom Export

Please select recent saved export or create a new one:

Buyer Seller Match Program Date modified: 04/08/2021 | Delete Export

Categories	Attributes
All Categories	<input type="checkbox"/> # of Porches <input checked="" type="checkbox"/> Address
Owner Information	<input type="checkbox"/> Alternate Tax ID <input type="checkbox"/> Assd Improved - Current
Location Information	<input type="checkbox"/> Assd Land - Current <input checked="" type="checkbox"/> Assd Value
Tax Information	<input type="checkbox"/> Assd Value <input type="checkbox"/> Basement Sq Ft
Assessment & Tax	<input type="checkbox"/> Basement Type <input type="checkbox"/> Bedrooms
Characteristics	<input type="checkbox"/> Bldg Sq Ft <input type="checkbox"/> Block
Sales Information	<input type="checkbox"/> Building Assmnt <input type="checkbox"/> Building Type
Listing Information	<input type="checkbox"/> Carrier Route <input type="checkbox"/> Census Tract
Foreclosure History	<input type="checkbox"/> Closing Date <input type="checkbox"/> Closing Price
	<input type="checkbox"/> Condition <input type="checkbox"/> Construction
	<input type="checkbox"/> Cooling Type <input type="checkbox"/> County
	<input type="checkbox"/> Effective Yr Built <input checked="" type="checkbox"/> Estimated Lot Acres
	<input type="checkbox"/> Estimated Lot Sq Ft <input type="checkbox"/> Exempt Building Value
	<input type="checkbox"/> Exemption(s) <input type="checkbox"/> Exterior

Choose your export options:

Use all remaining to export

Export range

From To

Selected Attributes

- Mail Owner Name
- Second Owner Last Name
- Owner Last Name
- Owner Occupied
- Tax Billing Address
- Tax Billing City
- Tax Billing State

Export Status

Allowed this month: 7500

Exported this month: 1093

Remaining: 6407

Records in this export: 129

Cancel Save Export

Download Your List of Homes

- Download the file to your computer
- Open in Excel
- **Save As in a location you can find**
- Double click between 2 Columns to quickly expand cells

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	Mail Own	Second Ov	Owner Las	Owner Oc	Tax Billing	Tax Billing	Tax Billing	Address	Market Va	Assd Valu	Garage Sq	Standardi	Tax Billing	Estimated	Lot Acres
2	ERIC & LY	Wiltshire	Wiltshire	Yes	1661 TERR	LANTANA	TX	1661 Terra	\$483,302	\$483,302	503	SOLD/CLO	76226	0.1928	
3	MICHAEL I	Meurer	Perlin	Yes	859 TERRA	LANTANA	TX	859 Terrac	\$480,000	\$480,000	512	SOLD/CLO	76226	0.2334	
4	JACK G WEISBROD	Weisbrod	Weisbrod	Yes	550 HUNTI	LANTANA	TX	550 Hunte	\$435,459	\$435,459	514	SOLD/CLO	76226	0.2351	
5	IAN KEITH FERRARA	Ferrara	Ferrara	Yes	1030 TERR	LANTANA	TX	1030 Terra	\$464,563	\$464,563	431	SOLD/CLO	76226	0.2603	
6	JEFFREY R	Tremblay	Tremblay	Yes	8111 HOLL	LANTANA	TX	8111 Holli	\$411,902	\$411,902	452	SOLD/CLO	76226	0.2164	
7	MELINDA S CORNISH	Cornish	Cornish	Yes	8821 WEST	LANTANA	TX	8821 West	\$425,256	\$425,256	440	SOLD/CLO	76226	0.1592	
8	HEIDI & R	Krabbenh	Krabbenh	Yes	961 HOND	LANTANA	TX	961 Hondc	\$428,571	\$428,571	420	SOLD/CLO	76226	0.1588	
9	GREGORY	Mainous	Balzer	Yes	8930 WEST	LANTANA	TX	8930 West	\$447,290	\$447,290	376	SOLD/CLO	76226	0.1661	
10	CONFIDENTIAL			Yes	8880 WEST	LANTANA	TX	8880 West	\$450,000	\$450,000	759	LEASED	76226	0.2584	
11	BRIAN & J	Leahy	Leahy	Yes	8650 WEST	LANTANA	TX	8650 West	\$448,736	\$448,736	376	SOLD/CLO	76226	0.1613	
12	ROBERT III	Julien	Julien	Yes	990 HOND	LANTANA	TX	990 Hondc	\$415,954	\$415,954	628	SOLD/CLO	76226	0.2528	



Filter Your List of Homes

- Highlight Row 1
- Select Data, Filter

Tax Billing Address	Tax Billing Ci	Tax Billing Sta
1661 TERRACE DR	LANTANA	TX

export_20210420112609

Search

Tiffany Costello TC

File Home Insert Page Layout Formulas **Data** Review View Help

Get & Transform Data: Get, From Text/CSV, From Web, From Table/Range, Recent Sources, Existing Connections, Refresh All, Properties, Edit Links, Queries & Connections

Data Types: Stocks, Geography

Sort & Filter: Sort, Filter, Clear, Reapply, Advanced

Data Tools: Text to Columns, Flash Fill, Remove Duplicates, Data Validation, Consolidate, Relationships, Manage Data Model

Forecast: What-If Analysis, Forecast Sheet

Outline: Group, Ungroup, Subtotal, Show Detail, Hide Detail

A1: Mail Owner Name

Mail Owner Name	Second Owner Last Name	Owner Last Name	Owner Occupie	Tax Billing Address	Tax Billing Ci	Tax Billing Sta	Address	Market Val	Assd Val	Garage Sq	Standardized MLS Statu	Tax Billing Z	Estimated Lot Acr
ERIC & LYNNE SHEA WILTSHIRE	Wiltshire	Wiltshire	Yes	1661 TERRACE DR	LANTANA	TX	1661 Terrace Dr	\$483,302	\$483,302	503	SOLD/CLOSED SALE	76226	0.1928
MICHAEL H PERLIN	Meurer	Perlin	Yes	859 TERRACE DR	LANTANA	TX	859 Terrace Dr	\$480,000	\$480,000	512	SOLD/CLOSED SALE	76226	0.2334
JACK G WEISBROD		Weisbrod	Yes	550 HUNTER ST	LANTANA	TX	550 Hunter St	\$435,459	\$435,459	514	SOLD/CLOSED SALE	76226	0.2351
IAN KEITH FERRARA		Ferrara	Yes	1030 TERRACE DR	LANTANA	TX	1030 Terrace Dr	\$464,563	\$464,563	431	SOLD/CLOSED SALE	76226	0.2603
JEFFREY R & MARGARET A TREMBLAY	Tremblay	Tremblay	Yes	8111 HOLLIDAY RD	LANTANA	TX	8111 Holliday Rd	\$411,902	\$411,902	452	SOLD/CLOSED SALE	76226	0.2164
MELINDA S CORNISH		Cornish	Yes	8821 WESTON LN	LANTANA	TX	8821 Weston Ln	\$425,256	\$425,256	440	SOLD/CLOSED SALE	76226	0.1592
HEIDI & RANDY KRABbenhOFT	KrabbenhOft	KrabbenhOft	Yes	961 HONDO RD	LANTANA	TX	961 Hondo Rd	\$428,571	\$428,571	420	SOLD/CLOSED SALE	76226	0.1588
GREGORY BALZER	Mainous	Balzer	Yes	8930 WESTON LN	LANTANA	TX	8930 Weston Ln	\$447,290	\$447,290	376	SOLD/CLOSED SALE	76226	0.1661
CONFIDENTIAL			Yes	8880 WESTON LN	LANTANA	TX	8880 Weston Ln	\$450,000	\$450,000	759	LEASED	76226	0.2584
BRIAN & JULIA LEAHY	Leahy	Leahy	Yes	8650 WESTON LN	LANTANA	TX	8650 Weston Ln	\$448,736	\$448,736	376	SOLD/CLOSED SALE	76226	0.1613
ROBERT JULIEN		Julien	Yes	990 HONDO RD	LANTANA	TX	990 Hondo Rd	\$415,954	\$415,954	628	SOLD/CLOSED SALE	76226	0.2528
ROBERT SHEA PATTON		Patton	Yes	1041 KEELER ST	LANTANA	TX	1041 Keeler St	\$433,729	\$433,729	406	CANCELLED	76226	0.1745
JUSTIN & JESSICA MAY	May	May	Yes	1321 MEADOWS AVE	LANTANA	TX	1321 Meadows Ave	\$428,000	\$428,000	416	SOLD/CLOSED SALE	76226	0.1815
JURIE BARTEL & BELINDA PIETERSE	Pieterse	Pieterse	Yes	1441 POWELL RD	LANTANA	TX	1441 Powell Rd	\$423,000	\$423,000	699	SOLD/CLOSED SALE	76226	0.2549
DENZIL H INGRAM		Ingram	Yes	9120 WITT LN	LANTANA	TX	9120 Witt Ln	\$478,000	\$478,000	652	SOLD/CLOSED SALE	76226	0.4027
JIMMY D & CHRISTY E BAGGETT	Baggett	Baggett	Yes	9133 WITT LN	LANTANA	TX	9133 Witt Ln	\$437,265	\$437,265	468	SOLD/CLOSED SALE	76226	0.2312
CORY L & SHAWNA M STRANGE	Strange	Strange	Yes	9134 CALVERT RD	LANTANA	TX	9134 Calvert Rd	\$435,000	\$435,000	500	SOLD/CLOSED SALE	76226	0.2438
MARK & MERRI DAWSON	Dawson	Dawson	Yes	9154 PARSON DR	LANTANA	TX	9154 Parson Dr	\$463,315	\$462,700	440	SOLD/CLOSED SALE	76226	0.2789



Remove Homes Currently on the Market



- Sort by Standardized MLS Status (Column L)
- Remove all homes with Active – Pending + TOM
- Highlight Rows to remove, Right Click, Delete

Mail Owner Name	Second Owner Last Name	Owner Last Name	Owner Occupie	Tax Billing Address	Tax Billing Ci	Tax Billing Sta	Address	Market Val	Assd Val	Garage Sq	Standardized MLS Stat	Tax Billing Z	Estimated Lot Acr
ROBERT SHEA PATTON		Patton	Yes	1041 KEELER ST	LANTANA	TX	1041 Keeler St	\$433,729	\$433,729	406	ACTIVE		
JOSHUA D & DICIE T TURNBULL	Turnbull	Turnbull	Yes	1081 METALMARK CT	LANTANA	TX	1081 Metalmark Ct	\$486,463	\$486,463	759	ACTIVE		
	Young	Young	Yes	751 BONHAM PKWY	LANTANA	TX	751 Bonham Pkwy	\$380,000	\$380,000	412	CANCELLED		
	Cason	Cason	Yes	911 BENBROOK CIR	LANTANA	TX	911 Benbrook Cir	\$470,042	\$470,042	648	CANCELLED		
	VINCENT	Vincent	Yes	9020 CROCKETT DR	LANTANA	TX	9020 Crockett Dr	\$518,098	\$518,098	452	CANCELLED		
		Cunningham	Yes	8813 THOMPSON DR	LANTANA	TX	8813 Thompson Dr	\$471,005	\$471,005	412	CANCELLED		
			Yes	8880 WESTON LN	LANTANA	TX	8880 Weston Ln	\$450,000	\$450,000	759	LEASED		
	TSHIRE	Wiltshire	Yes	1661 TERRACE DR	LANTANA	TX	1661 Terrace Dr	\$483,302	\$483,302	503	SOLD/CLOSED SALE		
	Meurer	Perlin	Yes	859 TERRACE DR	LANTANA	TX	859 Terrace Dr	\$480,000	\$480,000	512	SOLD/CLOSED SALE		
		Weisbrod	Yes	550 HUNTER ST	LANTANA	TX	550 Hunter St	\$435,459	\$435,459	514	SOLD/CLOSED SALE		
		Ferrara	Yes	1030 TERRACE DR	LANTANA	TX	1030 Terrace Dr	\$464,563	\$464,563	431	SOLD/CLOSED SALE		
	A TREMBLAY	Tremblay	Yes	8111 HOLLIDAY RD	LANTANA	TX	8111 Holliday Rd	\$411,902	\$411,902	452	SOLD/CLOSED SALE		
		Cornish	Yes	8821 WESTON LN	LANTANA	TX	8821 Weston Ln	\$425,256	\$425,256	440	SOLD/CLOSED SALE		
	NHOFT	Krabbenhoft	Yes	961 HONDO RD	LANTANA	TX	961 Hondo Rd	\$428,571	\$428,571	420	SOLD/CLOSED SALE		
		Balzer	Yes	8930 WESTON LN	LANTANA	TX	8930 Weston Ln	\$447,290	\$447,290	376	SOLD/CLOSED SALE		
		Leahy	Yes	8650 WESTON LN	LANTANA	TX	8650 Weston Ln	\$448,736	\$448,736	376	SOLD/CLOSED SALE		
		Julien	Yes	990 HONDO RD	LANTANA	TX	990 Hondo Rd	\$415,954	\$415,954	628	SOLD/CLOSED SALE		



CRITICAL STEP!!



Garage Workaround

- Sort by Garage Sq Ft (Column K)
- Remove homes with garages that don't meet your clients' needs.
(1 Garage Space = 200 sq ft)

1	Mail Owner Name	Second Owner Last Nam	Owner Last Nam	Owner Occupie	Tax Billing Address	Tax Billing Ci	Tax Billing Sta	Address	Market Val	Assd Val	Garage Sq	Standardized MLS Statu	Tax Billing Z	Estimated Lot Acr
47	DON J & AMY A HOKANSON	Hokanson	Hokanson	Yes	8225 PRIMROSE TRL	LANTANA	TX	8225 Primrose Trl	\$432,050	\$432,050	449	SOLD/CLOSED SALE	76226	0.1713
48	MICHAEL VINCENT	Vincent	Vincent	Yes	9020 CROCKETT DR	LANTANA	TX	9020 Crockett Dr	\$518,098	\$518,098	452	CANCELLED	76226	0.2755
49	JEFFREY TREMBLAY	Tremblay	Tremblay	Yes	8111 HOLLIDAY RD	LANTANA	TX	8111 Holliday Rd	\$411,902	\$411,902	452	SOLD/CLOSED SALE	76226	0.2164
50	WILLIAM WINDSCHEIF	Windscheif	Windscheif	Yes	9050 CROCKETT DR	LANTANA	TX	9050 Crockett Dr	\$517,383	\$517,383	452	SOLD/CLOSED SALE	76226	0.2708
51	DENISE ATKINSON	Atkinson	Atkinson	Yes	8317 VICTORIA LN	LANTANA	TX	8317 Victoria Ln	\$460,387	\$460,387	452	SOLD/CLOSED SALE	76226	0.1834
52	DANIEL TIERNY	Tierney	Gehlhausen	Yes	9025 JAMES DR	LANTANA	TX	9025 James Dr	\$488,821	\$488,821	452	SOLD/CLOSED SALE	76226	0.2999
53	JOHN VAN MAELE	Van Maele	Van Maele	Yes	9160 CEDAR RDG	LANTANA	TX	9160 Cedar Rdg	\$557,146	\$557,146	458	SOLD/CLOSED SALE	76226	0.2552
76	JONATHAN WHITE	White	Gavitt	Yes	1425 BURNETT DR	LANTANA	TX	1425 Burnett Dr	\$439,000	\$439,000	529	SOLD/CLOSED SALE	76226	0.3118
77	BRIAN WORLEY	Worley	Worley	Yes	8305 PRIMROSE TRL	LANTANA	TX	8305 Primrose Trl	\$438,626	\$438,626	532	SOLD/CLOSED SALE	76226	0.2041
78	MATTHEW FRANCO	Franco	Lazarus	Yes	8301 CHOLLA BLVD	LANTANA	TX	8301 Cholla Blvd	\$490,031	\$490,031	535	SOLD/CLOSED SALE	76226	0.2
79	ROBERT HICKS	Hicks	Hicks	Yes	8760 CANYON XING	LANTANA	TX	8760 Canyon Xing	\$700,604	\$700,604	551	SOLD/CLOSED SALE	76226	0.33
80	SCOTT GREGO	Grego	Grego	Yes	9021 CYPRESS CREEK RD	LANTANA	TX	9021 Cypress Creek Rd	\$474,717	\$474,717	560	SOLD/CLOSED SALE	76226	0.1993
81	JAMES HENEGAR	Henegar	Henegar	Yes	8410 BUFFALO DR	LANTANA	TX	8410 Buffalo Dr	\$642,936	\$642,936	569	SOLD/CLOSED SALE	76226	0.4226
82	HELENE MAYSE	Mayse	Mayse	Yes	8970 CEDAR RDG	LANTANA	TX	8970 Cedar Rdg	\$503,214	\$503,214	571	SOLD/CLOSED SALE	76226	0.2519
83	MICHAEL KATHLEEN SULLIVAN	Sullivan	Sullivan	Yes	8660 CANYON XING	LANTANA	TX	8660 Canyon Xing	\$641,961	\$641,961	575	SOLD/CLOSED SALE	76226	0.31
84	MARCO SAMMONS	Sammons	Sammons	Yes	9125 CYPRESS CREEK RD	LANTANA	TX	9125 Cypress Creek Rd	\$485,000	\$485,000	576	SOLD/CLOSED SALE	76226	0.2256
85	TALIA BELLO	Bello	Sanchez	Yes	8391 FULLERTON ST	LANTANA	TX	8391 Fullerton St	\$381,980	\$381,980	592	SOLD/CLOSED SALE	76226	0.218
86	JAMES COE	Coe	Coe	Yes	8816 SCARLET TRL	LANTANA	TX	8816 Scarlet Trl	\$406,983	\$406,983	600	SOLD/CLOSED SALE	76226	0.1653
87	MATTHEW MCCLINTOCK	Mcclintock	Mcclintock	Yes	8620 BAYBERRY AVE	LANTANA	TX	8620 Bayberry Ave	\$471,905	\$471,905	616	SOLD/CLOSED SALE	76226	0.1954
88	DUTTON TRUST			Yes	8908 SCARLET TRL	LANTANA	TX	8908 Scarlet Trl	\$470,769	\$470,769	619	SOLD/CLOSED SALE	76226	0.1653
89	JAMES & ANNE MARIE PLUNKERT	Plunkert	Plunkert	Yes	8800 SCARLET TRL	LANTANA	TX	8800 Scarlet Trl	\$488,301	\$488,301	619	SOLD/CLOSED SALE	76226	0.1897
90	SHAWN E & TORI G JACKSON	Jackson	Jackson	Yes	860 CLEAR FORK DR	LANTANA	TX	860 Clear Fork Dr	\$610,000	\$610,000	621	SOLD/CLOSED SALE	76226	0.313
91	ROBERT JULIEN	Julien	Julien	Yes	990 HONDO RD	LANTANA	TX	990 Hondo Rd	\$415,954	\$415,954	628	SOLD/CLOSED SALE	76226	0.2528
92	THERESA J MADDEN	West	Madden	Yes	921 SENNA DR	LANTANA	TX	921 Senna Dr	\$408,000	\$408,000	634	SOLD/CLOSED SALE	76226	0.1996
93	KEVIN DIAMOND	Diamond	Diamond	Yes	1313 VERBENA LN	ARGYLE	TX	1313 Verbena Ln	\$497,136	\$497,136	638	SOLD/CLOSED SALE	76226	0.1708
94	WADE B & ASHLEY M CONNER	Conner	Conner	Yes	8391 NAVISOTA DR	LANTANA	TX	8391 Navisota Dr	\$417,405	\$417,405	640	SOLD/CLOSED SALE	76226	0.2168
95	DANIEL J & KAREN J HORNER	Horner	Horner	Yes	9160 CHARLES ST	LANTANA	TX	9160 Charles St	\$500,000	\$500,000	646	SOLD/CLOSED SALE	76226	0.4145
96	GARY & KATHLEEN R CASON	Cason	Cason	Yes	911 BENBROOK CIR	LANTANA	TX	911 Benbrook Cir	\$470,042	\$470,042	648	CANCELLED	76226	0.3346



Remove Out of Range Values

- Sort by Assessed & Market value
- Remove homes that look out of range

I	J
Market Value	Assd Value
\$375,000	\$375,000
\$381,980	\$381,980
\$406,000	\$406,000
\$406,983	\$406,983
\$408,000	\$408,000
\$409,563	\$409,563
\$414,713	\$414,713
\$415,954	\$415,954
\$417,405	\$417,405
\$418,659	\$418,659
\$423,000	\$423,000
\$443,566	\$443,566
\$447,625	\$447,625
\$450,000	\$450,000
\$454,721	\$454,721
\$461,913	\$461,913
\$470,042	\$470,042
\$470,769	\$470,769
\$471,851	\$471,851
\$471,905	\$471,905
\$473,006	\$473,006
\$475,258	\$475,258
\$475,965	\$475,965
\$478,000	\$478,000

I	J
Market Value	Assd Value
\$478,000	\$478,000
\$483,511	\$483,511
\$488,301	\$488,301
\$488,978	\$488,978
\$492,101	\$492,101
\$493,821	\$493,821
\$497,136	\$497,136
\$498,065	\$498,065
\$499,542	\$499,542
\$500,000	\$500,000
\$510,202	\$510,202
\$512,440	\$512,440
\$518,123	\$518,123
\$521,231	\$521,231
\$527,276	\$527,276
\$572,571	\$572,571
\$579,652	\$579,652
\$610,000	\$610,000
\$610,000	\$610,000
\$637,847	\$637,847
\$665,000	\$665,000



Write Your Letter

- Download the letter on The Start Page
- Customize your letter
- Change all text to black
- Print a test letter first
- Proof



BERKSHIRE HATHAWAY
HomeServices
PenFed Realty Texas

Dear Homeowner,

My name is **Tiffany**, and I am a real estate agent with Berkshire Hathaway HomeServices. I want to start by writing that I am not soliciting you to gain your business. Although I know that seems unlikely, the purpose of my letter is to go above and beyond for my clients **Bob & Susan**. They are relocating from California to Texas with their high schooler while their other child attends A&M. They are very interested in finding a home in Lantana with 4 or more Bedrooms, 3 or more Bathrooms, a Game or Media Room, plus a pool.

As a proactive real estate agent, I am reaching out to you, a **Lantana** homeowner, to gauge your interest in selling your house. If this is something you've been considering, please give me a call, text, or email. I would love to hear about your property and see if it is a good fit for my clients.

As you are probably aware, the selling market is one of the best it's been for homeowners looking to make a change. However, what holds most prospective sellers back is the question, "where will we live?" This single thought is creating even more low-inventory issues and is tilting the scales further into a seller's market.

I have a few tricks up my sleeve including a very unique trade-in program that lets you get 80% of your equity out of your current house, immediately. Furthermore, you also get to reap the upside of the final sales price of your house, putting even more money in your pocket after closing. If this letter is resonating with you, feel free to reach out. We can have a quick chat on where you are looking to go, how to get you there and how much we can net you for your current house.

Thank you for your consideration.

Sincerely,

Name
Realtor®
Number
Email

*Not intended to solicit properties currently listed.

Berkshire Hathaway HomeServices | PenFed Realty Texas

364 Long Prairie Rd., Suite 201 | Flower Mound, Texas 75022 | Phone: 972.890.5600 | Fax: 972.584.1783



Dear Homeowner,

My name is **Tiffany**, and I am a real estate agent with Berkshire Hathaway HomeServices. I want to start by writing that I am not soliciting you to gain your business. Although I know that seems unlikely, the purpose of my letter is to go above and beyond for my clients **Bob & Susan**. **They are relocating from California to Texas with their high schooler while their other child attends A&M. They are very interested in finding a home in Lantana with 4 or more Bedrooms, 3 or more Bathrooms, a Game or Media Room, plus a pool.**

As a proactive real estate agent, I am reaching out to you, a **Lantana** homeowner, to gauge your interest in selling your house. If this is something you've been considering, please give me a call, text, or email. I would love to hear about your property and see if it is a good fit for my clients.

As you are probably aware, the selling market is one of the best it's been for homeowners looking to make a change. However, what holds most prospective sellers back is the question, "where will we live?" This single thought is creating even more low-inventory issues and is tilting the scales further into a seller's market.

I have a few tricks up my sleeve including a very unique trade-in program that lets you get 80% of your equity out of your current house, immediately. Furthermore, you also get to reap the upside of the final sales price of your house, putting even more money in your pocket after closing. If this letter is resonating with you, feel free to reach out. We can have a quick chat on where you are looking to go, how to get you there and how much we can net you for your current house.

Thank you for your consideration.

Sincerely,

Name
Realtor*
Number
Email

*Not intended to solicit properties currently listed.

Mail Your Letter

- Handwrite or Mail Merge
- J.D. Handcrafted Font
- First Class Stamp \$0.55
- Mail to Tax Billing Address

Tiffany Costello
150 Nolen Drive
Southlake, TX 76092



Bob & Susie Smith
123 Main Street
LANTANA, TX 76226

Tiffany Costello
150 Nolen Drive
Southlake, TX 76092



Bob & Susie Smith
123 Main Street
Lantana, TX 76226



Easy Button

Pull your list and leverage a source to print and mail



PPS Flower Mound

Doug Dolley 972-539-5826 Doug@fmpps.com

\$1.38 Per Piece (maximum of 100 letters)

Includes letter, envelope, stamp, printing and labor

3 Business Day Turnaround

Price & Turnaround as of 4/20/21

