

The REALTOR® Code Of Ethics

- Protects the buying and selling public
- Promotes a competitive real estate marketplace
- Enhances the integrity of the industry
- Is your promise of performance
- Is your promise of professionalism

Founding Member of
The International Luxury Society

www.InternationalLuxurySociety.com



Traute offers representation for clients looking to purchase vacation/second homes. She works in the USA, Europe and the Caribbean, focusing on the Dominican Republic. Please visit my site for details:

www.GlobalRealEstateServices.com

The KELLER WILLIAMS® Culture

- Win-Win — or no deal
- Integrity — do the right thing
- Commitment — in all things
- Communication — seek first to understand
- Creativity — ideas before results
- Customers — always come first
- Teamwork — together everyone achieves more
- Trust — starts with honesty
- Success — results through people

Traute H. Malhotra, GRI

THM Realty

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Each office is independently owned and operated
This is not intended to solicit property currently listed

THM Realty
Residential
& Commercial
Real Estate Services

Making Your Goals Our Priority!



Traute H. Malhotra, GRI

REALTOR®, e-PRO®,
IRES, TRC,
Senior Housing Specialist

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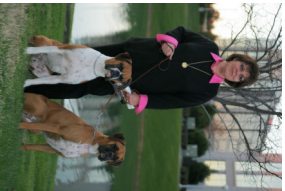


INTEGRITY

SERVICE

TRUST

PERSONAL



Traute H. Malhotra, is married, has one son (19) one daughter (12) and two boxers.

She is actively involved in her kids' lives: by volunteering her time to school, sports and church related activities. In her spare time, she loves traveling, reading, and walking.

BUSINESS BACKGROUND

Born and raised in Germany, Traute moved to Dallas, Texas in 1984 after successfully completing her business studies.

She has been instrumental in building Spectra Plus, Inc. with her husband. For many years she served as Director of Investor Relations for a local real estate developer and was very successful in building relationships and placing equity capital from European contacts.

She has closed real estate transactions in excess of \$100 million and offers her clients residential or commercial real estate services locally and internationally.

In addition to providing services in English she is conducting business in German.

She is a graduate of the Metrotex Leadership Class 2005-06 and volunteers on several Metrotex and TAR committees.

Traute is Director of the North Texas Chapter of the German American Chamber of Commerce, and a member of many other national and local organizations.

As a mediator, she specializes in dispute resolution in the real estate field.

FOCUSING ON RESULTS

The proper balance of these factors will expedite your sale.

CONSULTANT

- Advises and Consults
- Educates and Guides
- Involved in Decision Process
- Uses Judgment and Experience
- Irreplaceable
- Highly Compensated

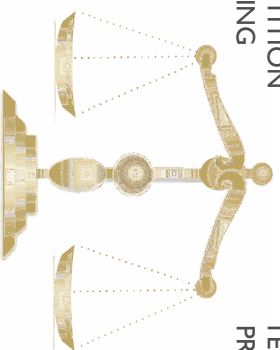
SELLER REPRESENTATION

- Needs Analysis
- Pricing Strategy
- Property Preparation
- Marketing Strategy
- Receive an Offer
- Negotiating the Sale
- Sell
- Closing
- Post Closing

BUYER REPRESENTATION

- Needs Analysis
- Pre-approval
- Neighborhood Information
- Home Search
- Make an offer
- Negotiate the Purchase
- Vendor Coordination
- Closing
- Post Closing

LOCATION
COMPETITION
TIMING



CONDITION
TERMS
PRICE

SOLD