



Experience the
Luxury Service
Team Black Bear
Provides

KW

LUXURY HOMES
INTERNATIONAL

TEAM BLACK BEAR





kw[®]

LUXURY HOMES
INTERNATIONAL

TEAM BLACK BEAR

Experience & Relationships Get You Results

We Meet Your Sales Goals

We Aggressively Market Your Home Utilizing Numerous Resources

We Promote Your Home to Realtors via Multiple Listing Services in Vail, Denver & Several International Connections

We Ensure Maximum Web Presence via Syndication

Our Process Provides More Showings, Faster Sales and Higher Sales Prices

We Negotiate to Exceed Your Expectations

We Negotiate to Protect Your Transaction and Proceeds

We Manage All the Details to Protect Your Time

We Get You Maximum Money in Today's Market



Our Relationship Starts by Staying at the Top

- "Top of Mind" with Clients and Other Brokers
 - You Always Deal with Our Team
- We Work at Staying the Leading Experts in the valley
- Member of KW Luxury - International Organization with Offices in 16 Different Countries
 - We Stay Active on Every Level in Today's Marketplace in Eagle County

Every Aspect of Your Transaction Will be Managed by Team Black Bear. With a Close-Knit Team Your Wants & Needs are Cared for 24/7

We **KNOW** the market!

We have been showing & selling area homes since the late 1970's. Because we personally work with both Buyers & Sellers, we know first-hand what buyers are looking for & can more accurately price your home & advise you on money-making improvements. Not all Realtors work that way... many listing agents do not work with buyers & therefore lack the perspective which could ultimately result in a lower price or extended market time.

We design your home's marketing strategy to attract the prime buyers... and maximize your equity.



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Let's Get Started

What is your...

Motivation to Sell:

Ideal Transition? Timing?

Past Experience With Realtors?

Overall Real Estate Goals?



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Here's How We Begin...

Initial Appointment Approximately 1 Hour in Your Home

What You Do:

Share Goals & Expectations

Provide Property Survey, Recent Appraisal, Average Utilities

Mortgage Pay Off, Spare Key if Applicable

What We Do:

Tour Your Home

Listen & Learn Your Goals & Concerns

Discuss Market and Economic Trends

What We Do Together:

Analyze How to Achieve Your Goals

Discuss Market Positioning Strategy

Set Time for Call With Our Proposed Market Positioning.

We Have the Expertise to Show You How to
Make Your Home Look It's BEST

Utilizing State-Of-The-Art

High Definition Photography & Cinematic
Videography

High Definition Photo
(same view)



High Definition Photo
(same view)



Standard Photo



Standard Photo



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Experience & Relationships Get You Results

We Meet Your Goals

Comprehensive Marketing Strategy

Highly Acclaimed Professional Stagers

Cutting Edge High Definition Photography & Cinematic Videography

Ad Campaign Highlights Special Features of Your Home

Professional Staging Brings a Higher Sales Price



Great Room: Staged

Great Room: Not Staged





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Experience & Relationships Get You Results

We Maximize Your Equity

We Customize To Your Needs

We Don't Just List Your Home... We Launch Your Property

Simultaneous Sell & Purchase Strategy When Needed

Ask Us..... 970-337-7777

Here's What Others are Saying

“The last 3 real estate transactions that I did in the Vail Valley have been completed by your tremendous team. **Every detail, whether I was selling and then looking for a home on the river, was handled in the most professional manner** by TEAM BLACK BEAR. It's hard being out of town and trying to handle all the details of either buying or selling. But, unlike other companies I have dealt with in the valley, your company took care of everything! This made it so much easier. I know whether you are the buyer's or seller's agent you and your staff will handle everything the way it should be done. Now that I am rethinking Vail, your company will be my only call. I cannot thank you enough for all of your team's diligence. Your great company has made my life a lot easier.” -*Ed Bozarth*

“My husband and I were very pleased with Joan and Barbara's **service, advice and genuine concern** as they helped us search and find the **perfect home** for us. Joan and Barbara were knowledgeable about the area and today's market. **They were always accessible, prompt, friendly, and professional.** They were very good at matching us to homes that fit our needs. We feel comfortable referring Team Black Bear to others!” -*Becky Morgan*

“Joan was such a friendly positive & inspirational part of encouraging us to hang in there. This was an unusual transaction & the process didn't take much time. Joan was able to complete everything in record time. Joan was very **professional & very helpful** to complete our transaction.” -*Craig Bair*

“The feedback on showings was very helpful. My favorite part of selling was the **professional team and attention to detail.**” -*Melanie Wilson*

“Working as a team, one of you was usually available. Questions were always responded to, calls returned, and encouragement given when things looked bleak. Barb handled every inquiry professionally and with Grace and Humor. Everyone with Team Black Bear is Very Professional. They **kept us informed an on schedule through the entire sales process.** I would certainly refer others looking to buy or sell real estate to these lovely ladies.” -*Ottalie Faber*

“Joan Harned and Team Black Bear represent **the finest real estate experts in the field of Foreclosure Prevention the industry has to offer.** As an experienced agent, Joan navigates the challenges inherit in Short Sales with amazing success. Her significant knowledge of the process involved in Short Sale Mediation coupled with **a tremendous sense of caring, work ethic, and perseverance** provides her clients with unparalleled expertise. Clients repeatedly display an overwhelming debt of gratitude for Team Black Bear's assistance in helping them avoid the tragic pitfalls of foreclosure.” -*Tony English, Pres. Guardian RE Solutions*

“We love our new home! The only drawback is that we have to leave! We have been up twice and will definitely be using it a lot. It was so great working with you and **I will tell others** if they are looking to buy or sell.” -*Chris Alcorn*

*And in the End
It's all about Achieving Your Goals*



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Info About Each of Our Team Members

Joan has lived in Eagle County since 1972 and has been selling real estate with Black Bear Real Estate Co., predecessor of Keller Williams Mountain Properties since 1986. Joan was the 1998 Vail Board of Realtors “Realtor of the Year,” served on the Vail Board of Realtors as a Director for six years and was Chairman of the Vail Board of Realtors for 2003-2004. Joan also was appointed by Governor Owens to be a Director on the Great Outdoors Colorado Trust Fund Board. In 2004, Joan became an owner and Managing Broker for Black Bear Real Estate. In 2005, Joan became Managing Broker & one of three owners of Keller Williams Mountain Properties. She is also a qualified member of KW Luxury Division and Kw Farm and Ranch Division. She is a graduate of UC at Santa Barbara. After graduation, Joan worked as a flight attendant for a major airline for 20+ years, prior to her real estate career. Joan has been married to Tom Harned for over 40 years, has one son and nine delightful grandchildren. She enjoys walking, golfing and snowshoeing in addition to working at least full time.



Joan
HARNED
REAL ESTATE SPECIALIST

Info About Each of Our Team Members

Barbara has been with Black Bear Real Estate Co., predecessor to Keller Williams Mountain Properties since 1994. She is a graduate of the University of Denver with a degree in accounting and practiced public accounting for 22 years prior to getting her Real Estate Broker's license. Through further education, Barbara has also obtained the GRI Designation. Barbara is past President of the Western Eagle Valley Rotary Club and is Senior Warden for the Episcopal Church of the Transfiguration. Barbara lives in Eagle where she raised her two sons.



Barbara

HOGOBOOM

REAL ESTATE SPECIALIST

Info About Each of Our Team Members

Laura is a Colorado native and has lived in the Vail Valley since 1992. Before settling down in Eagle County, Laura spent several years teaching skiing in various Colorado and European resorts. She has owned and managed 'Travel Vail' a full service travel agency since 1999 and serves a wide range of clients from around the world including visitors and local residents. The travel industry provided a natural progression into a real estate career for Laura. Trust and service you can depend upon, integrity, knowledge and hard work are her ingredients for your success. She can and will provide you true personalized service and vast knowledge of the resort communities in Eagle County.

Laura is a volunteer at The Vail Valley Medical Center, Hospice of the Valley and The Shaw Cancer Center. She is currently the President and an active team member of Vail Pet Partners. The team of Laura and her golden retriever, Murphy, are registered nationally through the Delta Society, an organization dedicated to improving human health through service and therapy animals.

Serving as a Director for the Vail Board of Realtors provides Laura with a wealth of information. She is also a member of The Institute for Luxury Marketing and KW Luxury



LAURA

SELLARDS

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M E M B E R

Info About Each of Our Team Members

Angela has been licensed in both Colorado and Texas. Living in Eagle County enables her to maximize her expertise while enjoying all that Vail Valley has to offer. With Real Estate in her blood and a passion for serving today's home buyers and sellers, this second generation Realtor works with a wealth of experience. Lifelong training from her father who is a Broker/Manager for Keller Williams in Frisco, TX, and a strong desire for cultivating new ideas set her apart from other Realtors. Possessing a strong work ethic and having a genuine heart for service are evident in her customer service. A competitive spirit, focus and determination are skills that she has honed over the years giving her clients an edge in this market.



ANGELA

MAXEY

REAL ESTATE SPECIALIST

Info About Each of Our Team Members

Debra has recently joined Team Black Bear. She is an alumna of Texas A&M University, and The University of Colorado, Leeds School of Business, from which she received her Masters of Science in Accounting. She is a licensed Certified Public Accountant, as well as a licensed Real Estate Broker in the State of Colorado. Having worked in public accounting and private industry for many years, she brings solid financial expertise to real estate transactions and is eager to help with the success of both Buyers and Sellers. Debra has lived in Eagle County for over 34 years and has extensive knowledge of the area. She presently resides in Edwards with her husband, Rick and enjoys telemark skiing, biking, golfing, hiking, travelling and reading.



DEBRA

GEDDES

REAL ESTATE SPECIALIST

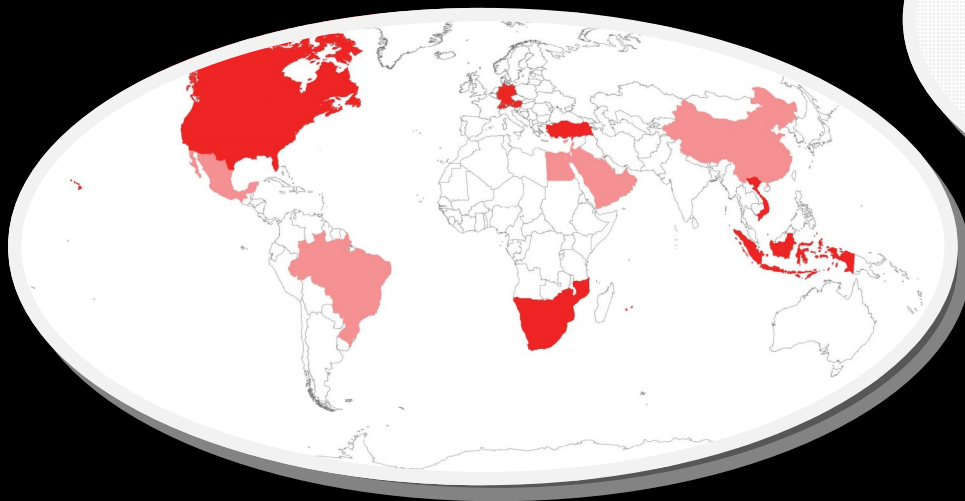
Info About Each of Our Team Members

Tom Harned was the founder & owner of Black Bear Real Estate Company, predecessor to Keller Williams Mountain Properties. Tom has been a licensed Real Estate Broker since 1972 and has lived in Eagle County since 1971. He has been a past president and board member of the Eagle Valley Chamber of Commerce and served as a Director for the Vail Board of Realtors. Tom is active with Club 20, is a past chairman of the board & executive committee member and also served as a Colorado State Fair commissioner. Tom was also the Operating Principal for the Keller Williams office in Grand Junction. Tom has been married to Joan for 41 years, has one son and 9 grandchildren. He enjoys golfing, fishing, hunting & is a licensed Pilot. With over 35 years of local Real Estate experience, Tom can help you Make the Right Choices & find the right property for you!



TOM
HARNED
REAL ESTATE SPECIALIST

Keller Williams Realty, Inc. is the largest real estate franchise by agent count in the world with **700 offices** and **125,000 associates** across the Americas, Europe, Africa and Asia.



Belize

Canada - 22 offices

Columbia

Costa Rica

Dubai

Indonesia

Greater Shanghai / China

Mexico - 5 offices

Portugal -7 offices

South Africa - 19 offices

Spain

Turkey - 8 offices

United Kingdom

Vietnam