



Honorable Estates LLC
Real Estate Solutions You Can Trust

Real Estate Agent Partnership Guide

Table of Contents

Who Are We?	3
Benefits of Working With Us	5
Way to Work With Us	8
Taking the Next Step	9

Who Are We?

Honorable Estates is an up and coming real estate solutions company that buys and sells properties throughout the Atlantic county area. We specialize in buying distressed homes at a significant discount, and renovate and resell them to retail home buyers and landlords. Founded in 2018 by married partners Abe and Nikki Kamerman, Honorable Estates is excited to be part of the area's real estate recovery and we aspire to contribute to the economic rejuvenation of Atlantic county and its neighborhoods.

Since its inception, Honorable Estates has passionately pursued the goal to help the people in our community find an answer to their real estate needs. Through their extensive education, they've developed a solid foundation of real estate knowledge, with the integrity to follow up on promises and make successful deals happen.

Facts About Honorable Estates

- Up and coming real estate solutions company in Galloway, NJ, specialized in buying and selling distressed property
- Focused on providing solutions for clients and value for investors by locating and renovating distressed properties.
- Our goal is to provide the absolute highest level of service to our clients

OUR MISSION

When a passion for real estate is combined with a commitment to uncompromising ethics, amazing things will happen. At Honorable Estates, it's our goal to not only have a positive effect on ourselves and our families - but also to inspire, motivate and create lasting change in everyone we encounter. We will treat our clients and team members with respect at all times. It is our goal to become the kind of real estate company that you can trust and would refer to your friends and loved ones. Our company will dedicate itself to everlasting education and professional growth that will inspire the leaders of tomorrow.

REAL ESTATE KNOWLEDGE & EXPERIENCE:

We have invested a great deal of time, energy and capital investment into our real estate education, attending the nation's premier real estate investing education program - FortuneBuilders Mastery. Beyond the principles of sound investing, we were trained on how to build a successful business based on systems and predictability. Having completed over 1,000 real estate deals, FortuneBuilders coaches and systems have allowed us to strategically invest in real estate, grow and expand our business, and they are available for us to leverage when analyzing our real estate deals.

Who Are We?



Abe, Nikki, and Zeke Kamerman

THE STORY OF HONORABLE ESTATES

Abe and Nikki met at Camp Perry, Ohio in August 2011. It was almost a “love at first sight” story and they were married exactly one year later in 2012. At the time Abe was an appliance repair technician and Nikki worked as a CNA in the hospital. Soon after they married Abe joined the United States Coast Guard where he currently serves in active duty. It was during his 4th year in the Coast Guard that the family moved to the state of New Jersey.

One of Abe’s goals has always been to be an entrepreneur and own his own business. It was also Nikki’s goal to be able to “give back” to the community and make a big mark on the world in a positive way. When they discovered the proven systems of real estate investing, they knew this was the right vehicle to make all those dreams a reality.

Since the beginning of 2018, they have been actively pursuing their education into real estate investing and look forward to a fruitful first year as fledgling business owners.

Benefits of Working With Us

HONORABLE ESTATES VS. TRADITIONAL BUYER

Here are a few benefits your sellers have when working with Honorable Estates to sell their home:

- ✓ **CASH BUYERS**
- ✓ **QUICK CLOSE**
- ✓ **WE BUY HOUSES AS-IS**
- ✓ **NO APPRAISAL**
- ✓ **NO LENDING RESTRICTIONS**
- ✓ **WE'LL WAIT ON SHORT SALE APPROVALS**

As an agent, you can take advantage of many unique opportunities when it comes to working with investors. Many agents view working with investors as a waste of time – however, we know you have a business to run and can't afford to waste your time with investors who aren't serious. At Honorable Estates, we pride ourselves on having a systemized buying process; which eliminates the need to waste your time on tedious tasks. You can rest assure that we are serious buyers who close with cash and very quickly.

We believe that good investors are those who place high value on the knowledge and expertise of good agents. In turn, we hope to share our knowledge with you and help to provide you with a lucrative and consistent stream of income. So if you can shift your thinking and learn how to leverage working together with investors, you'll realize there are many potential benefits – creating win-win situations for everyone.

HOW DO WE COMPARE TO A TRADITIONAL BUYER?

	Traditional Buyer	Honorable Estates
Method of Payment	Bank Financing	CASH
Cost of Repairs	1-8% of Homes Value	None (Bought AS-IS)
Closing Timeframe	45+ Days	10-14 Days
Amount of Business For You	Typically only one purchase	Repeat Buyers (2-10 deals per yr)
Repairs Needed	Repairs, no matter how big or small are important to owner occupants – often times, making it difficult to find a house quickly & make the sale	We look for homes that are not perfect and need improvements
Appraisal	Mandatory	None
Re-Listing the Home	Years down the road	3-4 Months on Average

Benefits of Working With Us

GAIN REPEAT BUSINESS

One of the main benefits of working with an investor is the potential for repeat business throughout the course of a year. By working consistently with a successful investor who actively buys and sells properties, you can predict a steady revenue stream based on their level of activity. Although it varies, most real estate agents typically close between 2 to 10 deals per year with investors. A good agent will be able to leverage those deals into even more deals, just by working with the buyers who purchase investment properties.

OPPORTUNITY TO MAKE BOTH SIDES OF COMMISSION

By acting as a dual agent in a transaction, representing both the buyer and seller, you can earn both sides of the commission. For example, let's say that you as a licensed agent have an REO property listed. Our goal is for the agents we work with to be excited to work with us which is why we're happy for you if you received both sides of the commission. That merely means you were great at your job!

*Representing Both Sides Of A Transaction Allows
You To Make Double Commission!*

BECOME A DISTRESSED PROPERTY SPECIALIST

There are a number of properties in the marketplace needing renovations – anything from cosmetic repairs to full-gut rehabs. Often times, you as the agent are the first contact for sellers behind on payments, who need to sell quickly, or don't have equity in their home. These are exactly the types of opportunities we are looking for. If you or someone in your office have these types of listings, we may be able to quickly purchase the homes with CASH. After a few successful transactions, you can utilize that success to gain more exposure in your market and build your credibility as a distressed property specialist – ultimately, increasing your income opportunity.

What's In It For You?

- Opportunity to make double commission
- Consistent business (we buy 2-10 properties a year)
- Obtain referral leads
- Access to property inventory before listed
- Opportunity to host open houses
- Short sale referrals
- Ease of transactions – we use electronic signatures
- Become a distressed property specialist in your area
- Free training & joint venture potential
- Enhance your profile as an agent in your community

Benefits of Working With Us

ACCESS TO PROPERTY INVENTORY BEFORE LISTED

A successful and active investor will constantly have an inventory of completely renovated properties; and **YOU will have access to that inventory BEFORE that property is listed on the MLS.** This creates a great opportunity for buyers – especially a first-time homebuyer, as they would have the chance to purchase a newly renovated and fairly priced property. In some cases, your buyers can also have the benefit of giving input on certain features of their home and choosing custom finishes BEFORE renovations are fully complete. By providing this option to your buyer, it completely differentiates you from other agents – therefore, directly impacting your bottom-line!

OPPORTUNITY TO HOST OPEN HOUSES

Newly renovated vacant properties generate a lot of interest from potential buyers – like a neighbor or anyone else looking for properties priced aggressively and in pristine condition. By acting as a seller's agent, this creates a great opportunity to host open houses for these properties; allowing you to meet many new potential buyers that you can add to your database, and possibly cultivate as buyer clients of your own.

SHORT SALE REFERRALS

Successful investors are excellent marketers and generate a lot of leads – many of which are short sales. In most cases, investors aren't too interested in working with sellers whose properties are over-leveraged and in short sale situations. The short sale process can be lengthy, so many investors prefer to refer those leads to a specialist rather than work with the sellers themselves. This creates a huge opportunity for you to become a *"short sale specialist"* – by listing these properties and getting the commission when they sell. As a short sale specialist, you also have the opportunity of working with multiple investors, which provides you with more of an revenue stream ten fold!

FREE TRAINING & JOINT VENTURE POTENTIAL

At Honorable Estates, we pride ourselves on having a strong foundation of real estate knowledge and training. Our core business lies within our systems, education and knowledge of the real estate industry. We did not just buy a CD off the Internet and become a real estate investor overnight. We have spent thousands of dollars to learn how to be successful in this business and do it the right way the first time.

By working with us, you can benefit from our knowledge, gain REAL LIFE investing experience and have an amazing opportunity to learn all the ins-and-outs of the other side of real estate. To us, this is invaluable. If you should decide to take interest in becoming more involved directly with real estate investing, there are a few unique opportunities that can create an **additional income stream for you** – and you can either take a hands on or hands off approach. Let us know if you're interested in a possible joint venture opportunity, and we can discuss it in great detail.

Many Ways To Work With Us

BECOME A PART OF OUR TEAM!

In working with us, there are several benefits and different ways you can generate revenue:

- ✓ **Represent Us As Our Buyer's Agent**
We Are CASH Investors & Buy 2-10 Properties A Year
- ✓ **Represent Us As Our Listing Agent**
Re-List Our Fully Renovated Vacant Properties In Your Area
- ✓ **Be Our Referral Agent**
Tap Into Our List of Buyer, Seller & Short Sale Leads
- ✓ **Generate Buyers Via Open Houses**
Market our "Pocket" Listings

Although many of our offers will be typically lower than retail clients, we serve as a great benefit for hard-to-sell properties or those requiring the bank or seller to move quickly. We are also a good fit if you have listings that have difficulty qualifying for traditional financing based on the current condition of the property. We are not the perfect fit for everyone; but for the seller with the right motivation, these features are a necessity.

How Much Additional Time Will it Take Working With An Investor?

As an agent working with an investor, you can increase your profit; but not necessarily increase the amount of work you need to do to close each deal. Your goal should be to:

- Spend no more than a few hours per day finding and making offers on our behalf
- Automate most of the work –utilizing our documents such as repair sheets and deal analyzer
- Specialize in a very specific, relatively small, geographic area – therefore, not spending your time driving all over looking at houses

Taking the Next Steps

GETTING STARTED WITH US

If we haven't already, it's important to sit down and discuss all these details in person. We look forward to hearing your goals for the future and seeing how we can work together long term. Call us today, check out our website or shoot us an email and we will be in touch!

Contact us today!

Phone: 609-241-5441

Email: Info@HonorableEstates.com

Website: www.HonorableEstates.com

Facebook: fb.me/HonorableEstates

Frequently Asked Questions

WILL I BE REQUIRED TO SPEND A LOT OF TIME DRIVING AROUND SHOWING YOU PROPERTIES TO BUY?

No, not at all! We already know what we're looking for, and our criteria typically stay the same. While we may need you to let us inside a property once in a while, we wouldn't ask you to spend your time on wild goose chases.

IS IT WORTH MY TIME TO WORK WITH AN INVESTOR?

Yes! You can automate most of the process so you're not wasting your time on working on tedious tasks. By working with an investor, you create a very lucrative source of income as well. In a partnership with us, you can earn multiple commissions by representing us as both the buyers and sellers agents.

WHAT KINDS OF OFFERS DO INVESTORS USUALLY MAKE?

Our offers are in cash. They are below retail, but they are also highly valuable because they are cash offers. Some of our offers do get rejected; but, unlike traditional clients who may buy or sell a home once every five years, we make multiple transactions annually.

HOW CAN I WORK WITH HONORABLE ESTATES?

You have the opportunity to become what we call a "triple agent." When working with Honorable Estates, you can act as the buyers agent, the listing agent and the referral agent. In other words, you may be able to earn triple commission on a single deal. Secondly, we will actively send you leads on listings and give you the right to generate more leads by marketing our homes once the renovations are complete. We can also will send buyers to you.

WHAT TYPES OF PROPERTIES DO YOU PURCHASE FROM SELLERS?

We purchase homes in pre-foreclosure, over-leveraged, condemned, liens or health department violations, not maintained, fire damaged, estate sales, stagnant listings, even about to fall down homes - we can buy it!