



**kw**  
**KELLERWILLIAMS<sup>®</sup>**  
REALTY

## A Letter From Baila:

Selling a property requires an agent with specialized expertise, a strong network, and an unwavering commitment to securing the highest return. By choosing to work with us, you can expect these qualifications and more, combined with a dedicated focus on delivering exceptional service.

From the initial consultation through to closing, we ensure a seamless experience by managing every detail, making the process smooth and efficient, and upholding the level of service you deserve.

Our priority is to earn your trust by exceeding your expectations. This means proactively addressing your needs and working diligently to achieve the maximum return on your property.

Unlike agents who merely list homes, we execute a premier marketing strategy that positions your property to attract the attention it deserves. Backed by experience and thorough market analysis of comparable properties, our approach targets buyers with a keen interest in distinguished homes like yours. This proposal provides insight into our proven strategy for positioning and selling prestigious properties in a competitive market, outlining specific tactics to achieve the highest possible value. It also details our exclusive partnerships — from a network of expert agents and specialists to connections with international buyers.

We sincerely appreciate the opportunity to collaborate with you once again.

Sincerely,

Baila Jaskiel

**Teamwork:** Collaborating effectively to support one another and achieve collective success.

**Integrity:** Upholding honesty and transparency in all interactions.

**Customer Focus:** Prioritizing client satisfaction and striving to exceed expectations in every engagement.

**Commitment:** Demonstrating perseverance and dedication, never giving up on delivering the best results.

**Available:** Always responsive and ready to assist, ensuring every need is addressed promptly and efficiently.

**Success:** Our clients' happiness defines our success.



# Baila Jaskiel

Keller Williams Monmouth/Ocean

KW Monmouth/Ocean is #1 in the region



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Cell: (848) 223-2295

Email:

[bjaskiel@gmail.com](mailto:bjaskiel@gmail.com)

353 N County Line Road  
Jackson, NJ 08527

With over 12 years of experience in the real estate industry, award-winning agent Baila Jaskiel brings a distinctive approach to every transaction, ensuring your property stands out in a competitive market. Known for her exceptional ability to craft tailored strategies that highlight the unique features of each home, Baila gives her clients the edge they need to achieve top results.

Her reputation for honesty, integrity, and a deep commitment to serving the community has made Baila one of the top-selling agents in the region. Whether you're buying or selling, Baila's dedication and expertise make her the trusted choice for those seeking outstanding service and exceptional outcomes.

The Jaskiel Team is your top team serving Lakewood, Jackson, Howell, Toms River and the surrounding communities. Our team is dedicated to providing exceptional service and expertise in every aspect of the real estate process. Our goal is to ensure that every transaction is smooth, stress-free, and rewarding for our clients. Whether you're looking to buy your first home, sell your current residence, or invest in real estate, The Jaskiel Team is here to guide you every step of the way.

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Call us, The Jaskiel Team at 848-223-2295 for a detailed home evaluation! It would be our pleasure to serve you!

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# Meet the team:



**Malka Rivka Zaks  
(Sternbuch)**

Realtor

Malka Rivka brings in-depth expertise in the local real estate market, skillfully guiding clients through even the most complex transactions. With a focus on delivering exceptional, customized service, Malky takes the time to understand each client's unique needs, ensuring a highly personalized and seamless experience. Whether working with first-time homebuyers, seasoned investors, or those looking to sell, Malky's commitment to her clients is unwavering. Her ability to provide clear, strategic advice and her attention to detail create a smooth and rewarding journey, making her an invaluable asset to those navigating today's dynamic market.

**Dina Inzelbuch**  
Realtor

Dina specializes in luxury properties and new construction, making her a trusted and knowledgeable professional. Her commitment to continuous learning ensures she stays ahead of market trends, empowering her to provide clients with expert insights and exceptional service. She strives to exceed expectations with personalized service, tailored strategies, and strong negotiation skills. Whether buying or selling, every transaction is handled with care, professionalism, and a focus on achieving the best possible outcome.

# Meet the team:



**Jennifer Gisis**  
**“Esther”**  
Realtor

With a calm, yet no-nonsense approach, Esther has earned a reputation for getting the job done efficiently and effectively. Whether working with buyers, sellers, or investors, Esther brings a high level of professionalism and dedication to every transaction. Her extensive track record of success makes her an invaluable member of the team, consistently delivering results that exceed client expectations. Known for her attention to detail, clear communication, and tireless commitment to her clients, Esther ensures that every step of the real estate process is seamless and stress-free.

**Kelly Harsche**  
Realtor/  
Transactions  
Coordinator

Kelly is an experienced and detail-oriented Real Estate Transactions Coordinator with a strong track record of supporting real estate agents, clients, and brokers through every stage of the property transaction process. Known for her exceptional organizational skills and a keen eye for detail, Kelly is dedicated to keeping transactions on track, from contract to closing. With a deep understanding of real estate processes, compliance, and communication, Kelly serves as a reliable point of contact for all parties involved, ensuring a smooth and efficient experience for clients, agents, and vendors alike.

# What We Do for You

As your trusted real estate agents, we combine in-depth market knowledge, thorough research, and a vast network of referrals to deliver exceptional results. With a proven track record of success among discerning buyers and sellers, we take pride in offering service that goes above and beyond.

Our mission is to help you achieve top dollar for your home while providing expert guidance throughout every step of the selling process. We understand that selling a property requires not only experience, but also time and resources—and we're committed to making the experience both seamless and rewarding. With our dedication and expertise, we're here to ensure the sale of your home is both successful and positive.

EXPERIENCE

From determining the optimal asking price to drafting purchase agreements and negotiating terms of sale, real estate transactions are a precise science. Every detail matters, and our expertise ensures that each step is handled with the utmost care and skill.

TIME

Selling a home requires countless hours of preparation, open houses, phone calls, and paperwork—details that shouldn't burden you. We'll expertly manage every step of the process, allowing you to focus on what truly matters.

RESOURCES

To keep your home visible to potential buyers, marketing needs to be ongoing, 24/7. We'll ensure your property receives the attention it deserves through innovative technology and a strategically crafted marketing campaign.



Your property is truly unique—and perfectly suited to a specific buyer. With our extensive local connections and the global reach of KW International, we ensure your property gains maximum exposure, reaching the right audience both locally and worldwide.

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# What We Offer

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## **Knowledge**

At Keller Williams Realty, we stay ahead of real estate trends with an industry-leading training curriculum and comprehensive research resources. This commitment to continuous learning ensures we can provide you with unparalleled service.

## **Experience & Expertise**

Our cutting-edge technology solutions streamline our processes, boosting both efficiency and productivity, so we can deliver faster, more effective results for you.

## **Reliability**

At The Jaskiel Team, we uphold the highest standards of trust and integrity. We believe in always doing what's right and putting our clients' needs first, so you can rely on us every step of the way.

## **Success**

With a long history of delivering exceptional service, The Jaskiel Team continues to thrive through all market conditions. Our legacy of success speaks to our dedication to achieving the best outcomes for our clients.

## **Satisfaction**

Your satisfaction is our top priority. We work closely with you to understand and meet your needs, and our cancellation guarantee ensures you have the flexibility to walk away if we don't exceed your expectations.



82%

of home sales are  
the result of agent  
connections

Source: National Association  
of Realtors®



# Marketing Strategy

Our custom marketing strategy is designed to give your home maximum exposure, ensuring it sells for the highest possible price in the shortest amount of time. Every step is built on proven techniques that leverage key opportunities, showcasing your home to the right audience—whether they are potential buyers or individuals who can connect us with the ideal buyer.

## **1. Staging**

We provide professional staging advice to highlight the features that matter most to potential buyers, ensuring your home makes a lasting impression.

## **2. Photography**

We only use top-tier photographers for stunning landscape, interior, and aerial shots, capturing your property from every angle.

## **3. Internet Marketing**

Your home will be continuously advertised on over 200 prominent real estate websites, maximizing exposure.

## **4. Social Media Marketing**

We maintain a strong social media presence for your listing, reaching both national and international audiences.

## **5. Direct Mailing**

We send “Just Listed” postcards to your neighbors, encouraging them to spread the word about your property.

## **6. Targeted Marketing**

We invest in advertising space in out-of-state publications to attract potential buyers from other regions.

## **7. Open Houses**

We advertise open houses in local newspapers and online to increase foot traffic and visibility.

## **8. Inside Sales**

A dedicated inside salesperson is always actively seeking the perfect buyer for your property.

## **9. Floor Plan**

Using cutting-edge technology, we provide detailed floor plans to give buyers a clear understanding of the layout and flow of your home.

# The Home Selling Process

## COMMUNICATING WITH YOU

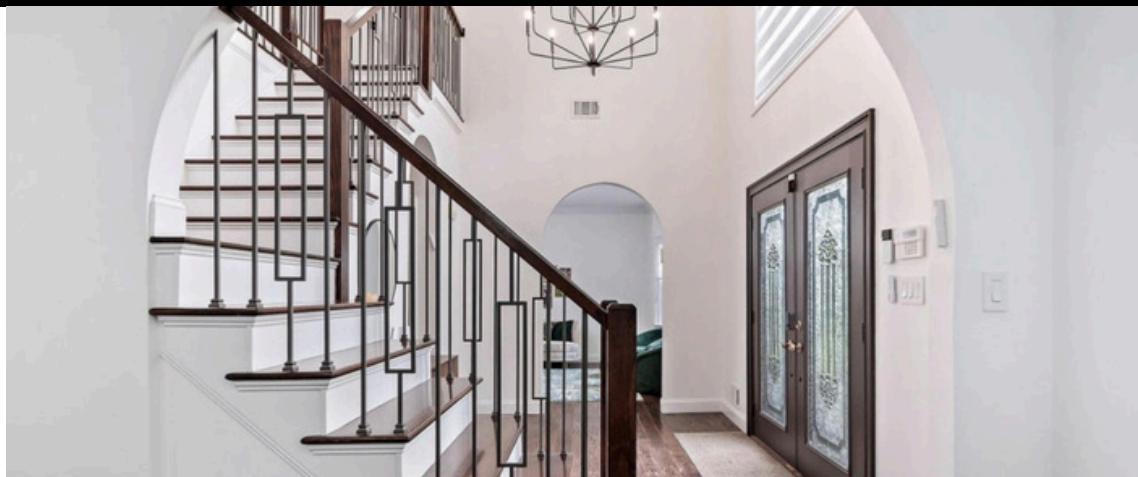
- We offer a personalized approach to communication. Whether you prefer updates once a week, once a day, or at key milestones, we'll adjust our communication to fit your needs. By phone, email, or text, our priority is to be as accessible and responsive as you need.
- From the moment we list your property to the successful closing, you will always be in the loop. We'll keep you informed about the status of our marketing efforts, any offers on the table, and the key steps along the way

## COORDINATING YOUR SALE

- Pre-qualify potential buyers
- Present and discuss all offers
- Negotiate on your behalf with other agents
- Keep you informed from contract to closing
- Work with your lawyer and closing agent to ensure a smooth transaction

## OTHER WAYS WE CAN HELP

- Arrange for an agent to assist you in your relocation
- Provide you with a helpful moving checklist
- Recommend preferred companies for any related services you may require



# Closing Process: Comprehensive Support Every Step of the Way

As we approach the final stages of your home sale, we're here to ensure that everything is handled with precision and care. Here's how we support you through the closing process:

- **Inspection** - We will help you navigate the inspection process, address any issues that arise, and assist with negotiations regarding repairs or credits. All required paperwork will be handled promptly.
- **Appraisal** - We'll keep you updated on the status of the appraisal and ensure that any required follow-up steps are completed. If there are any appraisal-related concerns, we'll work with the buyer's agent and the lender to resolve them.
- **Loan Process** - We will stay in close communication with the buyer's lender to monitor the loan process, ensuring timely approval and addressing any issues that may arise along the way.
- **Homeowners Association (HOA)** - If your property is part of a homeowners association, we'll ensure that all necessary HOA documents are provided and that any outstanding fees or requirements are addressed.
- **Certificate of Occupancy (CO)** - If applicable, we'll guide you through the process of obtaining a Certificate of Occupancy (CO) or any other necessary permits required for closing.
- **Closing** - We'll make sure that all necessary documents are sent to the closing attorney, title company, lender, co-op agent, or any other relevant parties, ensuring no detail is overlooked.
- **Utilities and Vendors** - We'll supply you with contact information for utilities, vendors for any repairs, insurance requirements, tax information, and anything else you need to finalize the sale.
- **Final Walk-Through** - We'll arrange the final walk-through, where the buyer can inspect the home one last time to confirm that everything is as expected before closing.
- **Settlement Statement** - Whenever possible, we'll review the settlement statement in advance of the closing and provide you with a copy so you can understand all of the financial details before you sign.
- **Constant Communication** - We believe in keeping you fully informed. We'll stay in constant contact throughout the closing process, making sure you're always up to date on timelines, requirements, and any changes that may arise.



# Frequently Asked Questions

## **1. Should we make any improvements to our home to ensure the maximum price?**

Absolutely. Preparing your home before listing it is one of the smartest things you can do to maximize its value. Minor repairs and cosmetic updates can make a significant difference, and certain remodeling projects may offer a high return on investment. We'll work with you to identify the most cost-effective improvements that will not only enhance your home's appeal but also help it stand out in a competitive market, ensuring you get top dollar.

## **2. How often will you advertise our property?**

We don't just list homes—we market them. Your property deserves a tailored marketing plan that leverages a range of channels, including online listings, social media, print ads, and in-person networking. We'll ensure your home is seen by potential buyers 24/7, across a variety of platforms, with targeted strategies designed to attract the right audience and get your home sold quickly and at the best possible price.

## **3. Will you be present at all showings?**

At open houses, a member of our team will be there to represent your home and engage with potential buyers. For private showings, buyers usually bring their own agents. While most buyers prefer to view homes with their own agent, we ensure that your listing agent is always available to answer questions and provide any additional details to the showing agent. Rest assured, your property will always be well-represented and communicated with care.

## **4. What if another agent tells us they can get us more for the house?**

This is a common concern, often raised by less experienced agents who may be more focused on securing a listing than getting it sold. Many of these agents lack the market knowledge or negotiation skills to price a home correctly, which can lead to overpricing, followed by price reductions. The truth is, pricing your home accurately from the start is crucial for success. We take a data-driven approach to pricing and will help you understand the market dynamics, ensuring your home is priced right for maximum buyer interest and top-dollar offers.

## **5. What if another agent offers to sell for a lower commission?**

It's understandable to want to save on commission, but it's important to consider the bigger picture. The commission is part of the overall negotiation strategy, and the best negotiators invest in their skills and experience. When an agent reduces their commission upfront, it could indicate they may compromise on other aspects of the deal. Our focus is on maximizing your home's sale price—because the value we bring to the table will more than make up for the commission. You deserve the best representation in one of the most important financial transactions of your life.

## **6. What happens once we get an offer?**

Once you receive an offer, we'll review the terms with you and help you assess whether it aligns with your goals. From there, we'll guide you through the negotiation process to ensure you get the best possible outcome. Once you accept an offer, we'll be with you every step of the way through the closing process, handling paperwork, deadlines, and any potential issues that arise, so that everything proceeds smoothly and efficiently, ensuring a successful sale.

# Awards



# Awards

3+ UNITS  
CLOSED IN  
SEPTEMBER!

BAILA JASKIEL

**kw** MONMOUTH/OCEAN  
KELLERWILLIAMS. REALTY

SEPTEMBER 2024  
INDIVIDUAL AGENTS



EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED

Congratulations  
ON LISTING MORE THAN  
**\$1 MILLION**  
IN VOLUME!

BAILA JASKIEL

**kw** MONMOUTH/OCEAN  
KELLERWILLIAMS. REALTY

SEPTEMBER 2024

EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED

Congratulations  
ON REACHING OUR  
**TOP 10!**

BAILA JASKIEL

**kw** MONMOUTH/OCEAN  
KELLERWILLIAMS. REALTY

OCTOBER 2024

TOP 10 INDIVIDUAL AGENT BY CLOSED VOLUME

EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED

# Awards

Congratulations  
ON REACHING OUR  
**TOP 10!**



BAILA  
JASKIEL



JENNIFER  
GISIS

Our Amazing Team  
did it again  
and will continue  
to reach our self set goals



MALKA  
RIVKA ZAKS

**kw MONMOUTH/OCEAN**  
KELLERWILLIAMS. REALTY

**kw MONMOUTH/OCEAN**  
KELLERWILLIAMS. REALTY  
Lakewood

OCTOBER 2024 TOP 10  
INDIVIDUAL AGENTS  
CLOSED SALES VOLUME

**TOP 10 REGION-WIDE!**

BAILA JASKIEL



Congratulations!  
**#3 CLOSED VOLUME**

OUT OF 10,000+ AGENTS IN  
THE KW GREATER PA REGION!

**kw MONMOUTH/OCEAN**  
KELLERWILLIAMS. REALTY

OCTOBER 2024  
TOP INDIVIDUALS



# What Our Clients Have To Say:

"From our initial phone call with Malka Rivka and Baila we knew we were in good hands. It was so enjoyable to work with someone who really understood our need and wants. They worked so hard to make this transaction smooth and enjoyable. We are extremely grateful for all they did for us."

T.P.

"Working with Esther and Baila to sell our home and buy a new one was such a seamless process from beginning to end. They treated us with such care and held our hands every step of the way. Even though we know how busy they are, we felt like we were their top priority. We will definitely work with them again!"

Jacob E.

Baila and her team did an amazing job with the sale of my home. As we all know selling a home can be stressful and there are many unknowns throughout the process. She was responsive and passionate to all my questions and provided guidance when I was lost.

Mike C.

We had an incredible experience working with Dina. Her in-depth knowledge of the local market, excellent communication throughout the process and tireless dedication made the entire journey stressfree

D.S.

It was such a pleasure to work with Kelly from contract to close. She gave us so much time and attention. We really appreciate all her care and devotion.

A.L.



We understand that your time is valuable, and we sincerely appreciate the opportunity to share our information with you. Rest assured, you can trust us to expertly manage the sale of your home and guide you through each step of the process. Thank you for considering us as your partners in this important journey. We look forward to helping you achieve a smooth and successful transition to your next chapter.

Respectfully,  
Baila Jaskiel



Baila Jaskiel

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