## Smith Properties, Inc.

*We’ll find the right property for you!*

## About Us

Smith Properties was founded as, and continues to be, a full-service real estate brokerage firm. We provide a broad range of real estate services including residential and commercial sales and leasing. Jan Smith, the principal broker, has been personally involved in all phases of real estate for over 20 years. This experience includes: historic preservation, restoration, leasing and sales management, and consulting for developers on issues ranging from planning to final marketing.

### Description of Our Firm

Smith Properties offers a functional delivery service around a true single point of contact, with a team of experienced, diverse professionals. Our point of difference from other firms may be that our caseloads are limited; when you need help, the person you need to talk to is the person you “get” to. We are primarily “customer driven” while being a competitive, proactive leader in providing services. We have positioned ourselves in the community as being both flexible toward and adaptive to the varying cultures and needs of our clients.

### Our Corporate Philosophy

To provide individual and corporate clients with the highest caliber of relocation and real estate services. In response to each client’s unique needs, our Relocation Team is committed to ensuring smooth, organized and problem-free moves. Our exceptional relocation services begin with our Relocation Director and extend through the services provided by our knowledgeable, courteous, caring and capable associates.

### Company Affiliations

Smith Properties is a privately owned company of independent employees with no financial ties to any other real estate companies. Our memberships in national networks such as International Relocation Services, Employee Relocation Council (ERC), Relocation Information Service (RIS) and National Referral Roster (NRR) offer effective member programs to serve corporate and relocation needs nationwide. The network also offers an incomparable combination of benefits to Smith Properties and other independent brokers.

## Relocation Components

The Relocation Director, Broker and Sales Associates create a total sensitive and sensible team approach while meeting the unique needs of every person or family being relocated.

### Relocation Package

Designed to be useful yet extensive enough to be serviceable. Included is information on area communities, schools, taxes, recreation, cultural activities, and many other materials about the area.

### Sales Associates

Dedicated and specially trained to provide the relocation services that our clients expect and deserve within specified time limits. The brokers and associates of Smith Properties are a well-balanced team of seasoned professionals who offer our clients a unique blend of specialties in the various markets within the area. This diversity allows us to address all your real estate needs with the confidence and professionalism you deserve.

### Corporate Division

Presentations on the area and on Smith Properties, Inc. Relocation services for all size corporations, businesses, and companies.

### Special Network

The Relocation Department is for clients moving out of the area to anywhere else in the United States. Detailed information and network contacts for the new destination are professionally provided.

### Here’s What a Realtor Does for You

* Works to get top dollar for your property
* Locates pre-screened prospects
* Knows the territory
* Provides a third-party unemotional view
* Provides marketing expertise at no extra cost

## Buying a Home?

Mortgage rates for 30-year fixed mortgages have fallen below the 8% mark. Interest rates of 7.0% for a 30-year fixed mortgage reflect “the lowest mortgage rates in years,” according to information released by the Acme Association of Realtors.

The comparison of mortgage rates nationwide reflects the market as 30-year fixed mortgages are at 7.0%; 15-year fixed mortgages are at 6.875%; and 1-year adjustable rate mortgages are at 6.2%.

For this month, the 30-year mortgage rate is one percent lower than one year ago, according to information released by the Mortgage Market Information Services, a mortgage report recording service.

The Regional Real Estate Information Service reported an increase in sales of 20% last month compared to this month, which is reflective of the continued drop in interest rates. The Association of Realtors represents more than 3,500 real estate professionals in this region.

### Home Office

Although Smith Properties has offices all over the United States, we still call Boston our home.

