

The Engel & Völkers story

Our origins as a global leader

Engel & Völkers' was founded in 1977 in Hamburg Germany as a specialty boutique agency providing luxury real estate services to wealthy European investors in search of real estate experts who were highly professional, knowledgeable, and discreet. With proven competence and passion, Engel & Völkers quickly earned a reputation for unparalleled levels of service, a highly valued professional network, and local market expertise. Our successes led to a greater demand for specialized services including yachting and aviation. With a brand gaining in recognition and reputation, we established a system that allowed us to expand without sacrificing our high standards of quality.

In 1990, Engel & Völkers opened its first international shop in Majorca, Spain. It marked the beginning of our worldwide expansion throughout Europe, Africa, Asia and the Americas. Today, there are more than 14,000 real estate advisors in over 30 countries. With an Americas headquarters located on Park Avenue in Manhattan, our Americas network attributes to the greatest growth for the brand, with local shops rapidly opening throughout the US, Canada, Caribbean and Mexico.



Although Engel & Völkers has grown beyond a small boutique agency, you can still rely on us for the qualities that remain our keys to success—local market expertise, a highly valued network, and an unparalleled level of service.

Why You Need a Real Estate Professional



Given the proliferations of services that help home buyers and sellers complete their own transaction, you may have considered whether you should go it yourself instead of working with an agent. However, there is no substitute for an experienced professional, and taking on all the responsibility yourself could be costlier than an agent's commission in the long run.

According to the National Association of Realtors' 2021 Profile of Home Buyers and Sellers, only 7% of homes sales were accomplished as for sale by owners (FSBO), and of those, 57% knew their buyer personally. FSBO home sales had a median price of \$260,000 in 2021, compared to the agent assisted home sale median price of \$318,000.

Beyond the price advantage of using an agent, homes listed by real estate professionals get more exposure and their sellers get more support. Here are some other considerations:

- They're trained and licensed professionals.
- They have experience in your neighborhood and your market.
- They have oversight from brokers and state licensing officials.
- Their job is to advise you the best way to reach your goals.
- They know how to present your home and deal with buyers.
- They know how and where to market properties effectively.
- They know how to overcome typical snags that occur in real estate transactions and closings.
- They understand state-required disclosures and look out for your best interests.
- They understand personal safety and security for your belongings during showings.
- They know the best resources to make transactions go more smoothly, from bankers to home-stagers to contractors.
- They have access to the most accurate and comprehensive data - the MLS, the only data repository that has the most up-to-date listing and sales information.
- They know how to negotiate.
- Their job is making real estate transactions successful.
- Their continuing education keeps them up-to-date on housing issues.

With a real estate professional in your corner, you'll have a partner by your side to advocate for you and advise you through the entire home sale process.



Nicholas Quenzer · Engel & Völkers
Nicholas.Quenzer@EVRealEstate.com

Working with Engel & Völkers

Experts at your service

When considering buying or selling a property, it is essential to work with true market experts who take the time to understand your unique real estate goals. Engel & Völkers advisors are known for their unparalleled professionalism and their dedication to providing high-quality, personal service. These characteristics are evident among all Engel & Völkers real estate advisors in local markets across the globe.

Each of our advisors is devoted to the core values of competence, exclusivity and passion, as they represent a luxury, global real estate brand with over 40 years of brand heritage and experience. Engel & Völkers advisors are leaders in their local markets with knowledge and valued connections that help maintain our consistent leadership internationally.

We will do all we can to market your property in order to obtain the best outcome for you—the highest possible purchase price and a stress-free transaction.



Christian Völkers, Founder

Affiliation

- Engel & Völkers Denver
- Red Door Mortgage

Experience

- Real Estate Advisor and Mortgage Loan Originator with over 10 years in the industry

Education

- Arizona State University - Studied Bachelor of Interdisciplinary Studies (Business and Communication)
- Colorado Real Estate School Certificate
- Engel & Völkers Development Services Certificate
- EVCP - Engel Völkers Certificate Program
- NMLS: 109837

Professional Associations

- NAR (National Association of Realtors), CAR (Colorado Association of Realtors), DMAR (Denver Metro Association of Realtors)
- CLHMS (Certified Luxury Home Marketing Specialist) GUILD Level

Personal Information

- Nicholas Quenzer is originally from Wichita, Kansas, and works as a Real Estate Advisor in the Denver Metro and surrounding areas. After attending Arizona State University, he worked as a Mortgage Loan Officer for over nine years. In this time, he closed over 2000 loan transactions and won over 50 Mortgage awards, earning his nickname as “the Mortgage Doctor.”

Not only does Nicholas have extensive knowledge of the mortgage industry, but he also has years of experience in remodeling homes. By utilizing Virtual Reality, Nicholas has taken home remodeling and real estate to the next level. Using VR, a client can view any remodel without the hassle of purchasing any materials. This is especially helpful for home sellers, as Nicholas uses his VR software and goggles as an added service to his open houses to allow buyers to see possible changes to the home.

In addition, Nicholas's passion for photography has translated seamlessly into the real estate world-using wide-angled shots and drone photos for a sleek home portfolio. In his free time, Nicholas enjoys playing golf, tennis and going to baseball games and relaxing with his adorable French Bulldog. Nicholas's versatile career background and use of groundbreaking technology make him an outstanding Real Estate Advisor.



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THE INSTITUTE FOR LUXURY HOME MARKETING

certifies that

Nicholas Quenzer

completed the Luxury Home Marketing training on

September 13, 2021

and has earned the Certified Luxury Home Marketing Specialist™ designation for superior performance, achieved GUILD™ recognition for sales at or above one million dollars, and is a Member of The Institute for Luxury Home Marketing through

September 30, 2024



Diane Hartley
Diane Hartley, President

INSTITUTE *for*
LUXURY HOME
MARKETING



Look For the Symbol of

LUXURY REAL ESTATE EXPERTISE

Benefits of Working With GUILD™

When you are buying or selling a luxury home, it is vital that you partner with a real estate professional who understands your needs and lifestyle.

Real estate professionals with GUILD™ recognition have the expertise and proven experience to support your unique needs.

GUILD™ specialists undergo extensive training and demonstrate a record of successful performance in the upper-tier market and million-dollar-and-above market.

Exclusive access to market insights, combined with cutting-edge tools, strategies, and specialized knowledge makes GUILD™ Professionals your best choice for buying and selling luxury properties.

INSTITUTE *for*
LUXURY HOME
MARKETING

LuxuryHomeMarketing.com

A network of leaders

Our collaborative approach

With Engel & Völkers you have a dedicated team working to achieve your real estate goals on both a local and global scale.

Working with Engel & Völkers means you receive the personal service of an expert advisor with specialized knowledge of local market activity and trends. This individual is not only a market leader, but is supported by an exclusive global network of systems and professionals dedicated to providing the most exceptional home buying and selling experience possible.

The power of the Engel & Völkers network is demonstrated through its collaboration in executing and delivering marketing campaigns, public relations exposure, social media engagement, content creation, and global outreach. With the local market expertise found in our neighborhood shop the support you receive is amplified through our Americas headquarters in Manhattan and global headquarters in Hamburg, Germany.



Local and international expertise

Providing world-class service

Established in 1977 Engel & Völkers began providing luxury services as a boutique agency known for its highly specialized real estate services to a small, but exclusive, clientele. Today, as an international brand serving the needs of home sellers and buyers around the world, we continue to value our boutique style of business. We will hold our relationship with you closely and give back to the communities we share. We know the unique features of your local towns and neighborhoods because we understand that these differentiators offer priceless value that will affect



how we market your property. Though we belong to an international network, we are a local shop. Our advisors are area experts, most of whom are longtime locals in your neighborhood and surround themselves with a network that shares the ability to reach buyers and markets locally, nationally and around the world.

Initial consultation

Identifying your specific needs

No two clients are the same. The better we know you, the better we can serve you, which is why we start with an individual consultation with every client. Our goal is to get an in-depth understanding of your expectations and to learn more about the property you're interested in selling through the person who knows it best -- you. With local market expertise and global reach As an international, premium real estate firm, you will experience exceptional service that starts from the initial consultation. Your Engel & Völkers advisor will review every aspect of your property, ask questions, and research local market trends and activity.

These steps will determine key marketing points, the ways in which we collaborate on an effective and compelling pricing strategy, your home's target audience, as well provide a full understanding of your specific real estate goals. This crucial first step outlines a strategic course for you, your advisor, their brokerage, as well as the Engel & Völkers brand to work together to sell your home at the highest price point within an acceptable time frame and in a stress-free manner.



The scope of our research:

- Review your property
- Conduct a homeowner interview
- Research market activity and trends
- Identify target audience
- Outline pricing strategy
- Gain full understanding of unique homeowner needs

Every home is a mansion

Luxury service always

While Engel & Völkers represents notable homes, and mansions and even castles, we pride ourselves on representing homes at various price points, providing a standard of luxury service and personal attention for all. No matter the price, size, or style of a home, Engel & Völkers ensures the very best service and care is provided to our clients. With experience and achievements in the worldwide locations in which we operate, our network has a breadth of tools and strategies to be effective. Our approach includes thorough market research, strategic marketing, and



maximum exposure, combined with global brand recognition, that continues to provide the Engel & Völkers advantage of gaining the attention of a wider audience of potential buyers for every home we represent. Through periods of both strong economic growth and in less certain times, Engel & Völkers has maintained consistent success in its sales, and we look forward to serving you.

The Value of Your Home



In a neighborhood of similar homes, why is one worth more than another? That's the question that's teased buyers and sellers for ages, but the answer is simple.

Every home is different

When a home is sold, a willing seller and a willing buyer determine the value of that home with the sale price. That price then becomes a benchmark for other similar homes, but other factors come into play. The most important are:

Location

The closer a home is to jobs, parks, transportation, schools, and community services, the more desirable it is.

Size

Square footage impacts home value because a larger home is built using more materials, and gives the homeowner more usable space. And a larger lot size could mean more privacy than a smaller one.

Number of bedrooms and baths

Additional bedrooms and bathrooms raise the value of a home compared to similar homes that do not have those rooms.

Features and finishes

Features such as outdoor kitchens and spa baths make a home more luxurious. A home finished with hardwood floors and granite countertops is going to cost more than a home with carpet and laminate countertops.

Condition

The closer a home is to new construction, the more it will retain its value. It's perceived as more modern, up to date, and perhaps safer. Homes that are not updated or in poor repair sell for less as purchasers' factor in the cost of updating and eventually replacing appliances and systems.

Curb appeal

From the street, the home looks clean, fresh, and inviting. Fresh landscaping and flowers won't change the size or location, but they certainly add charm.

When two homes are identical in the same neighborhood, a higher price may come down to something as simple as views, paint colors, or the overall taste of the homeowner.



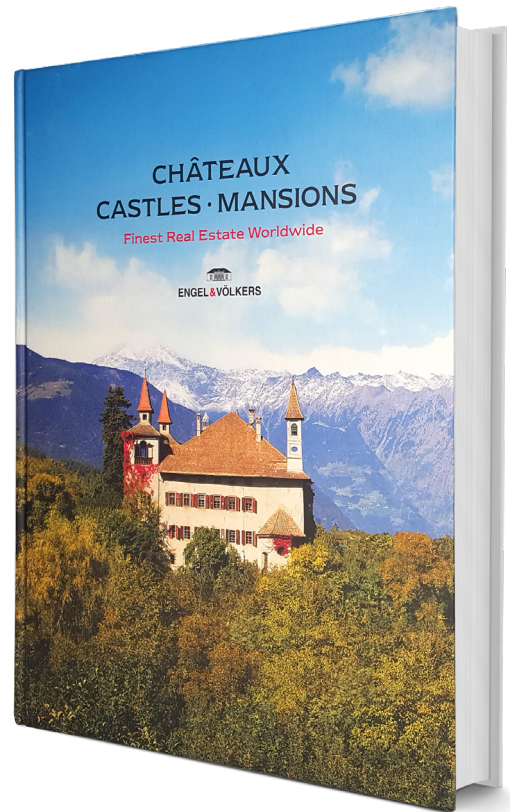
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A higher standard, worldwide

30 + countries spanning five continents

Engel & Völkers shops are located where our clients are, in the world's best locations. As one of Europe's most recognized real estate brands, Engel & Völkers continues to rapidly expand across the Americas, specializing in the sale of exceptional residential properties. Engel & Völkers has a reputation among a high-end segment of buyers and sellers, giving us the ability to represent the highest echelon of properties owned by renowned business owners and celebrities. However, we understand that the idea of luxury is very personal and based on experience over pricepoint. Therefore, we continue to enhance and value the knowledge, service, and network unique to our brand to assist every client in achieving their real estate aspirations with highest levels of luxury service, no matter what.

Wherever an Engel & Völkers shop opens, whether in Europe, Africa, Asia, or the Americas, the worldwide recognition of our brand follows. For the homes we represent, including yours, this means greater worldwide exposure enhanced by the confidence of our brand and our local expertise. This unique strategy has enabled us to successfully reach qualified international buyers for the homes that we represent.



Smart marketing. Extensive exposure.

Giving you the EDGE.

Global reach with boutique style is what you can expect when working with an Engel & Völkers advisor here and around the world. Providing unprecedented reach of your property, Engel & Völkers offers the exclusive EDGE (Extensive Domestic & Global Exposure) platform designed to maximize online exposure of your listing to qualified buyers worldwide via a suite of highly trusted and strategic online and mobile marketing partners. But we don't stop there. With a global network of more than 14,000 real estate professionals in more than 30 countries, we not only reach millions of consumers, but are able to collaborate with our fellow Engel & Völkers advisors to strategically handpick and refer buyers for the specific properties they seek ... like yours.

Let us provide the EDGE you need to sell your home and begin your next adventure.

EDGE™



Multi-platform strategy

All encompassing reach

Local exposure:

- Access to Engel & Völkers advisor contacts and relationships
- Exclusive exposé display
- Inclusion in prominent local publications
- Local press opportunities
- Tailored property showings
- Premium yard sign
- Retail shop locations

Regional/National exposure:

- Access to Engel & Völkers Americas network
- Print advertising opportunities include:
 - *Private Residences Americas*
 - *The Wall Street Journal*
 - *Architectural Digest*
 - *Forbes Magazine*
 - *Private Air*
 - *Town & Country*
 - *Modern Luxury*
 - *Mansion Global*

International exposure:

- Access to Engel & Völkers' global network
- Worldwide exposés display

- Print advertising opportunities include:

- *Financial Times*
- *GG Magazine*
- *Globe and Mail*

Online exposure:

- Engelhoelkers.com
- evrealestate.com
- SHOP.evrealestate.com
- Engel & Völkers social media platforms
- Apartments.com
- Bloomberg.com
- FinancialTimes.com
- JamesEdition.com
- Juwai.asia
- Juwai.com
- Lithub
- Lithub Global
- MansionGlobal.com
- Realtor.com*
- WSJ.com
- Zillow*

*Not available in all markets

What is a CMA

No two homes are identical, which is why choosing a sales price or offer price for a home can be challenging. That's where the comparative market analysis, or CMA, is most useful.

What is a CMA?

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data such as type of home, number of bedrooms, number of baths, lot size, neighborhood, property condition and features, and many other factors. The purpose is to show estimated market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

How is the CMA created?

CMAs are generated by using property information from your real estate agent's multiple listing service (MLS). The MLS is available to licensed members only, including brokers, salespeople, and appraisers, who pay dues to gain access to the service's public and proprietary data, including tax roll information, sold transactions, and listings input by all cooperating MLS members. Listing agents generate CMAs for their sellers, and buyer's agents create them for their buyers so both sides know what current market conditions are for the homes they're interested in comparing.

How accurate are CMAs?

The CMA is a here-and-now snapshot of the market, based on the most recent data available, but it can instantly be rendered obsolete by a new listing, or a change of status in a home with the same criteria. Why? The market is constantly changing - new listings, pending sales, closed sales, price reductions, and expired listings.

CMAs can vary widely, depending on the knowledge and skill of the person creating the CMA as well as the number and type of data fields that are chosen. That means some features may not be included.

As informative as the CMA is, it should only be used as a tool and should not substitute for your real estate professional's knowledge and advice.



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Nicholas.Quenzer@EVRealEstate.com

Staging Your Home

When you list your home for sale, it becomes a product rather than your personal retreat. You want potential homebuyers to be able to envision themselves living in the home, which can be difficult if your family's personality is still evident. Before going on market, your agent will recommend decluttering and depersonalizing, but you may also want to bring in a professional stager to help guide you through showing your home in its most marketable light.

When done correctly, staging can not only set the right emotional tone for buyers about the home, but can also help highlight the most attractive features of the home. Staging can potentially make you money, too: 77% of listing agents said a well-staged environment increases the dollar value buyers are willing to offer, according to the National Association of Realtors Profile of Home Staging. Staging can also shorten the length of time your home is on the market, with agents reporting that their staged homes were going under contract faster than those without.

A professional stager will typically begin with an in-home consultation, where they will walk through your home with you, review the property, and provide a report with their advice for the home. The report will include advice on de-cluttering, storing items, reorganizing furniture placement, and possibly changing out paint colors in different rooms. The stager may also give tips for improving curb appeal. The most common rooms that are staged are the living room, kitchen, master bedroom, and dining room.

Depending on what your home needs, and whether you want to do the work yourself or hire it done, your stager could handle bringing in supplementary furniture and décor items, manage painting or other contractors coming to your home, and have a more hands on role in getting your home ready to go on the market. The cost of services provided will vary depending how much assistance your home will need.



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Moving Checklist

Moving to a new home can be an exciting but stressful journey. By finding the right movers and having a good, though flexible, moving plan, most of the common moving headaches can be easily avoided.

Start planning

Finding the best mover for you at the right price involves a simple evaluation of your needs. Moving companies provide a wide range of services, from planning your move, storing your things, packing and unpacking, to decorating and organizing your belongings in your new home. You can choose which services you want and have them tailored to suit your budget.

Compare movers

When you compare price and service estimates from several companies, you will find that estimates are based on the weight of your household items, the distance they will be moved, and the amount of packing and other services you will require. Be sure to show the estimator every item that will be moved. Estimates should be done in person and include a clear explanation of rates and charges that will apply, the mover's liability for your belongings, pick-up and delivery schedules, and claims protection.

If you are moving interstate, you should read and understand all of the information you will receive. In addition to brochures explaining their various services, moving companies should give you a copy of a consumer booklet titled "Your Rights and Responsibilities When You Move" and information regarding the mover's participation in a Dispute Settlement Program. Distribution of the consumer booklet and the requirement that movers must offer shippers neutral arbitration as a means of settling disputes that may arise concerning loss or damage on household goods shipments are requirements of the Federal Highway Administration (FHWA).

Be prepared

Even in the most well-planned moves, something unexpected may happen. In those instances, insurance is crucial. Check with your homeowner's insurance provider about coverage for your belongings while moving. Your mover will provide either released value insurance (about \$0.60 per pound of goods lost or damaged, according to NAVL.com) or full replacement value, which you must sign for on your bill of lading. If you are not sure how to estimate the value of your belongings for insurance purposes, your insurance carrier can help. Items of special value such as heirlooms, paintings, or collectibles can be insured under separate riders. In the event of damage to an item, file a claim immediately. Be sure to save the packing materials to show to the adjuster, should there be any problems.



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Packing up and moving on

Once the time has come to start packing and organizing, here are some tips to make the process smooth:

- Start by packing the things you use most infrequently.
- Pare down items that have accumulated over time by grouping them into 3 categories Keep, Donate, or Throw Away.
- Create an inventory sheet of valuables and a list of which boxes they were packed in.
- Label your boxes according to the rooms where they'll be moved - bedroom #2, 1st floor bath, etc. Consider using different colored stickers/tape for each room.
- Provide your movers with copies of the floorplan of your new home, so they can move more efficiently without having to stop and ask you where things go.
- Try to keep boxes under 50 lbs. whenever possible, put heavier items in smaller boxes to reduce bulkiness, and place lighter items in larger boxes.
- Dispose of items that can't be moved, like flammable liquids, cleaning fluids, etc. Prepare your mower by emptying the fuel and recycle your propane grill tanks.
- Snap a photo of the back of electronic devices so you know which wires to attach when setting them up in your new home.
- Pack an overnight bag with moving day essentials, including toiletries, clothes, medications, and charger cords.



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A tailored marketing campaign

Designing custom strategies

With a full understanding of your home's position in the market and a pricing strategy to meet your goals within an acceptable time frame, our marketing team will develop and execute a custom strategy to promote your home to the target audiences we have identified. Professional photographers will capture images of your home that will stand out on the pages of world-class publications where Engel & Völkers advertisements are placed. Our designers and copywriters will work together to build your campaigns that may include direct mail, online and print advertising, social media, as well as high-end showcase exposés that will appear in targeted shops throughout our global network. We will market your property to prospective buyers, whom we have specifically identified both within and outside our network, and among our existing portfolio of shops throughout the Americas and around the world.



Full service marketing and advertising:

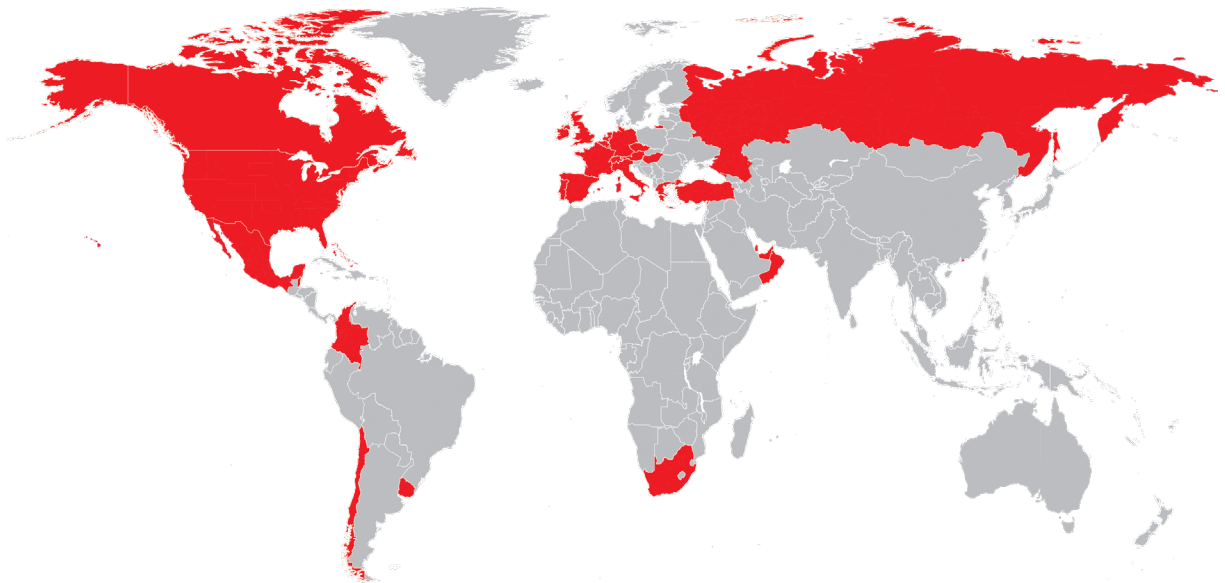
- Professional, high-quality creative
- Engel & Völkers brand recognition
- Advertisements in local, national and international publications
- Preferred placements and branding on top real estate search sites
- Presence on the Engel & Völkers global website platform
- Social media and public relations

Global marketing support

Fully dedicated team of experts

Engel & Völkers manages a global marketing infrastructure out of our corporate headquarters in Hamburg, Germany that supports our shops and advisors worldwide. This support adds to the targeted marketing strategies delivered by our Americas headquarters in Manhattan to support the local markets served by our Engel & Völkers advisors. Each local shop then leverages the brands national and international resources and reach through its dedicated marketing specialist who works with each advisor to create customized, multi- channel campaigns for each property we market.

Engel & Völkers marketing strategies and offerings are rooted in data and research for optimal results – at every level. By identifying the unique qualities of a property and placing it in the context of current and trending market conditions, we then identify target market groups and create campaigns to provide maximum exposure of the property alongside messaging and branding to attract the most qualified buyers. Our creative approach is also backed by consumer data and testing to ensure we highlight your property in the best light.



Professional photography

Storytelling through imagery

Whether online or in print, your home has only one chance to make a great first impression on a potential buyer. Because it can take only a few moments for an opportunity to be won or lost, it becomes all the more critical that the presentation of your property is professionally and artistically styled. We only work with professional photographers and videographers who have earned our trust when it comes to the quality of their work. They are the best in their fields and produce work that captures both the details and the essence of a property's greatest features and



assets. On our websites, brochures, print advertising, and videos, exceptional presentation is not only an essential requirement of the Engel & Völkers brand, it also greatly increases the chance of connecting your home to the right buyer.

Making virtual a reality

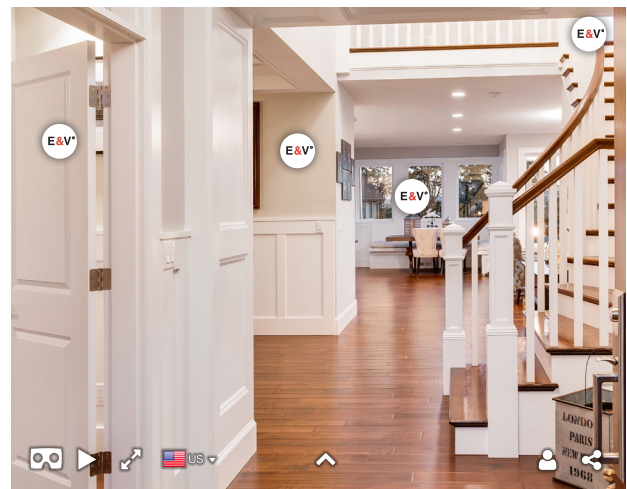
Bring your home to life



a home to help refine their search. As a seller, we provide an exceptional listing experience for you and your prospective buyers by including a virtual listing tour as part of our marketing strategy.

Our virtual reality technology allows prospective buyers from around the world to immerse themselves in your property in order to help them make a more informed decision. Through Engel & Völkers' global reach and virtual reality offerings, the possibilities are endless.

Every home has dimension that photos simply can't capture with distinction. Whether you're buying or selling a home, Engel & Völkers has virtual reality offerings to create an optimal experience. Clients can enjoy stunning 3D guided tours of Engel & Völkers listings to discover every aspect and feature of

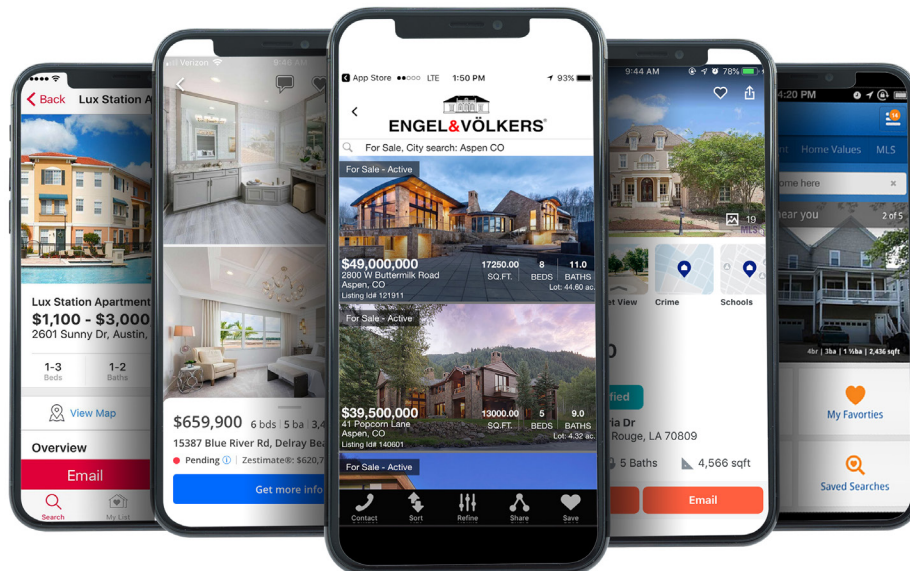


Digital, mobile and social

Engaging qualified buyers

Mobile devices and online search tools have given home buyers the ability to know more about a property before their first contact with a real estate professional than ever before. Notably, more than half of home buyers use a mobile device to search for a home, and we've made sure that Engel & Völkers properties are included in a consumer's search along the way. Our digital strategy maximizes the exposure of property listings through partnerships with the most popular real estate search sites, targeted social

media activity, and the development of new mobile apps. The Engel & Völkers brand maintains its quality standards across the board from visual presentations and usability to content on all digital devices. We provide valuable and original digital content, robust functionality, and attractive design to retain visitors and keep them coming back to your property.



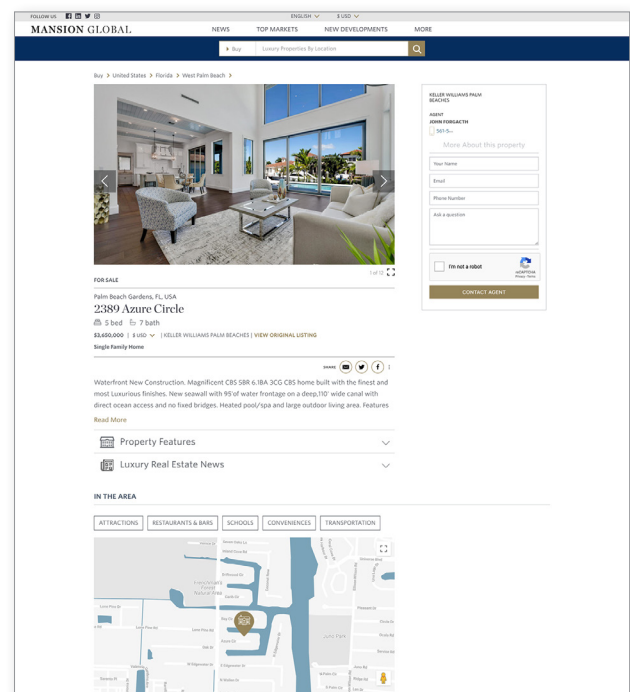
Mansion Global

Unparalleled online listing exposure

Dow Jones has expanded its online marketing power through Mansion Global, a standalone, luxury real estate website and mobile app that connects wealthy global buyers with extraordinary properties. Our partnership with Mansion Global showcases Engel & Völkers listings of \$1 million and greater, with stunning imagery appearing on sites in multiple languages.

Having your property featured on Mansion Global, dedicated solely to the affluent buyer, offers unique access to a discerning audience who shares the same passion for luxury real estate as Engel & Völkers. Mansion Global sees 3.1 million monthly visitors who have an average household income of \$418,000.

MANSION GLOBAL



The Wall Street Journal online

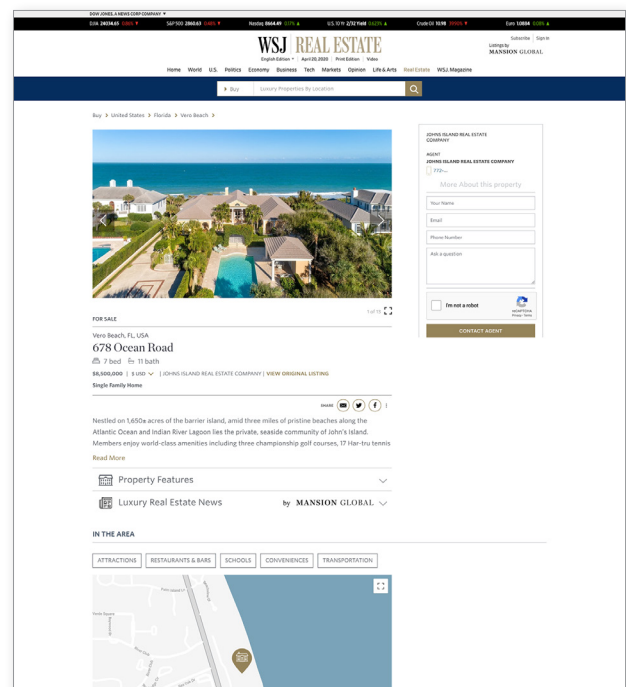
Exceptional exposure worldwide

WSJ.com reaches a distinguished, global audience each month of 101.8 million digital readers who have an average household net worth of \$ 1,956,000.

When you list your home with Engel & Völkers, your property is seen not only on WSJ.com, but also its affiliated sites targeting Europe, Latin America, India and China.

We ensure that your home has online exposure in all major markets — a high priority for selling premium properties to today's digital savvy and often international clientele.

THE WALL STREET JOURNAL.



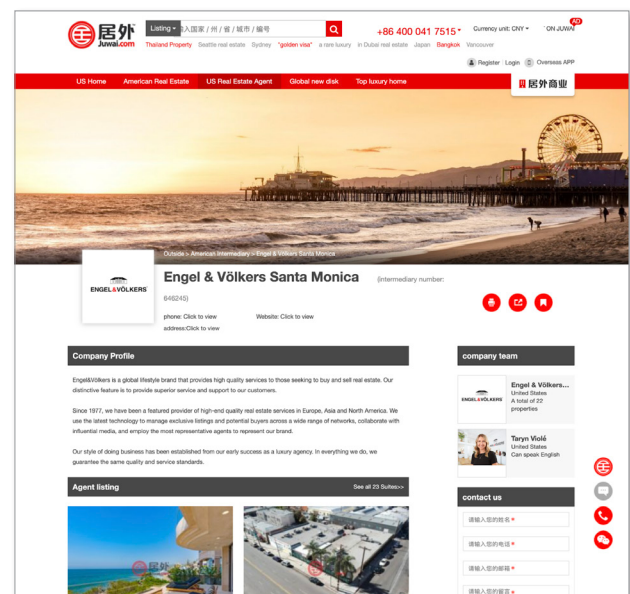
Juwai.com

Connecting with affluent Chinese buyers

Our strategic partnership with Juwai.com markets your property to high net-worth Chinese buyers looking to invest internationally. Chinese buyers acquired some \$202.8 billion* of overseas residential real estate from 2015 to 2020 making them the largest international buying force in real estate.

Juwai.com, reaching 3.1 million affluent Chinese buyers each month is the largest and most authoritative source for global property data and advanced search designed for the Chinese real estate buyer. It provides a full range of services to get your property listing accurately translated and formatted to market your property in a way that resonates with this demographic behind China's online firewall — an extremely important element.

With Juwai.com's research, statistics and data, Engel & Völkers is able to tailor the marketing strategy for your property to be most effective in reaching this massive audience of interested buyers.



*Source: Juwai.com 2017

JamesEdition.com

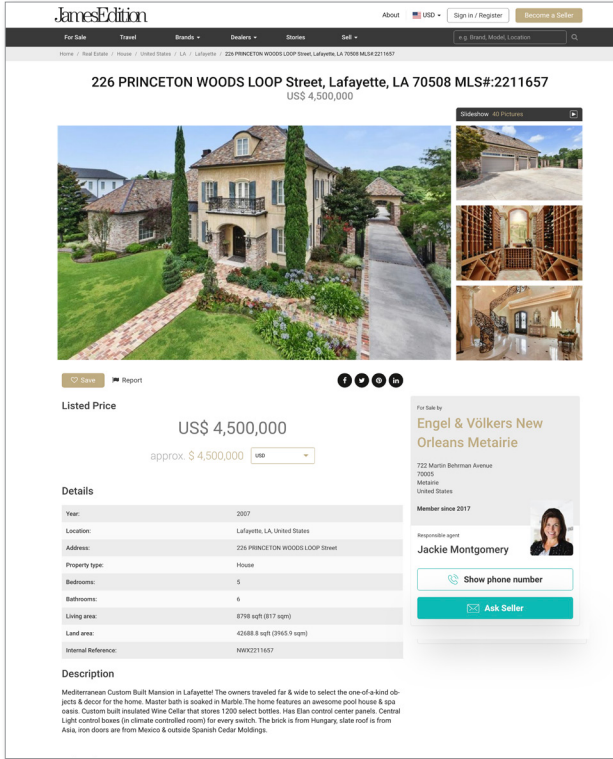
The world's luxury marketplace

JamesEdition is the premium online marketplace where high net worth buyers search worldwide to find extraordinary real estate, yachts, jets, jewelry and accoutrements of a luxurious lifestyle.

Engel & Völkers participates in the exclusive real estate listing program for homes on the market for 500,000 euros or greater. With 815,000 million real estate visits each month by visitors located in 120 countries, your home will be showcased online to premier global markets including London, Berlin, Milan, Zurich, Hong Kong, Dubai, Moscow, Sydney, Buenos Aires, as well as the United States and Canada.

Listing your home with Engel & Völkers provides access to this desirable audience where 35% of visitors have a household net worth of \$5 million or more and 45% own three or more homes.

JamesEdition
The World's Luxury Marketplace.



226 PRINCETON WOODS LOOP Street, Lafayette, LA 70508 MLS#:2211657
US\$ 4,500,000

Listed Price
US\$ 4,500,000
approx. \$ 4,500,000

Details

Year:	2007
Location:	Lafayette, LA, United States
Address:	226 PRINCETON WOODS LOOP Street
Property type:	House
Bedrooms:	5
Bathrooms:	6
Living area:	6796 sqft (627 sqm)
Land area:	42348.9 sqft (3945.9 sqm)
Internal Reference:	NAK2211657

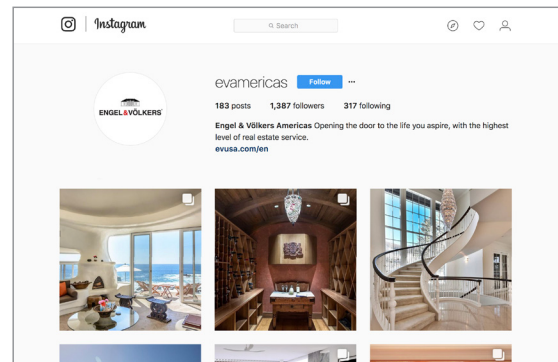
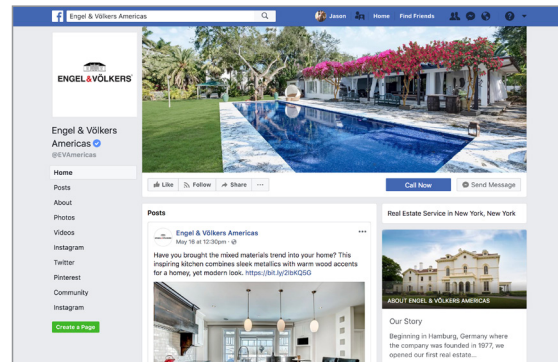
Description
Mediterranean Custom Built Mansion in Lafayette! The owners travelled far & wide to select the one-of-a-kind objects & decor for the home. Master bath is soaked in Marble. The home features an awesome pool house & spa oasis. Custom built insulated Wine Cellar that stores 1200 select bottles. New 5-bar control center panels. Central Light control boxes (in climate controlled room) for every switch. The brick is from Hungary, slate roof is from Asia, iron doors are from Mexico & outside Spanish Cedar Moldings.

For Sale by
Engel & Völkers New Orleans Metairie
722 Martin Behrman Avenue
70003
Metairie
United States
Member since 2017
Representative agent
Jackie Montgomery
Show phone number
Ask Seller

Social media engagement

Engaging fans, sellers, and buyers

The Engel & Völkers network uses social media to connect with advisors, consumers, and influencers across the globe. The content, news, and listings we share are designed to engage and inform followers, ensuring that our brand, services, and premier properties remain a topic of conversation. Our social media strategy is to be where our clients are and where potential clients want to be, to provide content of value and enjoyment, and to drive traffic to our properties. On a local level, our shop emulates this strategy with a focus on featuring notable listings like yours and to increase their exposure to a targeted sphere of influence.



Print advertising

Targeted, premium publications

In addition to our online multi-national advertising strategy, our relationships with the world's leading print publications, local magazines, and newspapers ensure maximum exposure for the homes we represent. Engel & Völkers has maintained special arrangements that provide our properties heightened exposure in local, national, and international print publications such as *The Wall Street Journal*, *Architectural Digest*, *Mansion Global*, *Modern Luxury*, and *Town & Country*.

Our brand's own luxury lifestyle publication, GG, is designed to promote select Engel & Völkers properties to an exclusive network of valued clients through Engel & Völkers' global shops and subscriptions in more than 30 countries.

On a local level, we also work closely with widely-read regional print publications to secure the best placements for Engel & Völkers listing ads and to maximize targeted exposure locally.



More than real estate agents

Delivering peace of mind

The best real estate agents help their clients buy and sell homes. At Engel & Völkers we go above and beyond the real estate transaction to offer guidance and insights to our clients in ways not every agent can. In fact, at Engel & Völkers we aren't simply agents, we are a network of advisors who provide the highest levels of service experience throughout the world by managing performance at every stage. We are extremely selective of the advisors who join our brand and attract top performers who are well-respected within their communities. Most importantly, they can talk about the real estate market and where

your home fits within the bigger picture. Engel & Völkers advisors provide more than facts. They deliver peace of mind. As local experts, our advisors live and breathe the communities in which they serve and will provide you with valuable insights that are relevant to your personalized needs and will see to every detail throughout the transaction process and beyond.



Beyond the transaction

An ongoing relationship

Even after the transaction has been completed, our commitment to service continues. We remain dedicated to our client relationships and will promptly respond to any requests or questions you may have as you seek to live the best life possible in your new home. Our passion is knowing the communities in which we serve, inside and out, and we want to be a continuous resource for you -- after all, we live here too. At Engel & Völkers, we take a long-term view of

our client relationships. Through our research and interactions, we further understand your preferences to provide ongoing customized service for your future real estate needs. We also aim to impress you with the level of high-quality service we provide so we can continue as your advisor — and potentially one to your friends, colleagues, and family members — as you seek to achieve your future real estate goals.



Engel & Völkers Cares

Special Olympics

Engel & Völkers is a proud champion of Special Olympics, specifically focused on creating more inclusive communities through its Athlete Leadership and Play Unified programs. We are committed to giving back to and investing in the neighborhoods our clients desire because these too are the places in which we live, we play and we raise our families.

Special Olympics athletes contribute to our story. From them we learn, we think differently and realize what we can accomplish as individuals, as local

brokerages and together across time zones and borders—it's a common good that unites us. Every hour given, every dollar donated, every kind word spoken and every door opened creates opportunities for those who need it most. We believe that in order to lead, we must empower others to do the same.

Ask how our shop specifically contributes to this amazing cause.



***Special
Olympics***



Client Testimonials

Here's a list of my happy customers.

"Nicholas is an incredibly professional, dedicated and multifaceted Realtor. He has a great design eye and can help turn any home into your dream home, he can help you with all your lending needs and also takes amazing professional photos and drone footage of all of his listings. I would highly recommend him for any of your real estate needs." -

Danielle Knobbe

"Nicholas is a true professional. He also has experience in the mortgage business which is extremely helpful for buyers (or sellers trying to choose the best contract) He knows how to communicate, listen and negotiate when things get sticky. I highly recommend Nicholas." - Vicki Black

"Nick is a wonderfully creative realtor with expertise in computers. He is a marvelous communicator so the client always knows what is happening with his property. I have known Nick for a year and a half, and he is a joy to be around. His real estate knowledge of Denver and the surrounding areas is excellent, his skills are very polished, and he excels in his craft." - Sandye Whitaker

"Nick is a rockstar agent and loan officer. He is also a super great guy. He is extremely knowledgeable, personable, and will get the job done. I highly recommend working with him if your buying or selling a home." - Steve Stein



Nicholas Quenzer · Engel & Völkers
Nicholas.Quenzer@EVRealEstate.com

Contact Me



Nicholas Quenzer

Engel & Völkers



NicholasQuenzer.EVRealEstate.com
Nicholas.Quenzer@EVRealEstate.com



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