

# We're turning one and we have some exciting things to share!



One year ago, I quit my job. The chains of what I had long-viewed as a temporary inconvenience were broken by the power of a dream and a logo. J J Nate Real Estate & Mgmt officially opened its doors in October 2016. This past year has been memorable, stressful (at times), fun (most of the time), busy (all of the time), and full of life-changing growth.

In our company's first year, we have proudly and successfully handled over a dozen transactions, managed a handful of properties and are launching a way for our company to give back to our community.



Throughout this last year, one thing has remained unchanged: our dedication to our clients. Rather than a "turn-and-burn" approach, we cherish and pride ourselves on the relationships we build with each person, and we know that there is no replacement for human contact and interaction. That's why we take a holistic approach to helping you achieve your real estate goals. Life is always changing. Families grow, jobs evolve, and things get complicated, but J J Nate Real Estate & Mgmt will be there to help you reach your destination.

When you're selling, we'll ease your experience by knowing the market and inventory in your neighborhood, pricing your property correctly, and marketing your listing to sell. We know that selling your property can be a complicated process at times. We're here to guide you through the twists and turns. We will minimize the frustrations by keeping you informed, work our tails off, and handle any stresses involved in closing the deal.

When you're buying or leasing, our prime objective is to unlock your wish list and find the home that best meets your needs. The process can be extensively painful if not done efficiently. Our intentions are to minimize your aggravations as well as the time it takes to get to the closing table.

If your dream is to get into the real estate investment game, we can help you by managing your investment. We are now managing a handful of properties and will only continue to grow our portfolio. Our niche market is managing smaller residential properties: 1 to 10 units. Whether it be an individual condo, a 2 to 4 flat, or a 6 to 10-unit Condo Association, we will rise to the call of duty and manage your investment property or home, with pride.

Here's a short list of some of the services we offer:

- Rental (or Assessment) Collections
- Bookkeeping
- Handling, Coordinating or Overseeing: Common Area and Property Maintenance & Repairs, Landscaping, Snow Removal, Quotes and Bids for Capital Improvements, Apartment Turnovers, Leasing Vacant units, and more
- Starting the Eviction process, when needed

From the beginning, my mother and business partner, Sonia Teruel, and I planned to start a real estate company that would reflect who we are as individuals and REALTORS®. With our roots in the industry stretching back to the 80s, we know real estate. But we also wanted to create a company that embodies our core values. A company that leaves a lasting impression on our clients, the industry, and our community.



That reflection led us to add another dimension to J J Nate Real Estate & Mgmt: “Heart of Sold.” With every closing, whether sale or lease, our company will donate a portion of our commission to a charitable organization. As a result, our clients will help others achieve their goals. We also foresee “Heart of Sold” sponsoring neighborhood events that give back to the community. As we finalize details, we’re excited about what’s to come. If you have an organization or charity that you feel needs our support, please share your thoughts and ideas!

Thank you for a wonderful first year. We are excited for all that is to come in the next year. Without the love, cooperation, and support from our family, friends, colleagues, and of course our valued clients, this anniversary would not be possible. Remember, whatever your real estate need, we’re here to help.

Give us a call and let’s start the conversation!

**-Richard Batista, Managing Broker, Owner**