

LIV | Sotheby's
INTERNATIONAL REALTY

DEVIREE & LIZ
EVEREAD


Deviree & Liz
THE ELEVATED LIVING GROUP

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Deviree Vallejo & Liz Richards

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WHY LIST WITH

Deviree Vallejo & Liz Richards

Each an industry leader in her own right, Deviree Vallejo and Liz Richards together embody a world-class client experience and proven, consistent results. In partnership with their team, not only are they at the forefront of the Denver Metro market, but they are also recognized nationally as influential authorities with a global reach. They have uncompromisingly redefined the practice of luxury with 38 years of combined experience and over a billion dollars in sales volume in the Denver Metro market.

A deeply-rooted connection to the local market brings a nuanced approach to every transaction while innovative marketing strategies reach audiences with an intuitive understanding of the consumer. As active members of their communities and with a global network of real estate professionals at their fingertips, they have a demonstrated track record of making connections and realizing client aspirations near and far from home. Deviree and Liz approach each transaction with the same tireless work ethic because they understand the responsibility and trust placed in them by their clients. By taking full ownership of their role, they advocate for their clients with unencumbered sincerity. Every step in the process presents an opportunity for informed guidance and innovation.



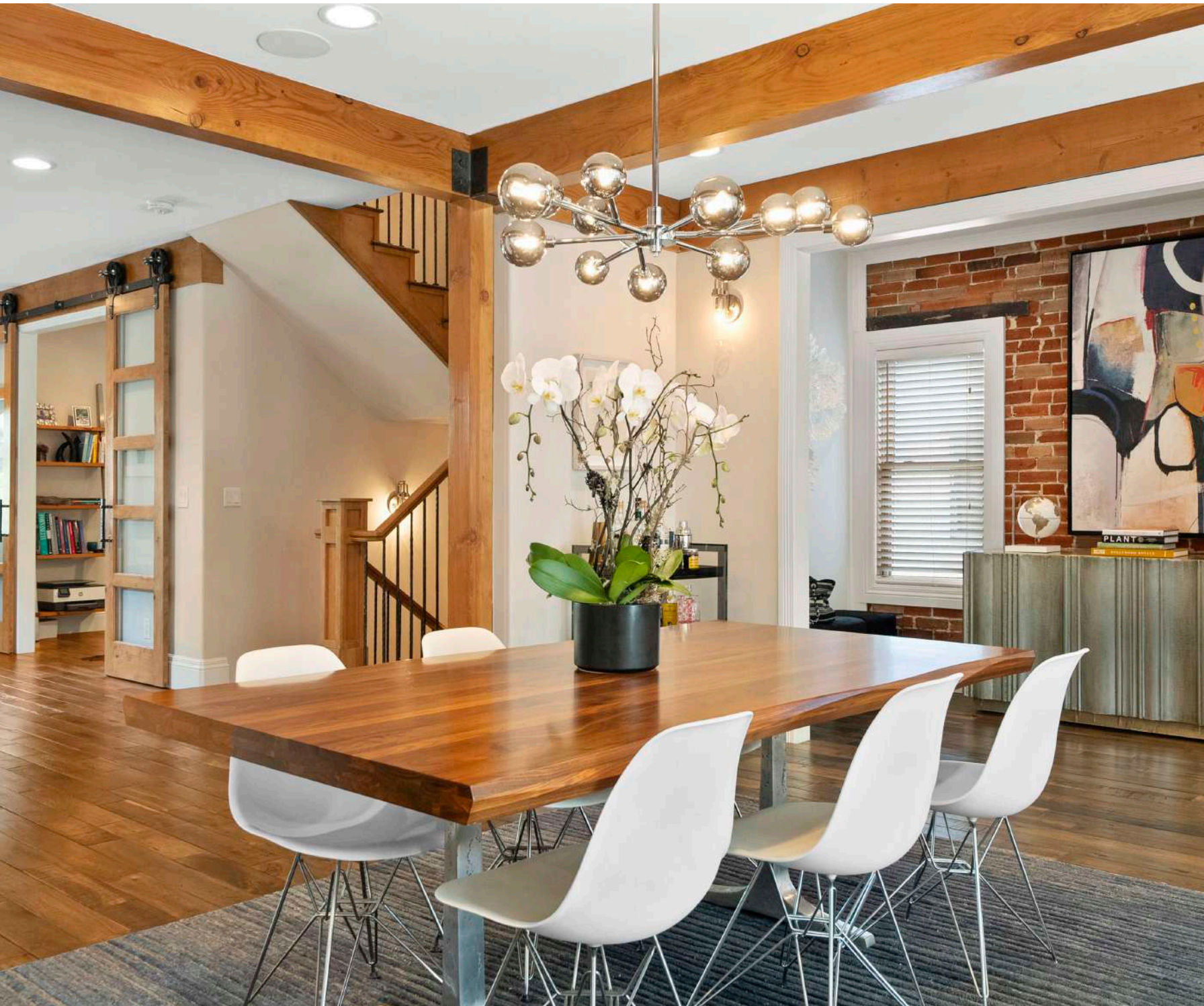
There's power in collaborating. Deviree and Liz bring a separate but complementary set of traits to the business that benefit the client. A core belief of The Elevated Living Group is that you become the average of the people you surround yourself with. In this way, they are highly committed to attracting top-tier talent so that every transaction is executed with the best compliment of skills and abilities. Their core values also include integrity, a shared hard work ethic, and honest and open communication.

Deviree and Liz have made their mark as Denver's premier agents, consistently ranking amongst Denver's top producing brokers. While both enjoy the vibrant lifestyle that Denver offers, like most Coloradans, they each cherish downtime with family and friends in the mountains. They are emphatic in their belief that Colorado elevates the experience of living.

‘A core belief of the Elevated Living Group is that you become the average of the people you surround yourself with. The duo’s range of experience encompasses everything that defines residential real estate in Colorado.’

ACHIEVEMENTS

Deviree Vallejo & Liz Richards



COMBINED ACCOLADES

- Recognized by REAL TRENDS as one of “America’s Best Real Estate Professionals” for ranking amongst the Top 1% Nationwide by Transaction Sides & Sales Volume Since 2015
- #2 Partnership by Sales Volume & Total Transactions 2021 in Denver
- #4 Individual Agent by Sales Volume & Total Transactions 2020 in Denver
- #2 Individual Agent by Project Sales Volume in Denver Metro 2019
- #2 Individual Agent by Sales Volume 2019
- #3 Individual Agent by Project Transactions in Denver Metro 2019
- #4 in Total Transactions in Denver Metro 2019
- #1 & #2 Individual Agent by Sales Volume in Denver Metro 2018 Ranked
- #1 & #2 Within LIV Sotheby’s International Realty 2018
- #4 in Total Transactions in Denver Metro 2018
- Over 90% of business has been generated from referrals and past clients
- Monthly Top Producers at LIV Sotheby’s International Realty 2018-Present



THE DIFFERENCE

What Matters Most

PHILOSOPHY

Regardless of what industry you are in, success revolves around three things: strong focus on the client's needs, the skill of the individual, and the knowledge of the market. Deviree & Liz believe that through honest ongoing communication with their clients, daily attention to market details, and competitively marketing a property, they can accomplish your goal of selling your home for top dollar and having extremely satisfied clients.

ADMINISTRATION

Providing "first rate" service to our clients has always been our top priority. With an incredible amount of disclosures and paperwork, this requires a full-time, dedicated broker to follow up and respond to all of your property's inquiries. LIV Sotheby's International Realty offers a full-service brokerage with over 114 support staff associates including one of the largest and most creative marketing teams in the industry. LIV Studio, our full-service, in-house agency, is made up of seasoned marketing professionals. Their efforts allow Deviree and Liz to dedicate their time to focus on their biggest strengths; prospecting for buyers, networking with other top producing agents in the marketplace, negotiating contracts, following up on leads, and aggressively marketing your home.

COMMITMENT

Deviree and Liz pride themselves on professionalism, expertise, and most importantly, their commitment to represent each of their client's best interests. Deviree and Liz are passionate in their interaction with their clients, associates, and peers to deliver unparalleled service to each client.



DEVIREE & LIZ

What Others Say

“We have done 6 real estate transactions with Liz over the last 10 years. On both the buy and the sell side, she is an excellent agent and an invaluable resource in navigating the inevitable issues that arise in any real estate transaction. She knows the Denver market better than anyone else, and because she has been an agent in the market for 20-plus years, she has so many connections with builders, other agents, and sub-contractors for any work you need to have done. She has come to be our go-to trusted advisor and I wouldn’t use anyone else.”

- **Diane E.**

I have bought and sold four homes with Deviree and consider her my advisor in all things real estate. We have worked together for many years and I trust her to guide me in my investment decisions. I was in a multiple offer situation (in Hilltop) and Deviree expertly advised me on what to offer and to ultimately buy the property. She also connected me with her large network of trusted vendors ranging from a rental agent to a lawn care person. She is amazing and highly recommended!”

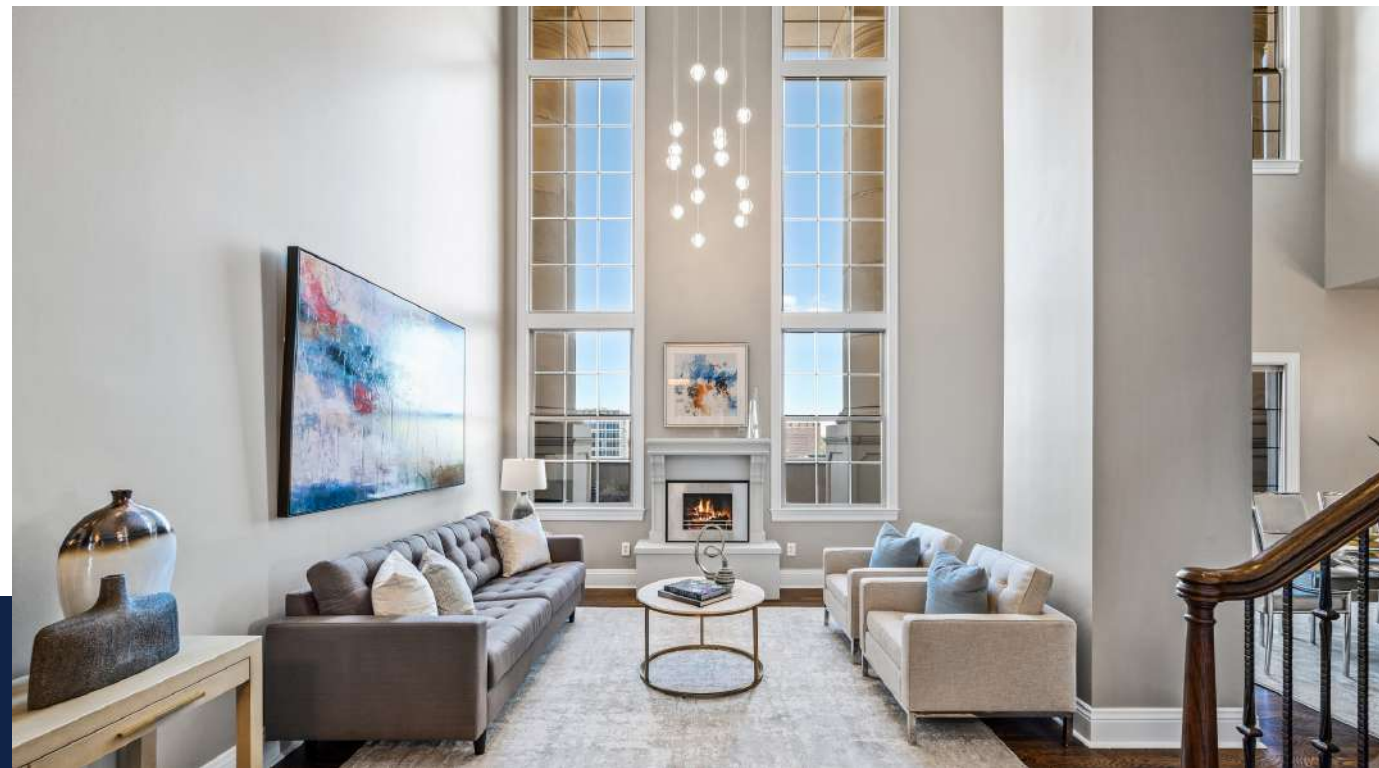
- **Chris & Tara L.**

“Effective, wise, ethical, and kind - Deviree helped us sell our Cherry Creek Condo at a great price. She really knew the market and her extensive professional contacts brought the right buyers in the door — right away. Her great team took care of all the details and made sure that we closed smoothly, and on time. We absolutely recommend Deviree to buyers and sellers - she’s the best!”

- **Amy O.**

“Deviree was exactly what we were looking for in a realtor. She was knowledgeable, nice, accommodating, and very patient! We had an idea of what we wanted in a house and Deviree helped us find that which was quite challenging in this market. She was extremely helpful with resolving issues while we were under contract and really helped work to meet some tight timelines. It wouldn’t have happened without her. I couldn’t recommend her more if you need a realtor.”

- **Matt S.**



“Working with Liz was a phenomenal experience from the start. As soon as we reached out, she immediately scheduled time to get to know us better and align on what we were looking for. From there we were instantly connected with homes that fit our criteria and toured potential options within days. When it came to writing offers, Liz was instrumental in providing suggestions for how we could optimize our offer and providing context for what it might go for in this crazy market, while always being clear that these were merely suggestions and never pressuring us to do anything we were uncomfortable with. Thanks to Liz’s extensive experience and her prowess in creating winning offers in this unpredictable and intense market, we were ultimately able to snag our dream home and I could not be more thankful that we had the opportunity to work with her and her incredible team!! We will 100% be working with Liz again in the future and highly recommend that everyone do the same, she is your best asset in buying a home!”

– **Jacki & Matthew F.**

“Over three years, we have worked with Liz on two home purchases and one sale. Liz is committed to deeply understanding and helping her clients find their perfect home, and she is unstoppable in doing so. In our two home purchases, Liz provided crucial local knowledge and helped us (real estate noobs) make good decisions based on factors we would have never thought to consider. And, when the perfect home appears, Liz knows precisely what is required to close the deal effectively and efficiently. When helping us sell our home, Liz helped us make good decisions in the listing process, and to understand what work we could do to prepare that would be the most impactful, and provided great recommendations for people to

help us complete that work. Selling our home with Liz’s help proved to be... just... easy. Communication with Liz is always clear, precise, and FAST. She is a no, nonsense, effective agent with a sense of humor, who has expert advice to provide throughout every step of the process; what homes to look at; how and when to formulate a compelling offer; working with lenders and title companies; working with sellers; etc. Finally, our relationship with Liz doesn’t just end when a transaction has completed. Liz is invested in her clients’ happiness beyond simply buying or selling a home, and makes that very clear by becoming an actual friend. I am not just “likely to recommend Liz Richards’ – I have already done so, multiple time”

– **Mat G.**

DEVIREE & LIZ

Recent Sales



885 SOUTH SAINT PAUL STREET | \$2,950,000



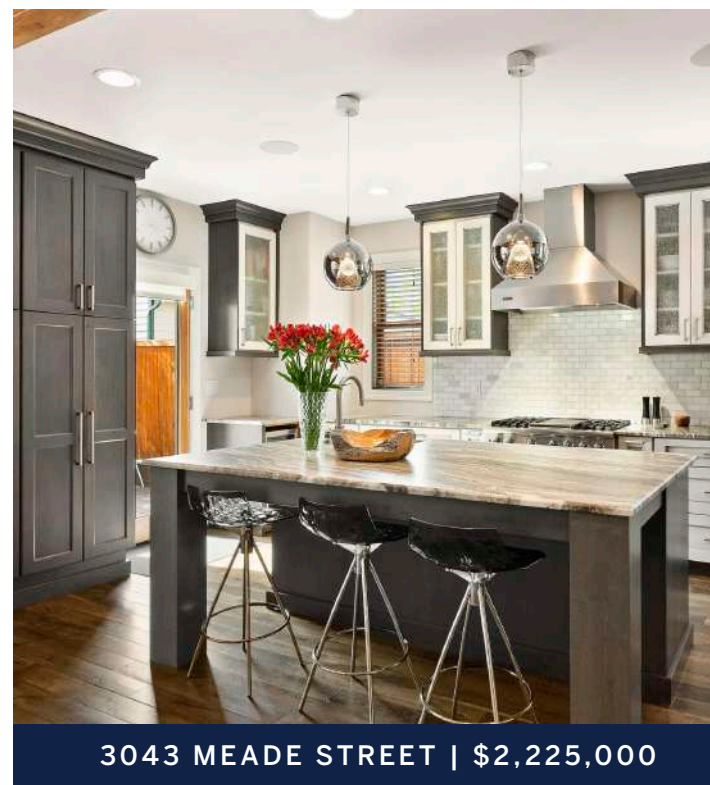
3535 E 5TH AVENUE | \$3,300,000



1059 S MILWAUKEE WAY | \$2,275,000



1065 S MADISON STREET | \$2,900,000



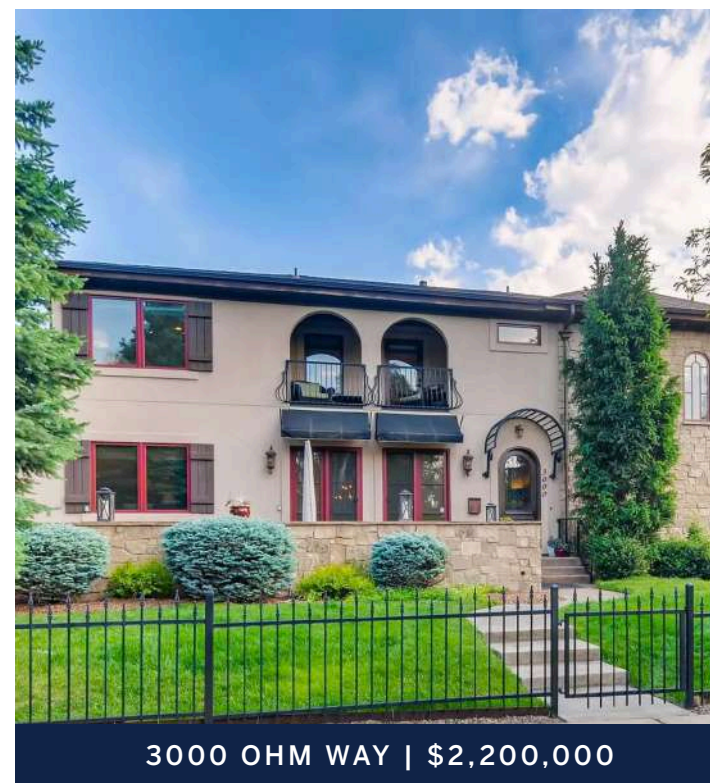
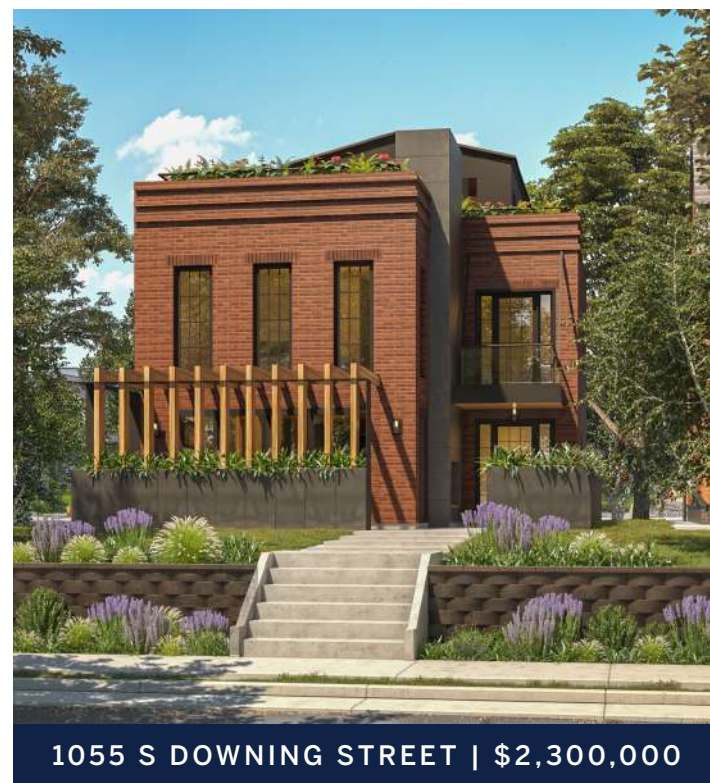
3043 MEADE STREET | \$2,225,000



231 GARFIELD STREET | \$2,775,000

DEVIREE & LIZ

Recent Sales



WHAT TO EXPECT

Our First Meeting

Thank you for taking the time to meet with us and discuss putting your property on the market. When we meet, we'd like to follow the schedule below:

TAKE A TOUR OF THE PROPERTY

- Discuss what you have liked about the property
- Discuss what you have not liked about the property
- Create a list of actionable items to get your property ready for photography
- Learn of any and all improvements you have made to the home

ALLOW US TO INTRODUCE OURSELVES AND LIV SOTHEBY'S INTERNATIONAL REALTY

- Our philosophy, qualifications and references
- The LIV Sotheby's International Realty difference
- Our commitment to marketing your property

COMPETITIVE ANALYSIS AND POSITIONING YOUR PROPERTY FOR SUCCESS

- Review of active and sold inventory
- Review of absorption rate, days on market, etc.
- Discussion of positioning your property to attract buyers

If there is anything you would like to add to this agenda, please let us know so that we may come prepared.



ADDITIONAL NOTES

Notes



LIZ RICHARDS | DEVIREE VALLEJO
LIV Sotheby's International Realty

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