



Listing Presentation

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Coldwell Banker Townside
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ABOUT BERNADETTE

Bernadette Alfonso has been actively engaged in Real Estate and Business Brokerage for the past 19 years. She has an extensive knowledge of the Real Estate industry to include the Residential, Investment, and Commercial markets.

In 2003, Bernadette established a consulting firm in New Jersey which represented business owners and real estate developers with the acquisitions of businesses and investment properties. In 2009, Bernadette relocated from New Jersey to Christiansburg, VA. She has been a licensed Realtor since relocating to the area and has successfully assisted hundreds of clients in the New River Valley. Her concentration is in Residential and Investment Properties.

Bernadette has a deep knowledge of the Real Estate market and works very closely with her clients to provide her expertise, direction, and advice. She is rather passionate about being a Realtor and is completely dedicated to her profession. Her goal is to consistently provide all of her clients with the utmost of professionalism, guidance, and support during the entire transactional process. Prior to her Real Estate career, Bernadette was actively engaged in the Data and Tele Communications industry. As a Vice President of Global Sales, she successfully managed national and international sales organizations with Fortune 50 corporations such as Avaya Communications, Lucent, and Olicom from 1993- 2003. Other areas of concentration have been in Sales Management and Technical Recruiting from 1986- 1993. Bernadette has a love for animals, music, dance, theater, and enjoys socializing with her friends and family, as well as traveling. She loves calling the New River Valley home, and is eager to share all of the beautiful amenities it has to offer.



THE HOUSE LISTING PROCESS

INITIAL MEETING

- Walk through the house and property with Home Owner(s)
 - Provide general market details and information
 - Schedule a follow up meeting to provide CMA and FMV

SECOND MEETING

- Present Comprehensive Market Analysis and Fair Market Value
 - Determine List Price
 - Provide estimate of Seller's Net Proceeds
- Review and sign Exclusive Listing Agreement
 - Establish list of "To Do's"

STAGING

- Work closely with Home Owner(s) to organize and stage the house
 - Finalize all projects
 - Schedule Cleaning Service

PROFESSIONAL PICTURES – FINAL PREPARATION

- Schedule Professional Photographer a week before the List Date
- Review of Final Listing prior to going live on the MLS and Websites
 - Place Yard Sign 24 hours before the List Date

MARKETING THE HOUSE FOR SALE

- Go live on the MLS
- Secondary Real Estate websites to automatically populate
 - Post to Facebook and other Social Media sites

PRIMARY MARKETING WEBSITES



SOLD PROPERTIES

325 Robin Hood Drive Christiansburg, VA 24073

Listing Price: \$300,000

Closing Price: \$300,000

Listing Date: 4/12/2022

Closing Date: 4/12/2022

Days on Market: 0



989 Berry Hill Road NW Riner, VA 24149



Listing Price: \$349,000

Closing Price: \$351,000

Listing Date: 5/19/2022

Closing Date: 6/24/2022

Days on Market: 4

1450 Sleepy Hollow Road

Christiansburg, VA 24073

Listing Price: \$415,000

Closing Price: \$455,000

Listing Date: 3/24/2022

Closing Date: 5/26/2022

Days on Market: 4



216 Mateer Circle

Blacksburg, VA 24060



Listing Price: \$624,000

Closing Price: \$617,000

Listing Date: 2/18/2022

Closing Date: 4/19/2022

Days on Market: 21

1335 Guynn Lane

Elliston, VA 24087

Listing Price: \$517,000

Closing Price: \$518,500

Listing Date: 9/10/2021

Closing Date: 11/9/2021

Days on Market: 8



9 Hidden Valley Lane

Radford, VA 24141



Listing Price: \$345,000

Closing Price: \$365,000

Listing Date: 4/15/2021

Closing Date: 5/27/2021

Days on Market: 2

530 Keystone Drive

Christiansburg, VA 24073

Listing Price: \$279,000

Closing Price: \$290,000

Listing Date: 7/26/2021

Closing Date: 8/26/2021

Days on Market: 1



408 Patrick Henry

Blacksburg, VA 14060



Listing Price: \$424,000

Closing Price: \$427,000

Listing Date: 4/10/2021

Closing Date: \$427,000

Days on Market: 2

PREFERRED BUSINESS PARTNERS

CLOSING AGENTS

SPICER, OLIN & ASSOCIATES, PC

504 S. Main Street
Blacksburg, VA 24060
Office: (540) 552-0007
Get started at:
spicerlawfirm.com

PATRICK K MOORE, PC

Radford Address: 520 W Main Street
Radford, VA 24141
Blacksburg Address: 1100 S. Main St
Blacksburg, VA 24060
Radford Office: (540) 633-1590
Blacksburg Office: (540) 953-1100
Get started at:
patrickmoorelaw.com

BROOKS TITLE & ESCROW

210 Professional Park Drive STE 13
Blacksburg, VA 24060
Office: (540) 605-9055
Get started at:
brookstitle.com

HOME INSPECTORS

DWELL CHECK

Daniel Wheeler
Office: (540) 250-7075
Email: DWELLCHECK@gmail.com
Get started at:
dwellchecknrva.com

PILLAR TO POST

John Langan
Office: (540) 392-7678
Email: JOHN.LANGAN@pillartopost.com
Get started at:
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ACE HOME SERVICES LLC

Brian Cullop
Office: (540) 293-6622
Email: BRIAN@theacecrew.com
Get started at:
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CLIENT TESTIMONIALS

Bernadette is the best. She is extremely accommodating during the entire process. She has tremendous knowledge and expertise that helped guide us in the right direction countless times. She will always have your back and ensure the best outcome for her clients. Communication was excellent, and she helped us sell our home with top of the line results. I will work with Bernadette on all future real estate endeavors without hesitation.

- **Jason & Savannah, 530 Keystone Drive, Christiansburg**

Bernadette helped our family out tremendously with buying our new house in Roanoke and then selling ours in Radford. She was very attentive to our needs and wants and kept us up to date with each step of the process of both buying and selling our home. Her communication with us has been excellent throughout all of this, she is very easy to get in touch with and very up to date with technology. We highly recommend her and would use her again without hesitation!

- **Chase & Cala, 9 Hidden Valley, Radford**

My wife and I worked with Bernadette to both sell and buy a home in 2021. Our experience with her was amazing. She promptly navigated a well-crafted offer for us and also worked through numerous details to sell our home. She is extremely knowledgeable, thorough, conscientious, hard-working, sincere, and understanding. She is well-respected in the NRV and helped us connect with quality contractors in the area to prepare both of the homes as desired. I cannot imagine what our experience would have been like if we had not chosen her as our agent. She was a joy to work with and I would highly recommend her if you are looking to buy or sell in the NRV.

- **Erica & Adam, 408 Patrick Henry, Blacksburg**

"Bernadette is awesome and such a joy to work with! I worked with her to purchase my first home back in 2014 and then again in 2022 to sell that home. Both times I knew she had everything under control and always had my interests as a priority, even when I was out of state or out of the country. She is always a text or phone call away to answer questions or provide advice. I whole-heartedly recommend Bernadette and will absolutely work with her again should I return to the area. Thanks Bernadette!

- **Peter, 969 Berry Hill NW, Riner**

My family has moved 6 times in 16 years, with a total of 12 real estate transactions. We have NEVER had any experience come close to as wonderful as working with Bernadette! She is by far the absolute best agent we've ever had. We have bought and sold with her and referred my own parents to her when they recently moved. Her level of expertise and dedication to her clients is beyond compare. I have never trusted any realtor more than Bernadette. I just wish I could have taken her with me to our new state! If you have the pleasure of working with her, I promise you will be in the best hands possible!

- **Michelle & Lance, 6150 N Ridge Lane, Pulaski**



LICENSED IN THE STATE OF VIRGINIA
ALL OFFICES ARE INDEPENDENTLY OWNED AND OPERATED

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