

YOUR GUIDE TO SELLING

Everything you need to know about selling a home in
San Antonio



Local expertise. Military trusted. Results driven.

Powered by



Search all available homes anytime, anywhere
at www.themosaicrealtyteam.com



We understand you may be thinking about selling soon and exploring your options.

Before you make any moves, we want to introduce ourselves and show you what a results-driven team can do for you.

We are the Mosaic Realty Team at eXp Realty, a focused, service-driven team with decades of combined experience helping clients protect their equity and move on their timeline.

Our approach is simple: deliver real value, eliminate stress, and outperform the market.

Here's what you can count on when you work with us:

- Our Mosaic Marketing Method
- Best-in-class print and digital marketing materials
- Strategic exposure and strong negotiation backed by eXp's global reach
- A client-centric process that puts your goals at the center of every decision

It's not luck that 98% of our business comes from repeat clients and personal referrals.

People come back to us because the experience is professional, transparent, and effective.

I'd be happy to walk you through what today's market means for your home, answer your questions, and show you exactly how the Mosaic Realty Team can position your property for success.



Real Estate Is Personal

We've all heard the saying, "It's not personal, it's business." But in real estate, it's both. Buying or selling a home is one of life's biggest decisions — and you deserve a team that combines experience, integrity, and genuine care.

With over 27 years of combined experience, our team has built its reputation on relationships and results. More than 85% of our clients come from past clients and referrals a testament to the trust we've earned through consistent service and proven success.

As proud native San Antonians and certified Military Relocation Professionals, we're deeply connected to our community and honored to serve those who serve our country. Based in Military City, USA, we understand the unique needs of military families from PCS transitions to VA loan navigation — and we're dedicated to making every move smooth and stress-free.

Real estate can be complex. That's why we're here to make the process seamless, successful, and always centered around you.



The Mosaic Realty Team

Meet Our Team

At the Mosaic Realty Team,
leadership starts with experience.

Art Fernandez, our Team Leader,
brings over 29 years of real estate expertise
and a proven record of helping families achieve their homeownership goals across
San Antonio and surrounding areas.



His leadership, dedication, and deep understanding of the local market guide
everything we do.

Under his direction, our team combines personalized service with powerful results—
backed by the systems, knowledge, and integrity that help every client move
confidently through one of life's biggest financial decisions.

As Military Relocation Professionals, we take pride in serving those who serve our
country. Based right here in Military City, USA, our mission is simple: provide expert
guidance, protect your investment, and make your home-buying journey smooth from
start to close.

With Art leading the way, you're not just working with a realtor you're backed by a
team that puts your goals first.

Our team



**Bryan
Aluisa**



**Michelle
Juarez**



**Maria Louisa
Ramirez**



Alfie Canda
Transaction Coordinator
Mobile Loan Signing Agent

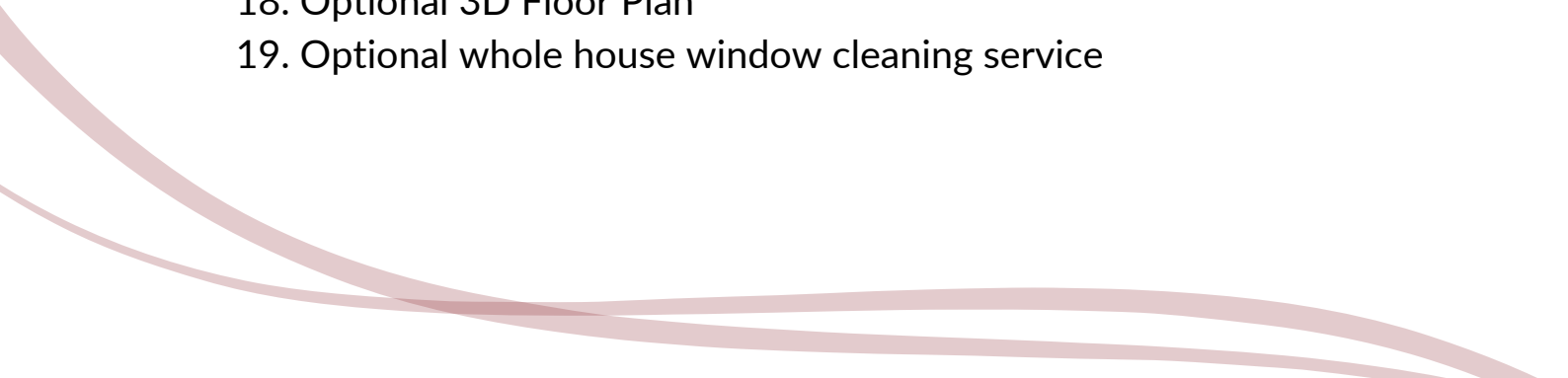
12 QUESTIONS TO ASK WHEN INTERVIEWING A REALTOR®



1. How long have you worked as an agent?
2. Do you do this full-time?
3. How many clients are you currently representing?
4. Do you have a team?
5. What do you charge?
6. Could you share some references?
7. What sets you apart from the competition?
8. Are you knowledgeable about my area?
9. How often will we be in touch?
10. Do you typically work in my home's price range?
11. How do you plan on marketing my home?
12. What was your average list-price-to-sale- price ratio in the past year?



The Mosaic Marketing Method

1. MLS Exposure
 2. Full color feature sheets and marketing infographics
 3. 2000+ buyer prospects notified weekly
 4. 5000+ agents notified via email
 5. Social media marketing with 6000-10,000 plus views across all platforms
 6. Featured on all major real estate sites and affiliated web links
 7. Professional HDR photography
 8. Mega-visibility Open House promotions, area calls & door knocking (We literally pound the pavement for you!)
 9. Custom "Just Listed" announcements
 10. Premier showing service with up-to-the-minute notifications
 11. Targeted social media advertising to likeliest buyer demographics
 12. Complimentary whole house cleaning, either pre-listing or pre-move out
 13. Optional "Curb Appeal Booster" (landscape package)
 14. Optional professional staging & virtual staging packages (vacant home)
 15. Optional professional design consultation (occupied home)
 16. Optional pre-listing inspections
 17. Optional custom video tour & drone
 18. Optional 3D Floor Plan
 19. Optional whole house window cleaning service
- 

WAYS TO COMMUNICATE



During the weekday, what is the best way to contact you?

Phone Text Email

During the weekend, what is the best way to contact you?

Phone Text Email

If we don't already have it, please share best phone numbers and email addresses for all parties to your transaction:

Do you have a set work schedule or flexible schedule that changes weekly? If set, please let us know your typical work hours:_____ How often would you like to hear from us? (see below)

When there is news____ Weekly____ Other(explain) _____

During a transaction, there will be items that are time sensitive. It is imperative that you are able to return phone calls the same day whenever possible, and that you can sign documents in a timely manner. If for any reason you cannot, please let us know so that we can make adjustments on our end.

OUR BUSINESS HOURS: MONDAY-SUNDAY 8AM TO 8PM

*During business hours, we will make every effort to return your calls, texts, or emails within the hour.
In the event that we cannot, expect to hear from us later that day.*



CERTIFICATE OF GUARANTEE

*We guarantee to get your home sold in 90
days or less or we sell it for free!*

OFFERED BY THE MOSAIC
REALTY TEAM



**RESTRICTIONS APPLY* see agent for details*

