



HUNT[®] Fundamentals



JUDY WINSLOW

Licensed Associate Real Estate Broker

ABOUT JUDY

My real estate career started over 30 years ago in New York City selling commercial real estate. Today, I work with HUNT Real Estate ERA helping people buy and sell homes in Central New York. HUNT has many resources that provide my clients unparalleled service like their Seller Select program, which is the foundation of my home selling process. In addition to being a home buyer representative, I act as a marketing agent for home sellers, and I've partnered with a marketing firm and other creative talent using their resources to make your home shine.

Every single client gets my undivided attention. And all of my clients benefit from my professionalism:

- Integrity is essential to all my relationships.
- Communication begins with listening.
- Negotiation is about setting priorities.

Negotiation skills, creative marketing, and conflict resolution abilities are what get deals sold.

My husband John and I chose to move to Manlius and raise our family - I love living here. In my spare time, you might catch me on the golf course or in a local restaurant. I also have a passion for helping the organizations David's Refuge and Hopeprint.

I sincerely believe Central New York is a great place to live!



JUDY WINSLOW

Licensed Associate Real Estate Broker

Mobile: 315.682.1950
Email: Judy.Winslow@huntrealestate.com
Web: JudyWinslowRealtor.com



Certified Residential Specialist

The doctorate of real estate, I am an expert in all Real Estate matters.



I am specially trained and focused on working directly with buyer-clients.



As a Senior Real Estate Specialist® I have senior experience, knowledge and marketing savvy to make your home buying/selling process painless.

THERE IS A DIFFERENCE AT HUNT®

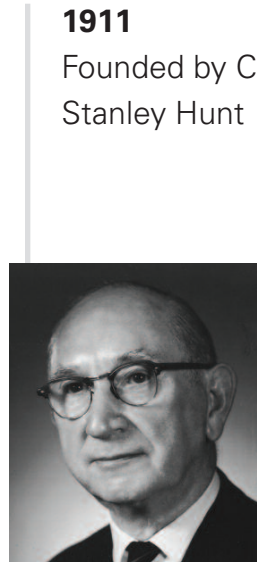
Since 1911, the HUNT name has been synonymous with real estate expertise. We are widely respected for our comprehensive products and services, as well as employing some of the most elite real estate sales professionals in the industry. Through our residential real estate division and our Core Businesses, our organization provides services that make buying, selling, financing, insuring, maintaining and simply owning a home an easier and more satisfying experience.

We look forward to providing you a truly remarkable, professional real estate experience.



Peter F. Hunt
Chairman & CEO / HUNT Real Estate Corporation

THE HUNT[®] HISTORY *100+ Years of Excellence*



1911

Founded by Charles Stanley Hunt



1920

HUNT office moves to Brisbane Building in downtown Buffalo

1958

Charles S. Hunt named President, C. Stuart Hunt and Myron M. Hunt named Vice Presidents

1958

HUNT is officially incorporated as "HUNT Real Estate Corporation"

1968

C. Stuart Hunt named President

1978

Opening of first real estate training center under the leadership of Peter F. Hunt, son of C. Stuart Hunt



MORTGAGE

1984

Devere Capital Corporation, a Licensed Mortgage Banker created (later renamed HUNT Mortgage)



INSURANCE

1989

HUNT-Vanner Insurance Agency created



1990

HUNT opens nation's first real estate Customer Service Center



BUY & SELL DIRECT



1996

HUNT launches Realty Express & The Realty Club (later renamed HUNT Homeowners Club)

1986

HUNT Showcase of Homes TV show debuts as one of the first program-length real estate shows in the country

1993

HUNT acquires Network Title Agency

THE HUNT® HISTORY *100+ Years of Excellence*

2001

HUNT expands to Rochester with acquisition of Judy Columbus Real Estate & Relocation



2002

HUNT forms alliance with ERA Real Estate

2003

HUNT Real Estate sales volume tops \$1 Billion for the first time



2003

HUNT expands to Central New York

2005

Peter F. Hunt becomes Chairman & CEO



2007

Charles F. Hunt joins the company, representing 4th generation of the Hunt family



2008

HUNT expands to Phoenix, Arizona

2009

HUNT enters the Capital Region (NY) market



2011

HUNT Real Estate celebrates its 100th year in business



2015

HUNT expands to the Southern Tier and the Adirondacks

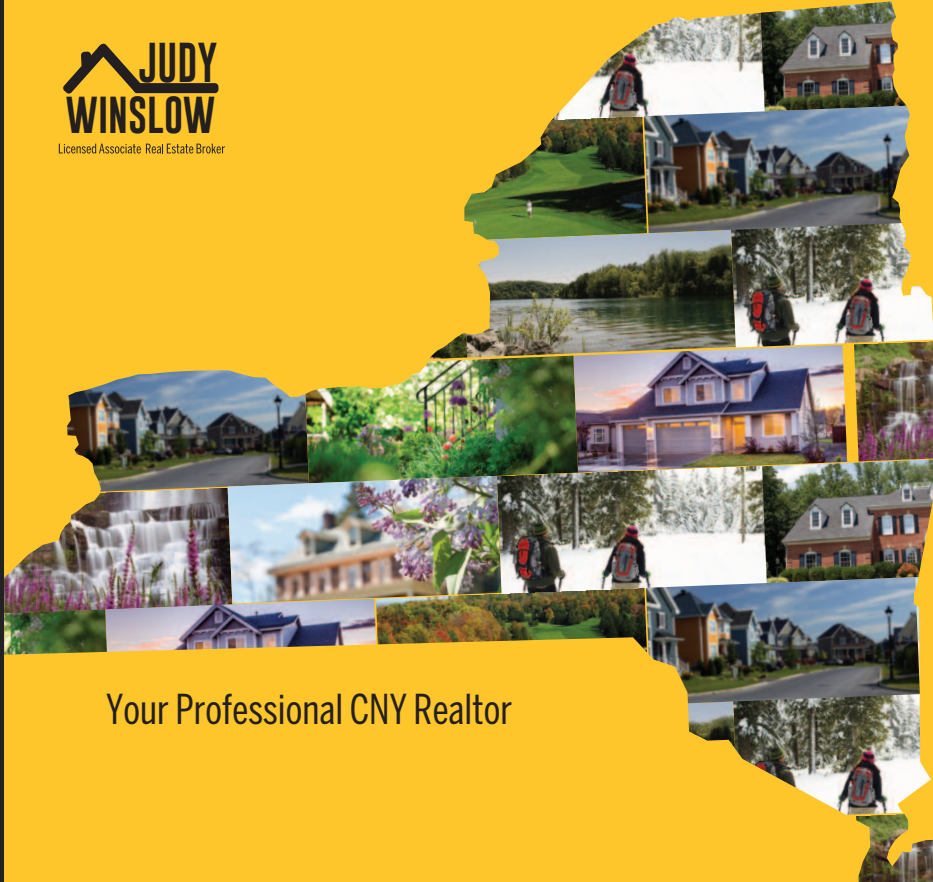
2018

HUNT expands to Massachusetts with acquisition of ERA Key Realty Services

2019

Awarded Top Brokerage in ERA Real Estate Network



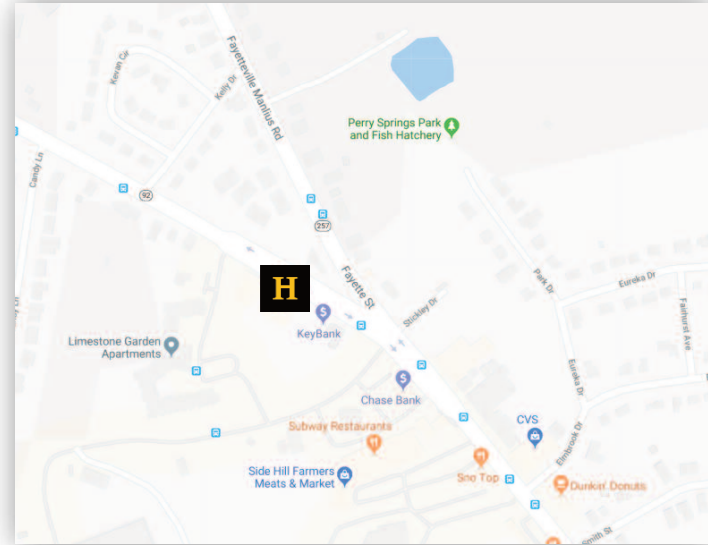


Your Professional CNY Realtor

**CENTRAL
NEW YORK
IS A GREAT
PLACE
TO LIVE!**

GET OUT & ENJOY CNY!

I love the big city lights to the small town charm and everything in between. The Central New York region is home to everything unique that characterizes New York State. Take advantage of live entertainment, museums, historical landmarks, farmers' markets, festivals, golfing, and trail after trail of boundless nature. And lots more! What can you experience in CNY? The list has no limits - let me show you!



FIND ME IN MANLIUS AT HUNT REAL ESTATE ERA

MARY ROUSE

Branch Director

Licensed Associate Real Estate Broker

HUNT Real Estate ERA
7650 Highbridge Rd, Suite 210
Manlius, NY 13104
Phone: 315.682.7197
Fax: 315.682.8914

#WeLiveHere



HUNT Real Estate ERA's Rankings & Accolades

- #1 Family-Owned and Operated Real Estate Firm in New York State
- #2 Largest Broker in the ERA Real Estate network
- Ranked #33 in the Nation for Closed Transactions*
- Member of Who's Who in Luxury Real Estate
- Gene Francis Award Winner Honoring ERA's Top All-Around Company
- Ranked one of Western New York's Fastest Growing Companies

Judy Winslow's Rankings & Accolades

- 2018 Leading Agent in the Company, gross closed commissions
- 2018 Vision Master Award, Central and Northern NY
- 2018 Leaders Circle
- 2018 Leading Agent of the Year, Manlius Office
- 2018 Leading Agent in the Company, 3rd place Closed Units
- Appointed to 3rd Term of the GSAR Grievance Committee
- 2017 Leading Agent in the Company/1st Place/Gross Closed Commission
- 2017 Leading Agent in the Company/2nd Place/Closed Units
- 2017 Leading Agent of the Year
- 2017 Leaders Circle
- 2017 Top Referring Agent
- 2017 Vision Master Award
- 2016 HUNT Real Estate ERA Leading Sales Agent for Central and Northern New York
- 2016 HUNT Real Estate Manlius Branch Agent of the Year
- 2016 HUNT Real Estate ERA Vision Mastery Award
- 2016 Top Referring Agent
- 2016 HUNT Real Estate Leaders Circle Award

* Source: RISMedia Power Brokers, 2018. Combined transactions with ERA Key Realty Services.



IN THEIR OWN WORDS

We are committed to building a network of the most well-trained and highly-equipped real estate professionals in the industry. Our customer satisfaction numbers are a testament to that commitment.

95% of our customers ranked HUNT a 9 or 10
92% Net Promoter Score (NPS)*

What my clients say...

"We have bought and sold houses quite a few times over the years. You are the most professional and productive Real Estate Broker we have worked with!"

"Best. Realtor. Ever. My husband and I have hired 7 realtors in 3 states over our 25 year marriage. Judy Winslow is flat out the best. She excels in knowledge and over the- top service. We are grateful for her expert assistance in selling our home."

"Judy is knowledgeable, courteous and incredibly responsive. It was a pleasure working with Judy with some difficult sellers. We would highly recommend Judy to anyone looking to buy a home in CNY."

* NPS is an index ranging from -100 to 100 that measures the willingness of customers to recommend a company's products or services to others. Results collected by Listen360, a third party customer satisfaction platform.



MORTGAGE

HUNT Mortgage processes, underwrites, and prepares all loans for closing in-house. Our team of mortgage professionals will expertly guide you through the entire process, ensuring a quick, easy and simplified transaction.



INSURANCE

Offering competitive rates for homeowners, auto, excess (umbrella) liability and other types of insurance, HUNT Insurance is a full-service independent insurance agency staffed by licensed insurance Agents.



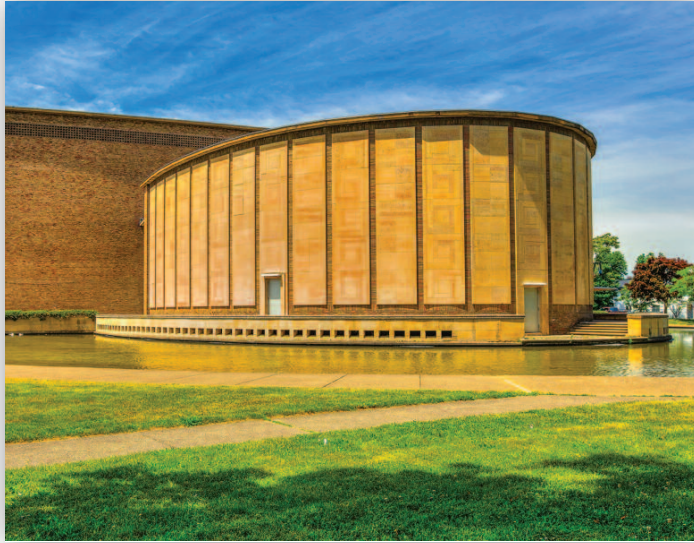


Network Title Agency of New York is a full-service abstract and title insurance company. Our title specialists are dedicated to their clients and will make sure you receive precise and timely support with any real estate transaction.



COMMERCIAL

HUNT Commercial is a full-service commercial real estate firm that provides real estate brokerage and consulting services throughout Upstate New York.

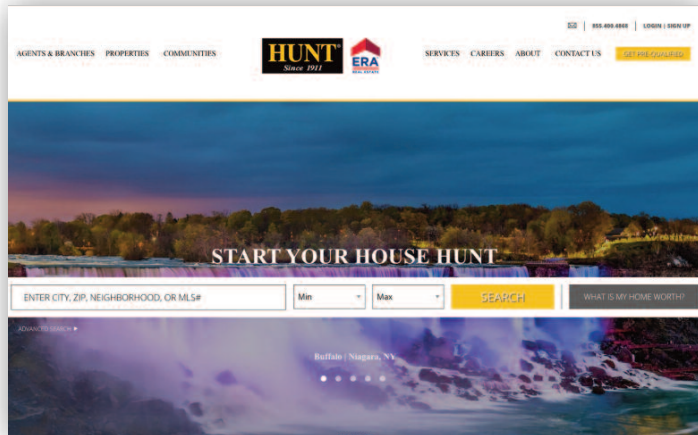


PROPERTY SOLUTIONS

HUNT Property Solutions provides property management and building maintenance services, including preventive and predictive upkeep.

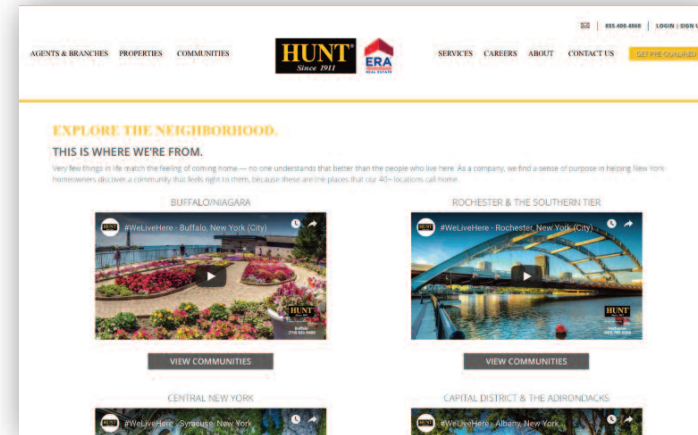


When a customer buys or sells their home through HUNT Real Estate ERA, they become a lifetime member of the HUNT Homeowners Club, our complete resource for all of their moving and homeownership needs.



HUNTREALESTATE.COM

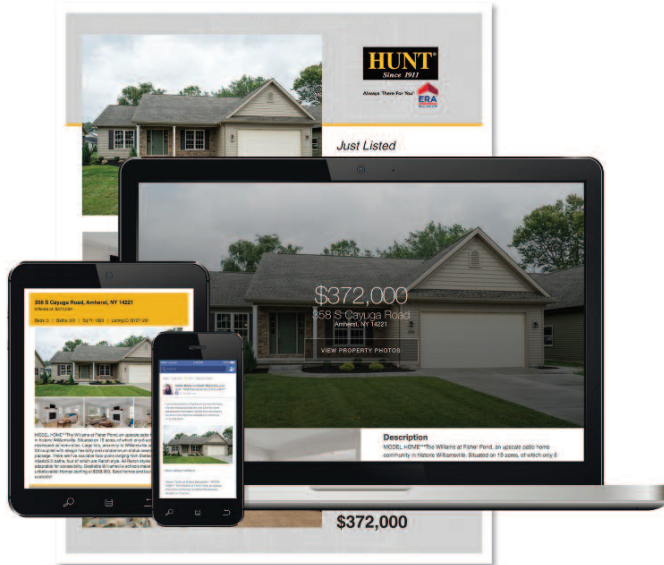
Accessible from any desktop or mobile device, our consumer-focused website features every MLS-listed property for sale. With in-depth community information, school rankings, and neighborhood videos, HUNTrealstate.com allows consumers to explore their ideal place to call home. It also offers instant access to our family of ancillary residential services - HUNT Mortgage, HUNT Insurance and Network Title Agency.



#WELIVEHERE

Nobody knows the local communities better than we do. To share our knowledge and help buyers find their next perfect place to call home, we offer HUNT Communities - a comprehensive online resource featuring hyperlocal community data, local properties for sale, market trends, school information, and even reviews of the best restaurants in town.

From Main Street to the local shops, restaurants and schools, each of our communities offers something unique. Our #WeLiveHere video series gives a glimpse into what makes each of our cities, towns and villages so special.



HUNT DIGITAL LISTING CENTER

Our automated marketing platform, The HUNT Digital Listing Center, creates and distributes stunning digital and print marketing materials for every property.

- Property Website
- Flyers
- Social Media Announcements
- Brochures
- Postcards
- Virtual Tour
- YouTube Video



YARD SIGNS

The classic HUNT ERA yard sign is our most powerful and visible marketing piece, generating thousands of phone calls, website visits and lead generation opportunities for our Agents.



DIGITAL & SOCIAL ADVERTISING

We have partnered with Adwerx to power automated online and social media advertising for every residential listing.

- Displayed on Facebook, Instagram and across hundreds of websites
- Geotargeted to be seen by local home buyers
- Behaviorally targeted to specifically reach real estate intenders
- Daily reporting details impressions and click-throughs

LISTING SYNDICATION

HUNT listings get additional exposure via our marketing partnerships with the most highly-trafficked real estate search engines, including:

- Zillow
- Trulia
- Realtor.com
- Homes.com
- Homesnap
- LuxuryRealEstate.com (HUNT Distinctive Properties only)





WHAT'S YOUR HOME WORTH

Through our revolutionary *What's Your Home Worth?* website, potential sellers instantly receive multiple home valuations and can view how many buyers HUNT has for their home. For our buyers, this tool directly connects the HUNT agent representing the seller to your HUNT sales professional, ensuring faster access to the newest listings on the market.

THE HUNT® HOTLINE

The HUNT Hotline is our curbside lead capture service. With just a call or text to the number on your yard sign, customers receive every detail about your home and are instantly connected to your HUNT sales professional.

PROSHOWSM POWERED BY SHOWINGTIME

Our state-of-the-art centralized appointment scheduling service is the most effective system for showing your home.

- Staffed by live operators seven days per week
- Tracks and catalogs all showing appointments
- Collects agent and buyer feedback after they view your home
- Identifies buyers already in the market looking at similar properties
- Arrange your showing preferences to accommodate your schedule

CUSTOMER SERVICE CENTER

Our Customer Service Center provides professional and prompt response to all internet, voice and text inquiries on your property - ensuring every lead opportunity is responded to in a timely manner.





SELLER SELECTSM

Our Seller Select listing strategy is a comprehensive property marketing plan for your home. Featuring our unique Six Steps to Success, Seller Select exposes your home to more buyers, provides you with real-time communication tools to keep you informed, and offers an array of real estate services to create a seamless buying and selling process

ERA SELLERS SECURITY PLANSM

“We will sell your house or ERA Real Estate will buy it!®”
There is no stronger commitment in real estate and it is only available from HUNT Real Estate ERA through the ERA Sellers Security Plan. This innovative program included within Seller Select gives you the assurance that your home will sell within a finite sales period. If it doesn't sell in a set time, ERA Franchise Systems LLC will buy it from you.*

*Conditions and limitations apply; including but not limited to: seller and house must meet specific qualifications, and purchase price will be determined solely by ERA Franchise Systems LLC, based upon a discount of the home's appraised value. Additionally, a second home must be purchased through a broker within 6 months of the close date of the SSP property designated by ERA Franchise Systems LLC. Not available in all areas.

BUY DESIGNSM

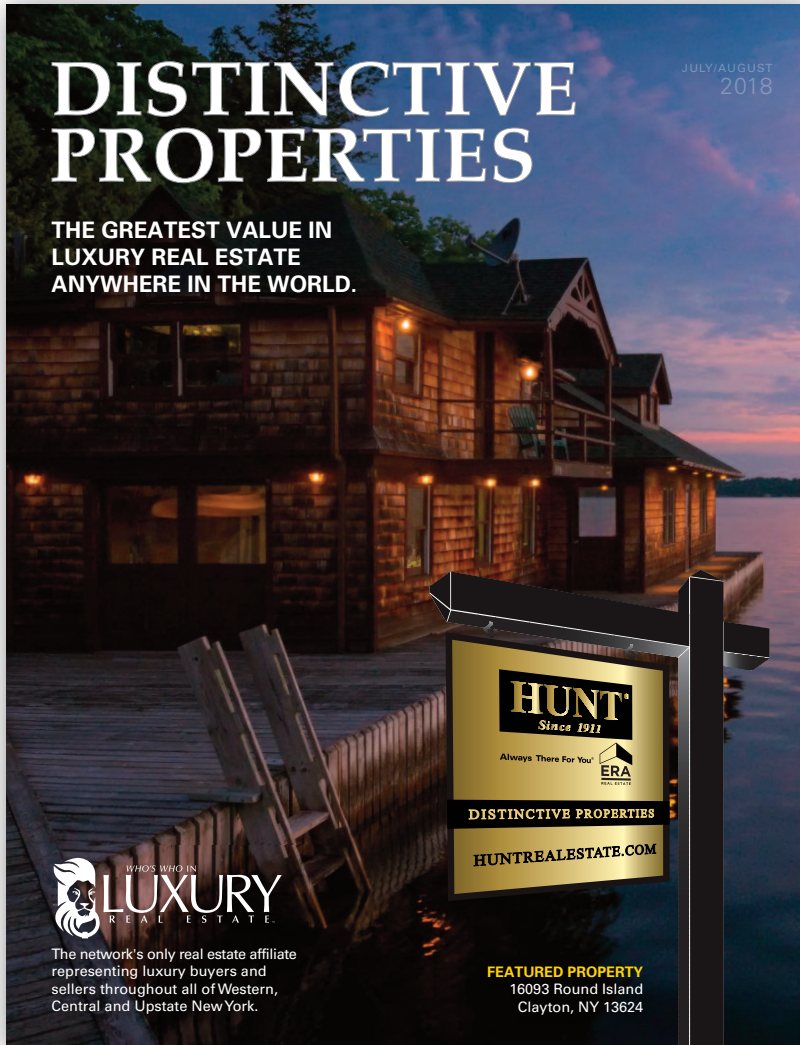
Finding the ideal home can be difficult if you don't know where to start. With our one-of-a-kind Buy Design program, we will help you every step of the way to make finding, buying and moving into your new home a smooth and enjoyable experience.



NEW CONSTRUCTION

From contemporary homes to luxury developments, we represent many exceptional new home builders and can offer you a custom property tailored specifically to your needs.





DISTINCTIVE PROPERTIES MARKETING PLAN

From exquisite lakefront homes to sprawling country estates, our expertise in the marketing of luxury properties is unmatched. Through our HUNT Distinctive Properties Program and our partnership with Who's Who in Luxury Real Estate, you receive unparalleled marketing exposure for your home.

HUNT DISTINCTIVE PROPERTIES MAGAZINE

Published bi-monthly, the HUNT Distinctive Properties Magazine showcases our entire portfolio of homes priced above \$500,000.



HUNT MOVING CONCIERGE

The HUNT Moving Concierge is your personalized online moving platform that helps you plan, organize and complete the move to your new home.

- Compare moving and storage companies
- Get quotes for auto shipping
- Find utility providers and view cost estimates
- Compare and schedule cable, internet and phone service
- Set up mail forwarding
- Update your vehicle registration and apply for a new license
- Access your week-by-week checklist personalized to your move

STRATEGIC PARTNERSHIPS

It's not just what you know, but who you know that makes a difference. That's why HUNT Real Estate partners with the following organizations, service providers and real estate networks.

ERA REAL ESTATE

With Brokers and Agents across the globe, our relationship with ERA Real Estate and the Realogy® network puts the power of a global brand behind each of our Agents and their properties.

- 2,300 ERA offices | 44 states | 31 countries
- 36,000 ERA sales associates worldwide
- HUNT is the #2 Largest Broker in the ERA Real Estate network



INDUSTRY AND LOCAL AFFILIATIONS

HUNT is the network's only real estate affiliate of Who's Who in Luxury Real Estate representing luxury buyers and sellers throughout all of Western and Upstate New York.



HUNT Relocation holds Primary Broker status with Cartus, the world's largest corporate relocation company.



HUNT is the Official Real Estate & Relocation Company of the Buffalo Bills and Buffalo Sabres. We are also proud to sponsor the Rochester Americans.



HOME WARRANTY

Our Home Warranty partner, American Home Shield, offers competitively priced, affordable home protection plans for both buyers and sellers.





PAPERLESS TRANSACTIONS

We utilize secure, cloud-based platforms to provide you with everything you need to complete your real estate transaction - allowing you to access and manage all of your real estate forms, contracts and documents from virtually anywhere.



CYBERSECURITY

Protecting your information is of the utmost importance. We employ top-of-the-line security software to ensure your data is fully secure. All of our branches are firewall protected, which provides unprecedented security against cyber threats and intrusions.

COMMUNITY OUTREACH

Getting involved is a great way to meet people and be more involved in your community. I am especially passionate about being involved in local charities that I believe in and find joy in supporting.



5% OF EVERY COMMISSION

I am proud to donate 5% of every commission to a charity of my buyer's or seller's choice.



JUDY WINSLOW

Licensed Associate Real Estate Broker

Mobile: 315.682.1950
Email: Judy.Winslow@huntrealestate.com
Web: JudyWinslowRealtor.com