

# MEET THE TEAM

MAX DUBLIN TEAM RANKED #4 IN CAMBRIDGE 2018

Source: MLS Pin

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**MAX DUBLIN | 617.230.7615 | [MAX.DUBLIN@SOTHEBYSREALTY.COM](mailto:MAX.DUBLIN@SOTHEBYSREALTY.COM)**

Max is a native of Cambridge, growing up near Fresh Pond in the heart of Huron Village. He has intimate knowledge of the city and can add both insight and a local perspective based on having spent the better part of his life in the area. He grew up going to both private and public schools in Cambridge and later returned to receive his undergraduate degree from Lesley University.

Max ventured into real estate shortly after buying his first home and becoming intrigued with the idea of being something different than your average Realtor. He quickly became an incredibly successful agent over the last ten years and a favorite for other brokers to work with. Over the last four years he sold 155 properties with a gross sales volume of over \$100M. He attributes his success not only to hard work but also taking time to connect with his clients and make sure they know he is working for them.

Before working in residential real estate, Max was an elementary school teacher with 5th & 6th grade students. As a teacher his patience and his ability have enabled him to work with a variety of personalities. Max takes the time to go through all of the transaction details from start to finish, ensuring that his clients understand everything they are agreeing to before signing anything.

Max resides in East Arlington and when he is not working, enjoys spending time with his wife and three young sons as well as playing golf and basketball.



**ELIZABETH HAYES | 508.725.4657 | [ELIZABETH.HAYES@SOTHEBYSREALTY.COM](mailto:ELIZABETH.HAYES@SOTHEBYSREALTY.COM)**

After representing homebuyers, sellers and mortgage lenders as an attorney, Elizabeth decided that her desire to help people, her passion for interior design, and her legal background were tailor-made for the dynamics of the ever-vibrant real estate market in the Cambridge and Boston area. In the past 10+ years, she has developed a deep well of knowledge that she employs to ensure her clients are as well-informed as possible about the entire real estate process and the nuances of the local market. Elizabeth works hard to merit the trust her clients and colleagues place in her and she strives to ensure that each transaction is as seamless as possible. She has a reputation for negotiating with tenacity, tact and good humor, skills she honed while serving as a Boston Assistant District Attorney. And after having renovated and decorated a number of properties, Elizabeth loves helping her clients envision how they might bring out the best in the home they are contemplating buying.

Elizabeth is a graduate of Indiana University. She also lived in Paris and Strasbourg, France and is fluent in French. She lives in Watertown with her husband, Chris and her Australian Terrier, Hank. When not thinking and dreaming about all things related to real estate, she enjoys cooking, gardening and antiques!



**THOMAS LOMENZO | 508.332.8842 | [THOMAS.LOMENZO@GIBSONSIR.COM](mailto:THOMAS.LOMENZO@GIBSONSIR.COM)**

With parents as proprietors of a boutique brokerage on Cape Cod, Thomas developed an affinity for the unpredictable and rewarding experiences of the real estate industry at a young age. Summer mornings spent cleaning rental properties and winter afternoons checking on snow-covered listings were the genesis of his interest in the field. This intimate and early introduction laid the groundwork for Thomas' understanding of exceptional professional service, marked by a personal touch.

Prior to his involvement in residential real estate, Thomas became a certified personal trainer, eventually undertaking a position as associate strength and conditioning coach at his alma mater, Boston College High School. Following his time in coaching, he procured his salesperson's license in April 2014, and balanced his professional endeavors while earning a Bachelor of Science in Business Management from the University of Massachusetts Boston. Thomas committed himself to representing buyers in Dennis and Brewster for several years, and assisted his parents with their top-producing business in the mid-Cape. To broaden his skills in the industry, he joined the Property Management team at CBRE in

downtown Boston in early 2018, managing high-end office spaces in the Financial District and Boston's Seaport. This formative experience equipped Thomas with insight into the myriad operations of successful commercial buildings, as well as the skill to balance the desires of ownership and tenants alike.

Thomas' propensity for fostering lasting relationships and providing creative solutions called him back to his roots in residential real estate. He intends to continue the standard of "exceptional service without exception" in the Cambridge area for years to come, combining his management acumen and diverse background to provide buyers with a collaborative and engaging purchase experience. Now an Arlington resident, Thomas plays competitive tennis, serves as an alumni ambassador to BC High, and enjoys jaunts to the White Mountains for hiking.



**SARAH NASTASIA | 978.413.9433 | [SARAH.NASTASIA@SOTHEBYSREALTY.COM](mailto:SARAH.NASTASIA@SOTHEBYSREALTY.COM)**

Having worked with top real estate agents for several years now, Sarah specializes in making the most complex transactions run smoothly. By drawing on her ability to organize and fluency in all phases of residential real estate transactions, she can manage the fine details associated with what is an intricate process. With a degree in architecture and several residential projects under her belt, Sarah offers a unique eye for seeing a property's potential. This skill becomes essential when assisting both sellers with the preparation for the home as well as working with buyers to help provide a vision for what spaces could become.

Raised in the Northeast Kingdom of Vermont, Sarah married her college sweetheart and moved to his hometown, where she has lived for almost 20 years. There they designed and managed the major renovation of an old family home, where they currently reside with their daughter. She is also an amateur sailor on her 16-foot Catamaran and dreams of learning to golf some day.

## REAL ESTATE SELLER TIMELINE

PREPARED BY  
MAX DUBLIN

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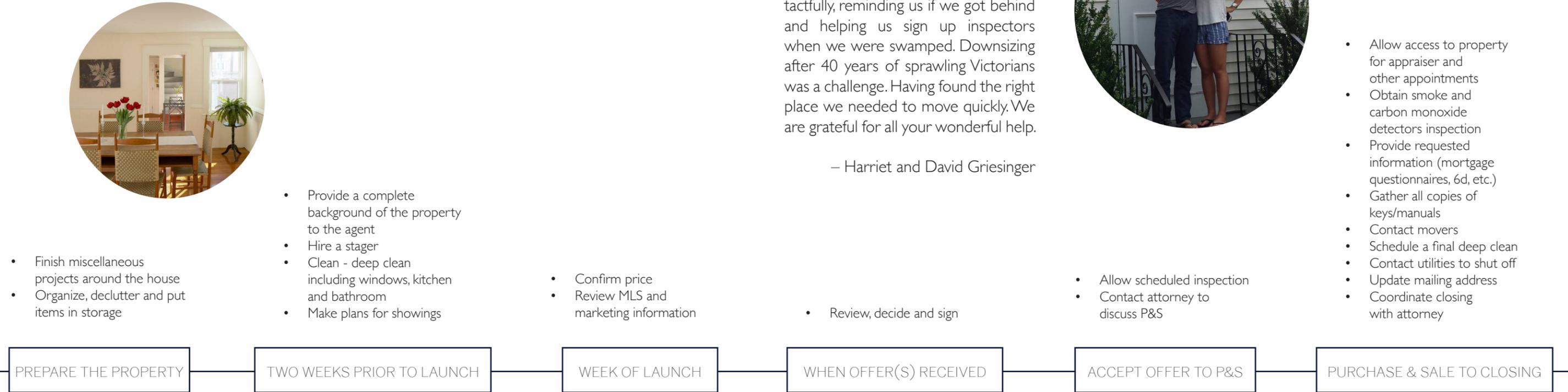


Whatever the reason is for selling your home, I can assist you with prioritizing what needs to be done with respect to getting your home ready for sale.

To get started, here is an overview of the listing process.

SELLER

AGENT



- Finish miscellaneous projects around the house
- Organize, declutter and put items in storage

- Provide a complete background of the property to the agent
- Hire a stager
- Clean - deep clean including windows, kitchen and bathroom
- Make plans for showings

- Confirm price
- Review MLS and marketing information

- Review, decide and sign

- Allow scheduled inspection
- Contact attorney to discuss P&S

- Allow access to property for appraiser and other appointments
- Obtain smoke and carbon monoxide detectors inspection
- Provide requested information (mortgage questionnaires, 6d, etc.)
- Gather all copies of keys/manuals
- Contact movers
- Schedule a final deep clean
- Contact utilities to shut off
- Update mailing address
- Coordinate closing with attorney

- Supply names and contact info for reputable contractors
- Help coordinate schedule and entry for preparations
- Provide schedule overview
- Make copies of keys

- Collect property info
- Coordinate stagers, photographers, etc.
- Develop website and marketing materials

- Research price
- Install sign and launch website (Tuesday)
- Launch in MLS and Gibson Tour (Wednesday)
- Broker open house and email blast (Thurs/Friday)
- Public open houses (Saturday and Sunday)
- Follow up with additional private showings

- Collect offers and organize them
- Discuss the Pros/Cons

- Collect deposit check provide escrow account
- Notify all parties and provide contact information (agents, attorneys, mortgage brokers, etc)
- Coordinate entry for the inspection
- Coordinate signatures for P&S

- Collect 2nd deposit check and deposit into escrow account
- Schedule/Attend appraisal
- Schedule and advise regarding smoke inspection
- Coordinate required paperwork (mortgage questionnaires, 6d, etc.)
- Coordinate final water bill
- Confirm buyer's mortgage commitment
- Coordinate walk through
- Confirm closing time/location
- Deliver paperwork and keys to closing

BUYER:

- Deliver deposit check to agent
- Schedule their inspection
- Contact their attorney
- Finalize their lender

BUYER:

- Deliver 2nd deposit check
- Submit P&S to their lender
- Research Insurance
- Provide mortgage commitment letter to agent by deadline
- Coordinate their movers
- Contact utility companies to set up
- Attend walk through

“You were really a terrific agent for us. Listening carefully, conveying messages tactfully, reminding us if we got behind and helping us sign up inspectors when we were swamped. Downsizing after 40 years of sprawling Victorians was a challenge. Having found the right place we needed to move quickly. We are grateful for all your wonderful help.

– Harriet and David Griesinger



“It was my pleasure to work with Max and Sarah on the recent sale of my family home in Cambridge. Their service and commitment were unparalleled and they worked together seamlessly. They provided just the right amount of communication which kept me informed and engaged throughout the process. Plus, they are genuinely really nice people. When I met with Max, he presented me with his sales plan. He then executed it to perfection and this was not just a case of underpromising and overdelivering. Max knows his stuff. Max is the epitome of a realtor and his sense of integrity is evidenced by his excellent reputation in the industry. He is a trusted colleague and his amazing negotiating skills are intuitive. In short, Max is a wizard. Then there's Sarah. With a flick of her magic wand, poof, everything was done. Done perfectly and on time. Sarah was responsive, courteous, reliable, respectful, and – well – magical.

– Ro Clarke