

JW

JANNA WALSH

REALTOR || CA DRE#01967904

HOME

seller

GUIDE

Janna Walsh

REAL ESTATE AGENT

corcoran

ICON PROPERTIES



hello,

I'M JANNA WALSH

YOUR LOCAL REAL ESTATE EXPERT

Let me introduce myself...I'm your dedicated team player for all your real estate needs in Humboldt. With a strong drive, efficiency, and approachability, I provide unmatched customer service to my clients. As a Humboldt native and industry-recognized top-performing Realtor since 2014, I possess the expertise needed to navigate the challenging process of buying or selling properties with ease. You can rely on my proactive communication and personalized support throughout every step of the process.

Before becoming a Realtor, I owned a business in Old Town Eureka and coached the Arcata High School Volleyball team for 12 years. As a small business owner, a working mom, and a mentor and coach for young women, I bring a level of passion and dedication to my clients that is unmatched.

In my free time, I love to explore Humboldt with my husband and fellow Realtor, Donnie, and our children, Scarlett and Lincoln.

With me as your guide, you can trust that you have an experienced, knowledgeable, and passionate Realtor by your side every step of the way.

LET'S CONNECT

 707.601.7210

 JANNA.WALSH@CORCORANICON.COM

 JANNAWALSH.CORCORANICON.COM

 @JANNA LYON WALSH, REALTOR

 @JANNAWALSHREALTOR



ABOUT

me

meet YOUR TEAM



Janna Walsh

REALTOR®

I'm lucky to have an amazing team of real estate professionals that help me everyday!



Joshua Cook

REALTOR®/MANAGING BROKER/BUSINESS PARTNER

Joshua became a licensed Realtor in 2015 and has been the Managing Broker for the Humboldt Corcoran Icon Properties since 2020. He has earned certifications with the National Association of REALTORS® as a Pricing Strategies Adviser (PSA), e-PRO®, and Military Relocation Professional (MRP).



Julie Guy

TRANSACTION COORDINATOR

Julie has been a Certified Transaction Coordinator in Humboldt County for over 10 years. She keeps us all on track using the strong relationships she's built with local escrow officers, lenders, and other real estate agents along with her knowledge of the local real estate market and strong processes.



Misty McAnear

OFFICE ADMINISTRATOR/MARKETING

Misty is the Associate Services Representative for our Humboldt County offices. With her background in social media management and virtual assisting, she's a valuable asset to our marketing team.



RECENTLY

Sold

my recently **SOLDS**



- 📍 524 K ST, BLUE LAKE
- 📅 DATE SOLD: 1/3/2024
- 📅 DAYS ON MARKET: 13

HOME HIGHLIGHTS:

- 🛏 3 BEDROOMS
- 🚿 2 BATHS
- 📏 1,668 SQFT.
- 🏠 1 CAR GARAGE
- ◆ FULLY REMODELED

SALE PRICE:
\$625,000



- 📍 1715 13TH ST, EUREKA
- 📅 DATE SOLD: 6/3/2024
- 📅 DAYS ON MARKET: 161

HOME HIGHLIGHTS:

- 🛏 3 BEDROOMS
- 🚿 2 BATHS
- 📏 1,680 SQFT.
- 🏠 2 CAR GARAGE
- ◆ PRIVATE LOCATION

SALE PRICE:
\$548,000



- 📍 899 EUREKA ST, EUREKA
- 📅 DATE SOLD: 7/8/2024
- 📅 DAYS ON MARKET: 52

HOME HIGHLIGHTS:

- 🛏 3 BEDROOMS
- 🚿 2 BATHS
- 📏 1,432 SQFT.
- 🏠 2 CAR GARAGE
- ◆ SCENIC VIEWS

SALE PRICE:
\$456,500

WHAT IS A COMPARATIVE MARKET ANALYSIS AND WHY YOU WANT ONE

A COMPARATIVE MARKET ANALYSIS (CMA) ESTIMATES A HOME'S PRICE BASED ON RECENTLY SOLD, SIMILAR PROPERTIES IN THE IMMEDIATE AREA. THE ANALYSIS CONSIDERS THE LOCATION, AGE, SIZE, CONSTRUCTION, STYLE, CONDITION, AND OTHER FACTORS FOR THE PROPERTY

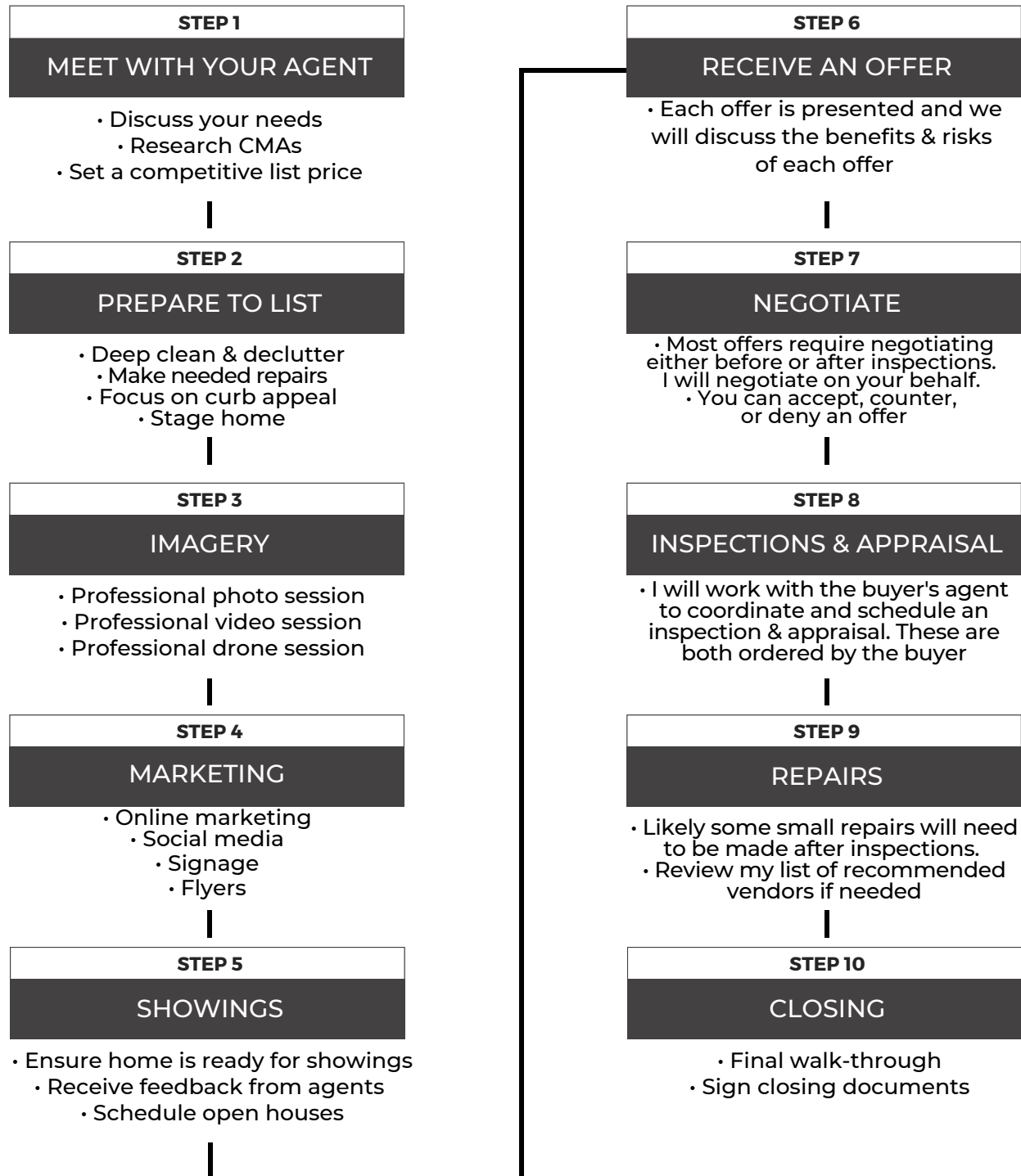
I'LL CREATE A CMA REPORT SO YOU CAN DETERMINE THE ASKING PRICE FOR YOUR HOME. THE GOAL IS TO AVOID LEAVING ANY MONEY ON THE TABLE, WHILE STILL PRICING FAIRLY, IN ORDER TO GET OPTIMIZED OFFERS AS QUICKLY AS POSSIBLE.

A modern living room with a white brick fireplace, a large arched window, and a white sofa with patterned pillows. The room features dark wood beams on the ceiling and a large indoor plant on the right. The text 'the PROCESS' is overlaid in the center.

the
PROCESS

THE HOME SELLING

Process





facto^rs



DETERMINING *factors*

FOR IF A PROPERTY WILL SELL OR WILL NOT SELL

FACTOR 1 **PRICING**

When pricing your home it is important to carefully consider top market value. Using my competitive market analysis tool, I will suggest your home's best listing price. I hope to sell your home **HIGHER** than the market average because I try to list homes at the correct price from the start.

FACTOR 2 **HOW IT SHOWS**

It is important to have your home ready for market on day one. I will help you make sure your home is ready for showings and online by:

- Completing repairs that need to be done
- Decluttering & removing personal items
- Make sure the home is clean and smells fresh
- Cleaning carpets
- Neutralizing spaces and walls

FACTOR 3 **MARKETING**

I offer **SUPERIOR MARKETING TECHNIQUES** to help get your home sold faster and for more money than the competition.

PROSPECTING

Prospecting daily for potential buyers, talking with neighbors, and our co-op agents and past clients.

MARKETING

The second you sign with me, I go to work on marketing your home! **JUST LISTED MARKETING, ONLINE MARKETING, SOCIAL MEDIA MARKETING** and **PRINT MARKETING** are all part of the success of getting your home seen by the most potential buyers, selling your home faster and for more money than the competition.

COMMUNICATION

Actively communicate with you through every step of the process. Diligently sharing feedback from showings, following up with agents after viewing the home, and calling weekly to discuss the progress from the previous week.

OUR TEAM *advantage*

ACCESS TO PROFESSIONAL STAGERS AVAILABLE FOR HIRE

- 85% of staged homes sold for 6-25% more
- Most tasks are completed during the appointment

BOOSTED ONLINE EXPOSURE

Today's market is centered on technology. Buyers are performing their searches online, so it is important that your listing is ranked high and shown in its best light. Studies have shown that online buyers, disregard homes with limited photos, low-quality photos, and minimal information. Rest assured I take the extra steps to get maximum exposure for your listing and give the online shopper a wealth of information, as well as quality photos, and video tours.

PROFESSIONAL PHOTOGRAPHY PROVIDED



BEFORE

Lisling

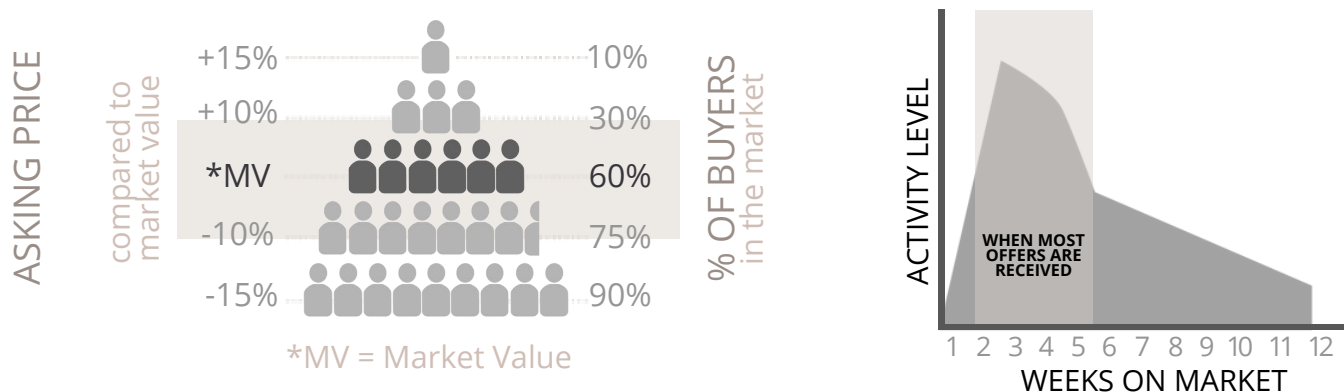
listing STRATEGY

PRICING STRATEGY

Using a strategic market analysis in your area, we will price your home correctly the first time so that it will sell quickly.

If your home is priced at fair market value, it will attract the largest number of potential buyers in the first few weeks.

If a home is overpriced it will attract the fewest number of buyers looking to purchase a home. The majority of home buyers look at a lot of homes, and they quickly get a feel for the price range that homes sell for in a given condition and location.



PROFESSIONAL STAGING

To make sure your home is shown in the best light to buyers, I can get you in touch with a professional staging consultant to ensure your home is ready to go on the market. A stager's job is to neutralize your home to appeal to the maximum number of potential buyers.

PROFESSIONAL PHOTOGRAPHY

In today's market, home buyers are searching online first. It is imperative that the photos of your home are top notch and of the best quality to catch the buyers attention and stand out from the competition. Having more eyes on your home, is the fastest way to get it sold and sell for top dollar.

AGENT MARKETING

I am part of a very large agent network. I will reach out to this network to see if your home might be a great fit for one of their buyers. This agent network is key to connecting buyers with your home as 88% of residential sales involve real estate agents.

ADVERTISING & MARKETING

I know the importance of marketing a property. My expertise is attracting hundreds of buyers per month, and increasing brand awareness.



PREPARING TO

list



preparing TO LIST

MAXIMIZE YOUR HOME'S POTENTIAL

A clean, neutral, and streamlined look helps buyers to imagine what life would be like in your home. The action points below will help them be able to do that.

1

EXTERIOR

- Wash or paint the home's exterior
- Paint the front door
- Keep the yard nicely trimmed
- Keep the lawn free of clutter
- Weed and freshly mulch garden beds
- Clean interior and exterior windows
- Apply fresh paint or stain to wooden fences

2

INTERIOR

- Remove personal items, excessive decorations & furniture
- Replace or clean carpets
- Get rid of clutter and organize and clean closets
- Apply a fresh coat of paint to walls, trim and ceilings
- Replace outdated ceiling fixtures, and clean lighting fixtures
- Minimize and clean pet areas in the home
- Be sure that all light bulbs are in working order

3

FRESHEN THE PAINT & FIXTURES

- A new coat of exterior paint helps a home's curb appeal. It isn't a low-budget item, but if you can swing it...DO IT
- If you can't paint the entire home, paint the trim. This is a relatively simple thing to do and it helps give a home that wow factor
- Update exterior light fixtures. This can quickly give a home an updated look
- Put a fresh coat of paint on the front door



STAGING YOUR *home*



the art OF STAGING

Staging a home is definitely different than designing a home. The goal of hiring a stager is having a trained eye come into your home and look at it as a buyer would. This service can provide a clean, decluttered look so that potential buyers can look at your home like a blank canvas to envision all their loved ones and belongings in the space for years to come.

staged homes spent

90%

less time on the market

staged homes increased
sale price up to

5%



BENEFITS OF STAGING

- LESS TIME ON THE MARKET
- INCREASED SALE PRICE
- HIGHLIGHTS THE BEST FEATURES OF THE HOME
- DISGUISES FLAWS OF THE HOME
- DEFINES SPACES AND REVEAL THE PURPOSE OF EACH SPACE
- DEMONSTRATES THE HOMES FULL POTENTIAL
- CREATES THE WOW FACTOR YOU WILL NEED IN PHOTOS TO MAKE YOUR HOME STAND OUT



A LASTING
image

REAL ESTATE *photography*



A PICTURE SAYS A THOUSAND WORDS

A listing's photos are often the first and sometimes only opportunity to attract a potential buyer. Most buyers are finding their homes online and photos are the first impression of your home. Pictures are the key to getting a home noticed, showings scheduled, and therefore sold. As your agent, I will ensure that your listing will be shown in its best light. Many times a buyer has already decided if they are interested in your home just from the pictures online, without ever stepping foot inside your home.

INTERESTING FACTS:

quality photos enjoy
118%
more online views

professionally shot listings
can sell for up to
19K MORE

potential buyers look at
professionally shot photos
10 TIMES
longer than non professional photos

professional VIDEOGRAPHY

VIDEO IS THE NUMBER ONE FORM OF MEDIA FOR ENGAGEMENT



Real estate listings with video receive **403%** more inquiries

Videos attract **300%** more traffic for nurturing leads.

70% of homebuyers watch video house tours

Video gives a prospective buyer a true feeling of moving through a home, and is far more descriptive of a space than still images can ever hope to be.



aerial PHOTOGRAPHY

If we feel it will be beneficial, using aerial photography in real estate can show buyers a much more accurate depiction of what the property is actually like.

benefits

OF HAVING AERIAL PHOTOS:

- ✔ Provides views of the entire property & land
- ✔ The condition of the roof and other property features
- ✔ The neighborhood and surrounding area, including the home's proximity to schools & amenities
- ✔ Developments or local districts that are supported by the buyer's property taxes

virtual TOURS

A virtual tour is a sequence of panoramic images that are 'stitched' together to create a 'virtual' experience of a location.

Once created, the viewer is able to experience what it is like to be somewhere they are actually not

THE BENEFITS



Utilizing cutting-edge technological solutions, we can narrow in on the most serious buyers. By using virtual tours we can give buyers a good look at your home without disturbing you. Leaving only the more serious buyers to schedule a showing.



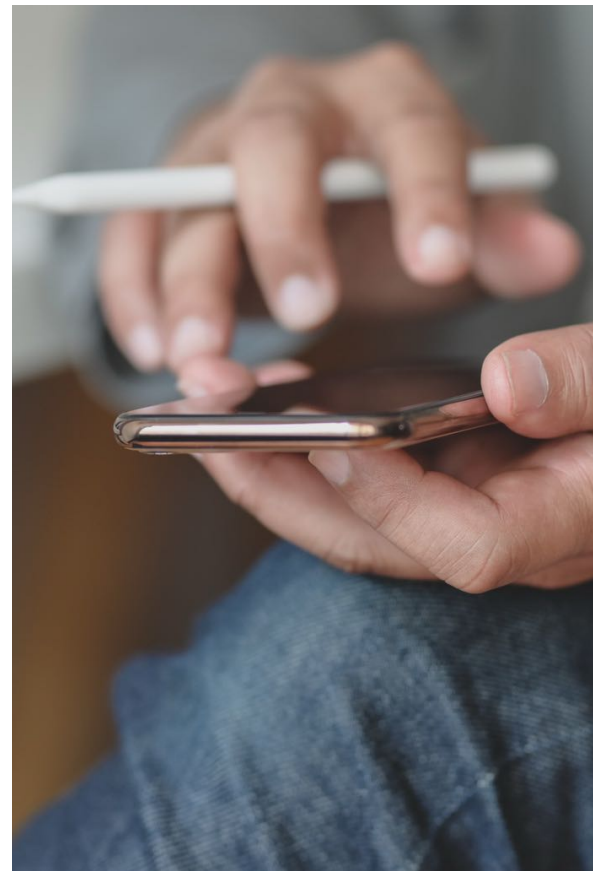
They are interactive by design, which means users spend more time exploring than they would look at photos. The more invested in the interaction potential buyers feel, the more likely to take the next step in their purchase journey.



Potential homebuyers don't like to wait and they want all the information now. Never missing another opportunity. A virtual tour allows your home to be on display around the clock.



Exposes your home to a wider audience. Your home can be toured from clear across the country at any time.



Property BROCHURES



Property brochures are a memorable marketing piece for buyers to bring home with them after a showing. These brochure outline every detail of your home seen and unseen. We love using these to show all the unique details, photos, neighborhood specs, schools, upgrades and features your home has to offer.

SOLD ON KEEPING YOU

safe





WE'VE GOT YOU *covered*

A secure lockbox will be used

This allows real estate agents access to show buyers your home securely. The lockbox holds the keys to the home and is typically found at the front guarded by a security lock that only licensed agents have access to.

Stow away valuables

Before showings make sure that all valuables are put away and out of sight. This includes even mail left out (which may contain personal information and bank statements). Items of value such as jewelry, artwork, cellphones, and gaming systems should also be out of site. It's a good idea to walk through your house before showings and make sure everything of value is out of sight.

Don't allow anyone in without an appointment

Now that your home is online many know that it is for sale. For your safety, NEVER let a stranger into your home. While it is likely that it is just someone that saw the sign in your yard and is interested in getting a quick look, you just never know. Ask them politely to call your agent who handles all showings.

Remove Prescription Drugs & Medication

Clean out your medicine cabinets and any other place you may store medications and hide them away. There have been more and more stories of people intentionally going to home showings to take medications freely.

Put Away Bills & Other Mail Pieces

With identity theft on the rise it is important to put away all mail pieces with your information on them. If this information ends up in the wrong persons hands, it can easily lead to identity theft.

Be extra vigilant on keeping doors locked

Often times a home for sale means home owners are not at home. So be sure to always keep your doors and windows locked.

Keeping your home safe

Once your listing goes live, we provide all the necessary shoe covers, hand sanitizer, protective gear, and friendly reminder signs for all of your showings.



Listing
YOUR HOME

A top-down view of a desk with a laptop, a notebook, a pen, and a pair of glasses. A dark grey banner with the word 'MARKETING' in white and 'Plan' in yellow script is overlaid on the image.

MARKETING *Plan*

NETWORKING

A large percentage of real estate transactions happen with co-operating agents. I will expose your listing to this market through our local MLS.

SIGNAGE

A sign will be placed in your yard as well as pointers and open house signs before an open house. These will be placed at the most opportune times to gain the most exposure.

SUPERIOR ONLINE EXPOSURE

Buyers in today's market first start their search online. We will meet your potential buyer where they are...online! Not only will your home be featured in the local MLS, it will also be featured on the major 3rd party real estate sites, and syndicated to literally hundreds of other listing sites. Your home will be featured on our company website, and social media.

EMAIL MARKETING

I can send an email to our current buyer database of thousands of buyers searching for properties on our website. A new listing email alert will go out to my agent network of thousands of agents in the area.

PROPERTY FLYERS

Highly informative and creative property flyers will be displayed inside your home. These help potential buyers remember the key items and unique features of your home.

LOCKBOXES

Lockboxes are essential for the safety of all. They allow an agent to show your house whenever he or she needs to, rather than relying on you the owner for a key. Owners are also expected to vacate the property for showings. Having a lockbox makes this process much easier for all involved.

SHOWINGS

When we list your home, we will offer the opportunity to have local agents show it to their buyers. To be sure we have timely feedback, I will follow up with those agents requesting their feedback within 24 hours.

OPEN HOUSES

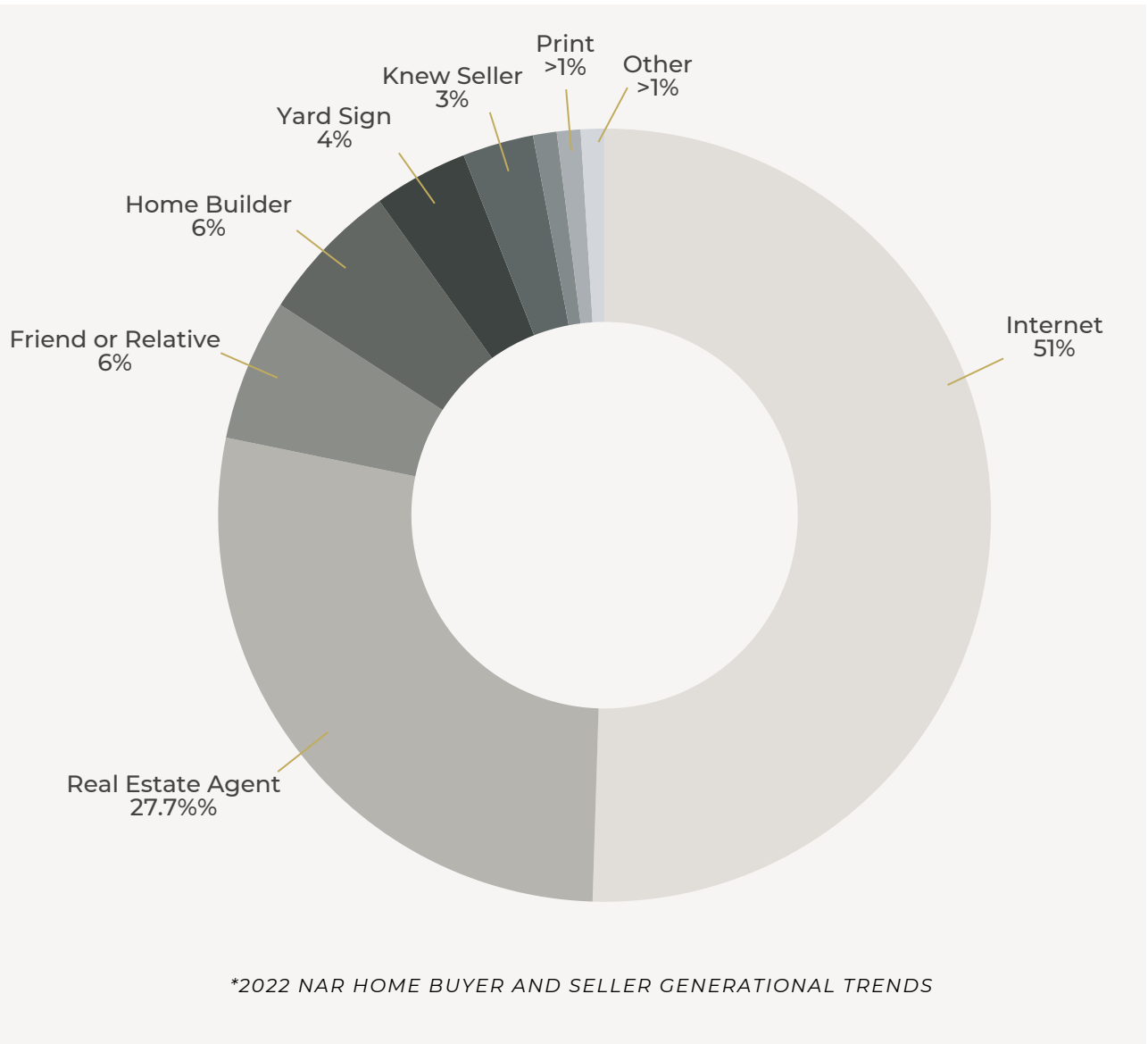
After reviewing many surveys, we have discovered the perfect formula for what day is best to list a home and the perfect day for an open house.

SOCIAL MEDIA MARKETING

We practice regular social media marketing on today's top social sites which include and are not limited to: Facebook, Instagram and TikTok.

WHERE DO BUYERS

find their home



Maximum EXPOSURE

Get Featured

I will feature your home on the top home search sites, and on social media and syndicate it to over 25+ other sites.

Homes that receive the top 10% of page views sell an average of 30 days faster!





after

LISTING YOUR HOME



home SHOWINGS

FLEXIBLE

Be as flexible and accommodating to the buyers schedule as possible. We want to avoid having missed opportunities if at all possible.

INFORMED

Make sure everyone in the home is informed when showings are to happen so they can keep their spaces clean.

DAILY CLEANING

Keep up with daily messes. Wipe down kitchen and bathroom counters before leaving for the day.

ODORS

Avoid strong-smelling foods: Keep your meal prep as neutral and simple as possible.

FURRY FRIENDS

Keep pet areas clean. Clean up after your pets immediately and wash their bedding regularly. Hide pet food or litter. Not everyone is a pet person and it may hinder a potential buyers ability to picture themselves living in your home.

NATURAL LIGHT

Open blinds and curtains and let in as much natural light as possible. Leave lights on before you leave for a showing.

TRASH

Empty trash cans to avoid any odors. Try to empty trash cans nightly so that the home is fresh when you leave for the day.

TEMPERATURE

Keep the room temperature comfortable. This demonstrates to buyers that the HVAC is working properly.

PERSONALS

Make sure you place all valuables and prescriptions out of sight and in a safe place.

VACATE

Having a seller present can make buyers feel awkward. We want to make the buyers feel at home and stay awhile.

OFFERS

Price is just one of many considerations when deciding which offer is best for your home. Here are some of the other factors that matter.

CONTINGENCIES

The fewer contingencies on an offer the better. Shorter time periods are also valuable.

ALL CASH BUYER

A cash offer is usually more appealing than a finance offer as the seller doesn't need to worry about the bank approving the loan.

PRE-APPROVAL

Assures home sellers that the buyer can get the loan they need.

LOAN TYPE

A conventional loan is often the least complicated. This is an appealing choice for sellers. An FHA loan can cause delays because they require certain repairs and approvals.

CLOSING TIMELINE

You might need to close quickly to move on to the next adventure, or you might need to extend the closing to allow time for the next home to be ready. Choosing the offer with the closing time that fits your needs will be most attractive to you.

CLOSING COSTS

Sometimes an offer comes in high, but the buyer asks you to pay a percentage of the buyer's closing costs.

BUYER LETTER

If you care about the future of your home, a buyer letter could assure you that you're selling to someone who will love the home and your neighbors as much as you did.

REPAIR REQUESTS

If the home needs some repairs, but you don't have the time or money to do them, a buyer who is willing to do them for you might be what you need.

OFFER PRICE

Of course, price matters too! If a high offer will cost you more in closing costs, repairs, or other factors—then it probably won't be the better offer.

NEGOTIATIONS



after an offer is submitted:

WE CAN:

- Accept the offer
- Decline the offer

If the offer isn't close enough to your expectation and there is no need to further negotiate.

•Counter-offer

A counter-offer is when you offer different terms to the buyer.

THE BUYER CAN THEN:

- Accept the counter-offer
- Decline the counter-offer
- Counter the offer

You can negotiate back and forth as many times as needed until you can reach an agreement or someone chooses to walk away.

OFFER IS ACCEPTED:

You will sign the purchase agreement and you are now officially under contract! This period of time is called the contingency period.

Now inspections, appraisals, or anything else built into your purchase agreement will take place.



contract
TO CLOSING

INSPECTIONS

WHAT IS INCLUDED

Roof & Components
Exterior & Siding
Basement
Foundation
Crawlspace
Structure
Heating & Cooling
Plumbing
Electrical
Attic & Insulation
Doors
Windows & Lighting
Appliances (limited)
Attached Garages
Garage Doors
Grading & Drainage
Sewer Lateral
All Stairs



FAQ

INSPECTION TIME FRAME
TYPICALLY UP TO 17 DAYS AFTER SIGNING THE CONTRACT. NEGOTIATIONS USUALLY HAPPEN AFTER THE END OF THAT TIME.

COSTS
NO COST TO THE SELLER. THE BUYER WILL CHOOSE AND PURCHASE THE INSPECTION PERFORMED BY THE INSPECTOR OF THEIR CHOICE.

POSSIBLE OUTCOMES
INSPECTIONS AND POTENTIAL REPAIRS ARE USUALLY ONE OF THE TOP REASONS A SALE DOES NOT CLOSE.

COMMON PROBLEMS COULD BE
FOUNDATION, ELECTRICAL, PLUMBING, PESTS, STRUCTURAL, MOLD, OR RADON

UPON COMPLETION:

BUYER CAN ACCEPT AS IS

BUYER CAN OFFER TO RENEGOTIATE

BUYER CAN CANCEL CONTRACT

HOME INSPECTORS

FULL CIRCLE PROPERTY SERVICES
707.672.4273
360degreepropertyservices.com

COMPASS INSPECTION SERVICES
707.499.6381
compassinspection.services

TINKERWELL INDUSTRIES: HOME INSPECTIONS
707.797.0773
tinkerwellindustries.online

PEST INSPECTORS

STRICKLAND TERMITE CONTROL
707.443.3831

DAVCO
707.443.9642

HOME NETWORK PEST CONTROL
707.442.2071

ROOF INSPECTORS

MOORE'S ROOFING
707.444.3432

A&I ROOFING
707.826.2653

T&T ROOFING
707.444.9061

CHIMNEY INSPECTORS

NORTHCOAST CHIMNEY SWEEP
707.839.3993

THE STOVE DOCTOR
707.601.8369

SEPTIC INSPECTORS

STEVE'S SEPTIC
707.839.2270

WYCKOFF'S PLUMBING
707.725.4475



home APPRAISAL



If the buyer is seeking a loan to purchase your home they will need to have an appraisal performed by the bank to verify the home is worth the loan amount. As a seller we want the property to appraise for at least the sale amount or more. It is very difficult to successfully contest your appraisal. An experienced agent demonstrates certain strategies to reveal the value of the home prior to the appraisal.

APPRAISAL COMES IN AT OR ABOVE SALE PRICE

You are in the clear, and closing can be begin!

APPRAISAL COMES IN BELOW SALE PRICE

- Renegotiate the sale price with the buyer
- Renegotiate with the buyer to cover the difference
 - Cancel and re-list
- Consider an alternative all-cash offer

closing THE SALE

WHAT TO EXPECT

Closing is when funds and documents are transferred in order to transfer ownership of the property to the buyer. The escrow officer will look over the contract and find out what payments are owed by who, prepare documents for closing, perform the closing, make sure all payoffs are completed, the buyer's title is recorded, and that you receive payoffs that are due to you.



YOUR COSTS

Seller commonly pays:

- Mortgage balance & penalties if applicable
- Any claims against your property
- Unpaid assessments on your property
- Real estate agents, for payment of commission
- Title insurance policy
- Home warranty

WHAT TO BRING

Sellers need to bring to closing:

- A government picture ID
- House keys
- Garage door openers
- Mailbox and any other spare keys

AFTER CLOSING

Keep copies of the following for taxes:

- Copies of all closing documents
- All home improvement receipts

FINAL *steps*



FINAL STEPS FOR SELLERS

✓ CANCEL POLICIES

Once title transfer has occurred contact your insurance agent to cancel your policy so you can receive a refund of any prepaid premiums.

✓ CLOSE ACCOUNTS

Cancel utilities and close those accounts. Keep a list of phone numbers for each of your utility and entertainment companies.

✓ CHANGE ADDRESS

Let everyone know your new address. Submit a change-of-address form to the post office.

✓ TURN EVERYTHING OFF

Turn off valves to the sinks, toilets, appliances, and water heater. Turn off all light switches and fans. Lastly, call the electric company.

✓ DOCUMENTS

Secure all closing documents as well as the contract and closing documents. Keep them in a safe place.

✓ GATHER HOME PAPERWORK

Put together a packet of manuals, receipts, and any warranties as well.

✓ CLEAR OUT PERSONALS

Move out your personal belongings completely. Check all drawers, cabinets, and closets.

✓ CLEAN

Ensure that your home is completely clean upon leaving the home. Clean the cabinets, refrigerators, and other appliances inside and out. Thoroughly clean out the garage. Schedule trash pick up prior to the day of closing. Leave your home the way you would like to find it if you were the buyer.

✓ INCIDENTALS

Leave all house keys, remotes, gate keys, pool keys, and mailbox keys in a drawer in the kitchen.

✓ FLOORS

Vacuum and sweep floors one more time

✓ LOCK UP

Ensure all blinds are closed, and lock the windows and doors.





CLIENT
testimonials

reviews



"Janna went above and beyond to help our family buy our first home. She went to bat for us when things were challenging and celebrated with us in our success. We were so lucky to work with Janna and highly recommend her to anyone looking to purchase property in the Humboldt area. Thanks so much Janna!"

- Isaac, Buyer

"In the last 7 years, Janna and I have completed a total of 5 transactions together and she's taught me so much in that time and through those experiences!! And also introduced me to so many of my resources when it comes to real estate. She's your realtor, resource and confident for life. She's the one you can trust and you know she has you. And your friends and your family and anyone you send her way! That's what you get with Janna and so much more! She's responsive, looks out for your best interest, helps guide you through the entire process and has the patience of a saint when anything along the way stresses you. She understands. And she KNOWS the business!! That's so important! I can't say enough thank you's to them all. So if you just need a realtor call anyone I suppose, if you need more than a realtor you call Janna!"

- Melissa, Seller and Buyer

"Wonderful agent to work with. Very knowledgeable and professional. I would recommend Janna Walsh to anyone in need of help finding or selling a home. You won't be disappointed you called her !!!!!"

- Josoap, Seller

"Janna was INCREDIBLE! She was so supportive of us in the house buying process. As young first time home buyers, we had a lot of questions, and she was always quick to respond to texts. As a night shift worker, it was helpful to have someone who would answer even at 10 pm. I highly recommend using her!"

- Jacqueline, Buyer

Working with Janna was such a wonderful experience from beginning to end. She is extremely professional and went above and beyond to provide instruction and insight throughout my home buying experience. She brings so much knowledge to the table and helped ensure my offer was the strongest. Not only was she efficient but also worked extremely fast on a stringent deadline. I would work with her again without hesitation!!

10/10- highly recommend!!

- Nicole, Buyer

WHAT TO EXPECT

HONESTY & TRANSPARENCY

INTEGRITY

RESPECT

TIMELY & REACHABLE

ACTING IN YOUR BEST INTEREST



A modern interior scene featuring a staircase with a dark metal railing on the left, a dining table with grey upholstered chairs in the foreground, and a kitchen area with white cabinets and dark wood accents in the background. The lighting is soft and natural, creating a clean and sophisticated atmosphere.

HOMIE

Seller

GUIDE

Janna Walsh

REAL ESTATE AGENT

JW
JANNA WALSH
REALTOR || CA DRE#01967904

corcoran

ICON PROPERTIES