

“When you’re ready to sell...go with John Totin. He has the formula for putting buyers and sellers together.”

The Totin Group’s founder leveraged his experience in the lending industry to thoroughly screen prospective buyers and quickly generate multiple qualified offers.

Susan Harris and Thomas Rivera needed a fresh perspective. Their house had been on the market for nearly a year without attracting a serious buyer, so they decided it was time to switch things up.

“We interviewed two new real estate agents,” said Susan. “The woman was extremely outgoing, and very bubbly—what I would think of as a typical salesperson. She was very focused on re-staging the house to make it show better. I really liked her a lot.”

The other agent was John Totin of The Totin Group. “My husband is a good judge of people. Thomas told me after a long interview with John, ‘This is your man. You’re foolish if you go with anyone else. I can tell in five minutes the man knows what he’s talking about. **John Totin knows how to sell houses.**”



Susan Harris and Thomas Rivera

How Susan and Thomas ranked John Totin of The Totin Group

(out of 5 stars)

- ★★★★★ Industry Knowledge
- ★★★★★ Professionalism
- ★★★★★ Speed & Efficiency
- ★★★★★ Overall Experience

The couple hired John Totin...and as it turned out, Thomas was right on the money. Just weeks after hiring John, their listing quickly attracted multiple qualified offers, and their home was under contract. What’s more, the whole process was worry-free. “A doctor bought our house,” said Susan. “She was pre-qualified, there were no problems, no bumps along the way.”

“John is a former mortgage broker and that made a big difference,” Susan explained. “**He’s a numbers guy, and he knows the questions to ask, so the buyers John brought us were very targeted. They were all pre-qualified, and**

all of them seemed to be very interested in our specific kind of house. He didn’t waste our time with people who couldn’t get a loan.”

Susan continued, “And if this buyer had fallen through, I felt like John would always have someone else in the wings thanks to all the marketing he does to attract buyers. I always felt there was nothing to worry about. I didn’t have another concern after that...**it was all handled quickly, professionally, and totally worry-free.**”

Susan said, “I thought I needed someone ‘salesy’ with an explosive personality, but John was quiet and polite, and very focused on the numbers. A strong presence. **When you’re ready to sell, you’ve got to go with John Totin. He has the formula for putting buyers and sellers together.**”



John Totin, Real Estate Consultant

Phone: (210) 872-8888

Email: john@thetotingroup.com

Serving North San Antonio, Texas since 2008

**THE
TOTIN
GROUP**
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