

MEET TEAM PEPINE



BETSY PEPINE

Broker-Owner, MBA
OFFICE: 352-226-8474
BETSY@PEPINEREALTY.COM
4041 NW 37TH PL, STE. B
GAINESVILLE, FL 32606



FACEBOOK.COM/PEPINEREALTY



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PEPINE REALTY

Listing Agents



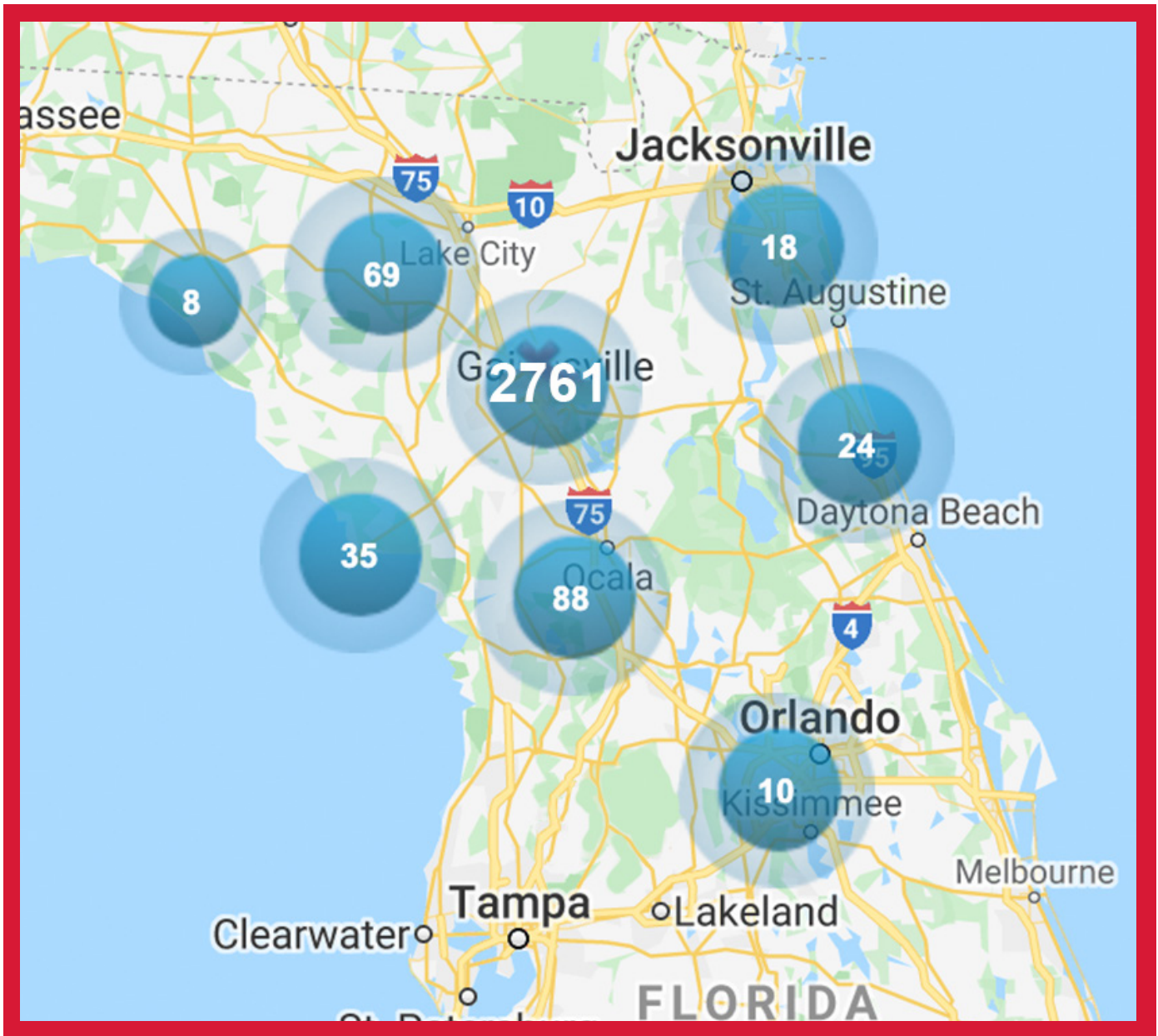
Buyer's Agents



CORE VALUES: Integrity, Accountability, Growth, Family, Balance, Excellence, Impact & Fun

OUR MISSION: To improve and empower the lives of others;
One person, one family, one business, one community at a time.

PEPINE REALTY SELLS GAINESVILLE



NORTH FLORIDA SALES
2009-2020

POPULAR GAINESVILLE NEIGHBORHOODS

1. Oakmont

Oakmont is Gainesville's newest master planned community. This Southwest neighborhood features up to one-acre of custom estate lots and state-of-the-art amenities in 556 acres. Oakmont offers residents an impressive Resident Club including a fitness center and grand gathering room. Tennis courts, an amphitheater, a basketball court, a resort style swimming pool with lap lanes and a multi-purpose activity field are also offered. Builders include Arthur Rutenberg, Barry Bullard, Jeffrey M. Wilde, Tommy Waters, Tommy Williams and ICI Homes. This neighborhood is located near SW 24th Avenue and I-75.

2. Haile

Located in Southwest Gainesville, Haile is a short drive to any major Gainesville destination. The Haile area is one of North Florida's Premiere neighborhoods with 2,600 custom homes developed on over 1,700 acres. This award-winning neighborhood provides comfortable living in a luxury community. It is a diversely-used community with a wide variety of housing options that ranges from apartments to million dollar homes. The Haile Village Center has a variety of luxury shops, restaurants and professional services. Haile is centered around the eighteen-hole Gary Player golf course and the Haile Golf and Country Club. It features a restaurant, a pro-shop, tennis courts and a heated pool. There are planned walking and biking trails located throughout, as well as five playgrounds and pool pavilions.

3. Duckpond

Take a walk through the Duckpond neighborhood and revisit the period of time when Gainesville was originally developed. This Northeast Historic District was developed in 1870 and is now comprised of eight smaller subdivisions with 290 historic buildings. This community was originally designed and developed in a grid pattern with narrow roads for horses and carriages. Though the roads are now paved, the same layout still exists, which encourages neighborhood strolls and adds an old-timely community feel. Most houses in this district are registered with Historic Gainesville Inc. and contain a plaque so that each house is easily identifiable by its name.

POPULAR GAINESVILLE NEIGHBORHOODS

4. Town of Tioga

Town of Tioga offers the genuine “southern living” lifestyle. Their “Community Refined” promise highlights the quality luxury living that they provide for their residents. The sidewalks and front porches were carefully constructed to create a homey, friendly and southern neighborhood feeling. Amenities include a community pool, tennis courts, basketball courts, community gardens, a town square, a meeting hall and The Town of Tioga Center. The town center features a collection of unique shops and restaurants, a fitness center (Gainesville Health and Fitness) and several other convenient services available to residents.

5. Weschester

Located in the highly desired Northwest area of Gainesville is the beautiful Weschester community. Weschester features a community pool, lighted sidewalks and carefully planned ponds positioned throughout the community. Residents of Weschester love the surrounding nature and enjoy the convenient drive to the University of Florida and Shands. The two main builders of the community are Robin Shore Inc. and New Atlantic Builders. Weschester is known for being energy efficient at an affordable price.

6. Turnberry

Turnberry Lake is a luxury resident community located in Northwest Gainesville off of NW 143rd St. G.W. Robinson developed this community with approximately 140 home sites. Turnberry is known for being a family-friendly and energy efficient neighborhood. Homes surround the 10-acre lake that is active with fish and the residents are encouraged to enjoy fishing in their back yard! The desirable amenities within this neighborhood are a community pool, pavilion and playground. This community is adjacent to Jonesville Park.

7. Longleaf

Longleaf is a master planned community located in Southwest Gainesville. Longleaf has been one of the top selling Gainesville communities for the past five years. This community offers 550 custom-built homes at reasonable price ranges. Tommy Williams Homes and Robinshore Homes are the two builders within Longleaf. The homes reflect comfort, family enjoyment and energy efficiency. Residents have access to Longleaf’s beautiful clubhouse facility featuring a community pool, a spray fountain, a 24/7 fitness center, tennis courts, a basketball court and a playground. The HOA includes front and side yard maintenance.

STEPS IN THE HOME BUYING PROCESS



1 Pre-Qualification

- Talk to a Lender
- Determine Purchasing Power
- Pre-Qual Letter



2 House Hunting

- Look Outline
- Visit Properties
- Attend Open Houses
- Narrow Search



3 Make An Offer

- Negotiation



4 Under Contract

- Earnest Money Deposit



5 Inspections

- Request Repairs
- Or Request As-Is



6 Appraisal



7 Loan Approval



8 Insurance



9 Walk Through



10 Closing

- Sign Documents
- Collect Keys



11 Move In

BEST OF GAINESVILLE DINING



Kid-Approved



Vegan Options

Pizza

Big Lou's NY Style Pizzeria (Downtown)
Leonardo's Pizza of Millhopper
Satchels (Eastside)

Italian

Amelia's (Downtown)
Manuel's Vintage Room (Main St)
Pomodoro Cafe (NW 39th Ave)

Haile Restaurants

Farmer's Market (Market Square, Saturdays
8:30a.m.-12p.m.)
Haile Village Bistro (The Village of Haile)
I Love NY Pizza (Market Square)
Limerock Road (The Village of Haile)
Loosey's Downtown (Market Square)
That Bar and Table (Market Square)
Volcanic Sushi & Sake (The Village of Haile)

Asian

Bangkok Square (Archer Rd)
Chopstix (NW & 13th)
Dragonfly (Downtown)
Mr. Han's Restaurant (off of Newberry)

Seafood

Cedar River Seafood (43rd Street)
Harry's Seafood Bar & Grille (Downtown)
Blue Gill (13th St)

Breakfast and Brunch

43rd Street Deli (43rd St and 25th Pl)
Afternoon (NW 10th Ave)
East End Eatery (8th Ave)
Flying Biscuit Cafe (16th Blvd)
Maple Street Biscuit Company (Archer Rd)
Metro Diner (34th St)
O.A.K. (Original American Kitchen) (Downtown)
Peach Valley Cafe (34th St)
The Top - Sunday Brunch (Downtown)

Steak

Embers Wood Grill (SW 34th St)
Mark's Prime Steakhouse (Downtown)
Shula's Steakhouse (SW 34th St)

Tioga Restaurants

Blue Highway Pizzeria
Cilantro Tacos
Farmer's Market (Monday Afternoons)

Mexican

Blue Agave (NW 25th Pl)
Cilantro Tacos (SW 1st Rd)
Cintron (Thornebrook Village)
La Cocina de Abuela (NW 23rd Ave)

Quirky and Fun

Emiliano's Cafe (Downtown)
Mildred's Big City Food (W University Ave)
Paramount Grill (Downtown)
Reggae Shack Cafe (W University Ave)
Public & General (NE 16th Ave)
The Fat Tuscan (Just off Main)
The Ivy House (Williston)
The Top (Downtown)

INSTA-OFFER PROGRAM

Don't worry about when your house will sell or concern yourself with showings, repairs or the thought that your house won't appraise!

Get an instant offer on your home and alleviate all the stress of selling your house!

Criteria for Insta-Offer Program:



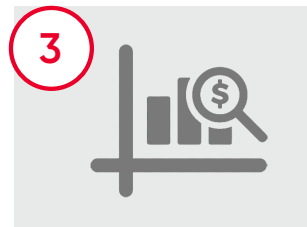
Home Location

- Alachua County
- Marion County
- St. John's County



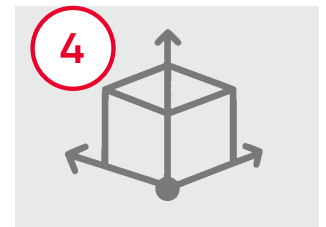
Type of Home

- Single Family (attached or detached)
- Multi-family



Market Value

- \$100-\$350K



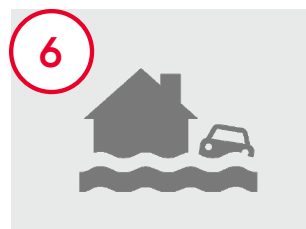
Acreage

- 1 acre or less



Condition

- It must be in good condition



No Sinkholes



Taxes and Mortgage

- Seller must be current on property taxes and mortgage

TOWNS OUTSIDE OF GAINESVILLE

1. Alachua

Alachua has blossomed in recent years. It continues to expand by advancing in the areas of manufacturing, technology, and sports tourism. Progress Park, just east of town, has over one thousand employees who work mainly in the areas of technology and biotechnology. The quaint downtown area of Alachua offers dining, shopping and a view of some of the city's historic buildings. Alachua is a utilized site for many fun and family-friendly events throughout the year, such as their famous Fourth of July fireworks show at the Hal Brady Recreation Complex.

2. Archer

Archer is a small town with rich history. It has a small town feel and the streets are filled with memories of the old railroad town it once was. Archer still contains numerous historic homes, which date back earlier than 1890. This town proudly shares its history in the Archer Railroad Museum and within the multiple stores on main street. Archer's population is now around 1,000 people. Residents of Archer and Southwest Alachua County can receive a great education at Santa Fe College. To show the community love, Alachua hosts multiple festivals, such as the annual Yulee Railroad Days.

3. Hawthorne

Hawthorne is an old Florida community that has retained its small town charm. The town was built around a grist mill and was bolstered by the introduction of the railroad, which still runs through the town to this day. The Hawthorne area draws in those who love Florida's adventure-friendly spaces. Much of the surrounding area is wooded and the countryside is pocketed with endless lakes and ponds. The Gainesville-Hawthorne State Biking Trail stretches 16 miles between the two cities.

4. High Springs

High Springs is a small town, but is also a big eco-tourism destination. High Springs is internationally known for scuba and cave diving. Local springs, rivers and state parks draw in enthusiasts who enjoy activities such as swimming, kayaking, paddle-boarding, camping, horseback riding and more. Some of High Springs's most favorable destinations include Ginnie Springs, Blue Springs, Poe Springs, Santa Fe River, Ichetucknee River and O'Leno State Park. Over 5,000 residents call the town home and enjoy the city year round. Downtown High Springs offers shopping for antiques and art, various dining options and frequently, live music from local bands.

TOWNS OUTSIDE OF GAINESVILLE

5. McIntosh

Approximately 20 miles south of Gainesville is the small Victorian town of McIntosh. Not much has changed in McIntosh's layout since the 1930's; this Historic District is largely unaltered and still remains an accurate representation of an important period in the history of Florida. The McIntosh Historic District has 68 sites listed on the National Register of Historic Places and has many committees within the town that ignite the pride and involvement of its locals, such as the Historic Preservation Committee and Tree Preservation Committee.

6. Micanopy

Micanopy was recently made famous by The Huffington Post, which voted it as one of "the cutest towns in America." Micanopy is a small town of about 600 people and includes small cafes, beautiful nature attractions and precious antique stores. The shops line Chokolka Boulevard, which is the main street downtown. Micanopy is also home to Lake Wauburg, owned by University of Florida, and Payne's Prairie Preserve State Park. Every autumn, this small town celebrates the season by hosting an annual fall festival. Micanopy is a great destination to spend a full day of shopping for antiques, admiring historic views and relaxing under granddaddy oak trees.

7. Newberry

Newberry is a popular town just west of Gainesville that draws in those who want a taste of the country life. Newberry has locally-owned dining and shopping options, as well as a small historic downtown area. Newberry has recently built a new sports tourism destination, the Easton Newberry Archery Center, which is a public Olympic training facility. The town also hosts annual events such as the Watermelon Festival and the Newberry Christmas Parade.

8. Waldo

Waldo, a calm and quiet town, is home to 1,000 people. It is one of the oldest towns in Alachua County. Every weekend, locals flock to the Waldo Flea Market for fresh produce, plants and booths packed with curiosities and antiques. Next door is Waldo's Antique Village, which is open during the week as well.

HELPFUL COMMUNITY PHONE NUMBERS

Animal Services.....	352-264-6870
Boys & Girls Club	352-373-6639
Bus Services (Regional Transit Services: RTS)	352-334-2600
Children and Families	352-372-8000
Helpline	800-962-2873
Chamber of Commerce.....	352-334-7100
City Commission.....	352-334-5015
Clay Electric.....	352-372-8543
Corner Drug Store.....	352-334-3800
Cox Cable Communications.....	866-961-0027
Dish Network.....	1-855-201-7140
DMV	352-374-5236
Garbage Collection	
City	352-377-0800
County.....	352-374-5213
Gainesville Regional Airport	352-373-0249
Gainesville Regional Utilities	352-334-3434
Girl's Place.....	352-373-4475
Housing Authority	352-872-5500
Keep Alachua County Beautiful (KACB).....	352-359-5037
Parking Permits	352-334-5024
Parks and Recreation	352-334-5067
Pepine Realty	352-226-8474
Police Department	
Crime Prevention.....	352-393-7750
Dispatch (non-emergency, noise complaints).....	352-955-1818
Emergency	911
Front Desk	352-393-7600
Poison Control.....	800-222-1222
Public Works	352-374-5245
School Board (Kirby-Smith Center).....	352-955-7300
Sidewalks	352-334-5070
Sheriff's Office.....	352-367-4000
State Attorney.....	352-374-3670
Street Lights	
With a power source	352-334-3600 ext.6027
Without a power source.....	352-334-2171
Rented=Owner Maintain	
Street Lights Out *need city decal # and location	352-334-3434
Tag Agency.....	352-374-5236

15 TOP EMPLOYERS IN GREATER GAINESVILLE

COMPANY	EMPLOYEES (APPROX.)	INDUSTRY
1. University of Florida	27,870	Education
2. UF Health	12,000	Health Care
3. Alachua County School Board	4,200	Education
4. Veterans Affairs Medical Center	3,500	Health Care
5. City of Gainesville	2,270	Government
6. Publix Supermarket	2,160	Retail
7. North Florida Regional Medical Center	2,100	Health Care
8. Nationwide Insurance Company	1,310	Insurance
9. Gator Dining Services	1,200	Food Services
10. Walmart Stores	910	Retail
11. Alachua County	780	Government
12. Santa Fe College	750	Education
13. Walmart Distribution Center	520	Retail
14. RTI Surgical	500	Medical Manufacturing
15. Dollar General Distribution Center	500	Retail
TOTAL	60,570	

GATOR TITLE



Gator Title is our in-house closing company, that is conveniently located within the Pepine Realty office.

Our closing agents are honest, reliable and hard-working to ensure that the closings are done quickly and accordingly.

Gator Title gives **free PRE Wuds** to help you evaluate your offer and for transaction participants, Gator Title offers a **secured portal FAN Closing Portal** that sends participants updates on completed tasks.



Britany Rowley
Closer



Kim Farmer
Closer

MOTTO MORTGAGE

Personalized attention and advanced networking are important to **Sheila Teckenbrock**, our Loan Originator of Motto Mortgage, so that you can move through this process comfortably and stress-free.

They work hard to ensure all the necessary steps are taken to stay within your budget, find your dream house and purchase your home!



Contact Sheila Teckenbrock:

Sheila Teckenbrock
386-590-1856
sheila.teckenbrock@mottomortgage.com

mottomortgage.com/offices/integrity-gainesville/



Your *Digital* Mortgage Solution
The full-service option for home loans

- Send me an email or give me a call to get started.**
I'll answer all your questions and guide you through the entire process.
- Apply online through my website.**
Click on my "apply now" link to start your secure online application.
- I'll be there to provide timely support.**
I'm available for one-on-one communications and individualized guidance.
- Upload and E-sign documents in the comfort of your own home.**
Use the Motto Borrower Portal to eSign - as well as upload - loan related and ad hoc documents.
- Receive loan milestone updates.**
You'll never be left wondering about the status of your loan application with the timely communications I'll send.



ENDORSEMENTS



Barbara Corcoran

Real estate entrepreneur, businesswoman, investor, speaker, consultant, syndicated columnist, and author

Personality on ABC's Shark Tank

Barbara Corcoran, who has overseen thousands of high-end property transactions, only endorses the best. She believes that Pepine Realty, led by Betsy, is the very best of realty services in Gainesville.



Bob Rose

Local radio personality on WSKY-FM (97.3 FM)

Radio host of The Bob Rose Show

Bob Rose attests that an agent in Gainesville sells an average of six homes per year. By stark contrast, Pepine Realty sells on average 176 homes per year for 13% more profit. **The numbers don't lie!**

Tony Lorino

Local radio personality on 98.5 KTK

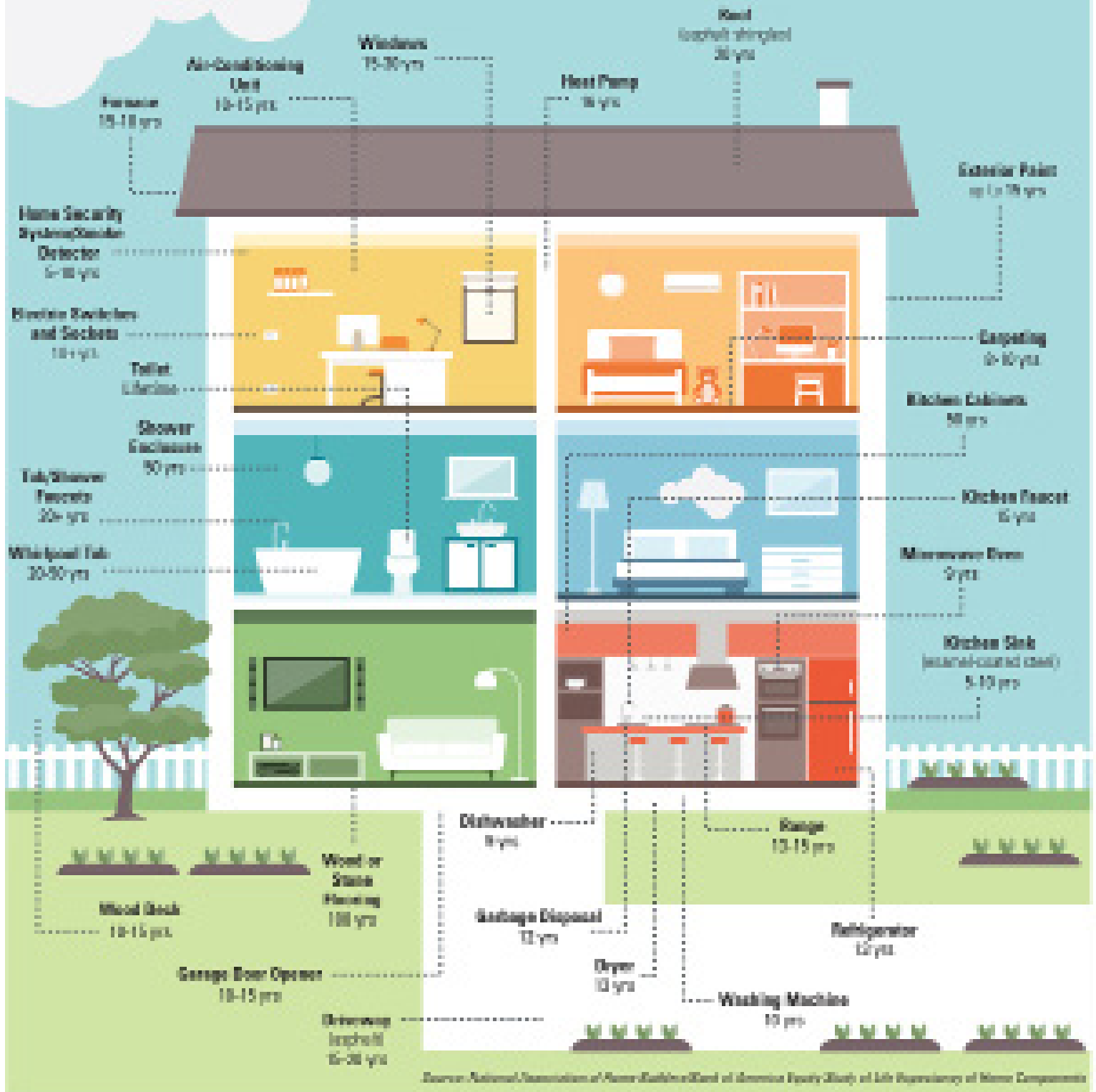
Radio host of Throwback Nation Radio

Tony Lorino has been broadcasting for 20 years and has spent time in both the Midwest and the Southeast working as an on-air host and behind the scenes of radio stations.



How Long Will Your House Last?

A part-by-part guide to the life expectancy of the places and systems in your home



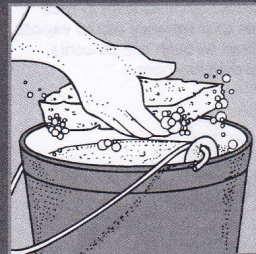
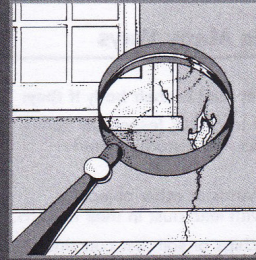
Simple Steps To Protect Your Family From Lead Hazards

If you think your home has high levels of lead:

- ◆ Get your young children tested for lead, even if they seem healthy.
- ◆ Wash children's hands, bottles, pacifiers, and toys often.
- ◆ Make sure children eat healthy, low-fat foods.
- ◆ Get your home checked for lead hazards.
- ◆ Regularly clean floors, window sills, and other surfaces.
- ◆ Wipe soil off shoes before entering house.
- ◆ Talk to your landlord about fixing surfaces with peeling or chipping paint.
- ◆ Take precautions to avoid exposure to lead dust when remodeling or renovating (call 1-800-424-LEAD for guidelines).
- ◆ Don't use a belt-sander, propane torch, high temperature heat gun, scraper, or sandpaper on painted surfaces that may contain lead.
- ◆ Don't try to remove lead-based paint yourself.




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Protect Your Family From Lead In Your Home

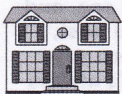
 United States Environmental Protection Agency

 United States Consumer Product Safety Commission

 United States Department of Housing and Urban Development

Are You Planning To Buy, Rent, or Renovate a Home Built Before 1978?

Many houses and apartments built before 1978 have paint that contains high levels of lead (called lead-based paint). Lead from paint, chips, and dust can pose serious health hazards if not taken care of properly.



OWNERS, BUYERS, and RENTERS are encouraged to check for lead (see page 6) before renting, buying or renovating pre-1978 housing.

Federal law requires that individuals receive certain information before renting, buying, or renovating pre-1978 housing:



LANDLORDS have to disclose known information on lead-based paint and lead-based paint hazards before leases take effect. Leases must include a disclosure about lead-based paint.



SELLERS have to disclose known information on lead-based paint and lead-based paint hazards before selling a house. Sales contracts must include a disclosure about lead-based paint. Buyers have up to 10 days to check for lead.



RENOVATORS disturbing more than 2 square feet of painted surfaces have to give you this pamphlet before starting work.

IMPORTANT!

Lead From Paint, Dust, and Soil Can Be Dangerous If Not Managed Properly

- FACT:** Lead exposure can harm young children and babies even before they are born.
- FACT:** Even children who seem healthy can have high levels of lead in their bodies.
- FACT:** People can get lead in their bodies by breathing or swallowing lead dust, or by eating soil or paint chips containing lead.
- FACT:** People have many options for reducing lead hazards. In most cases, lead-based paint that is in good condition is not a hazard.
- FACT:** Removing lead-based paint improperly can increase the danger to your family.

If you think your home might have lead hazards, read this pamphlet to learn some simple steps to protect your family.

Lead Gets in the Body in Many Ways

Childhood lead poisoning remains a major environmental health problem in the U.S.

Even children who appear healthy can have dangerous levels of lead in their bodies.

People can get lead in their body if they:

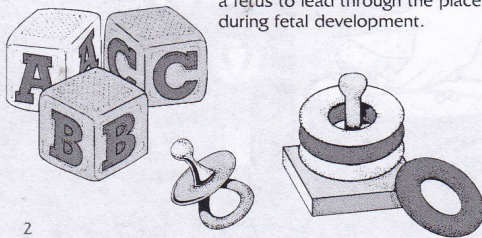
- ◆ Breathe in lead dust (especially during renovations that disturb painted surfaces).
- ◆ Put their hands or other objects covered with lead dust in their mouths.
- ◆ Eat paint chips or soil that contains lead.

Lead is even more dangerous to children under the age of 6:

- ◆ At this age children's brains and nervous systems are more sensitive to the damaging effects of lead.
- ◆ Children's growing bodies absorb more lead.
- ◆ Babies and young children often put their hands and other objects in their mouths. These objects can have lead dust on them.

Lead is also dangerous to women of childbearing age:

- ◆ Women with a high lead level in their system prior to pregnancy would expose a fetus to lead through the placenta during fetal development.



2

Lead's Effects

It is important to know that even exposure to low levels of lead can severely harm children.

In children, lead can cause:

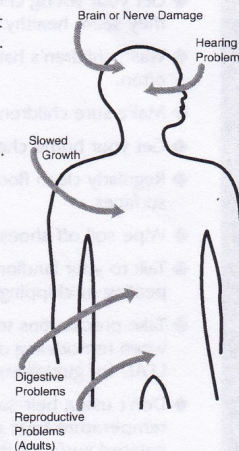
- ◆ Nervous system and kidney damage.
- ◆ Learning disabilities, attention deficit disorder, and decreased intelligence.
- ◆ Speech, language, and behavior problems.
- ◆ Poor muscle coordination.
- ◆ Decreased muscle and bone growth.
- ◆ Hearing damage.

While low-lead exposure is most common, exposure to high levels of lead can have devastating effects on children, including seizures, unconsciousness, and, in some cases, death.

Although children are especially susceptible to lead exposure, lead can be dangerous for adults too.

In adults, lead can cause:

- ◆ Increased chance of illness during pregnancy.
- ◆ Harm to a fetus, including brain damage or death.
- ◆ Fertility problems (in men and women).
- ◆ High blood pressure.
- ◆ Digestive problems.
- ◆ Nerve disorders.
- ◆ Memory and concentration problems.
- ◆ Muscle and joint pain.



Lead affects the body in many ways.

3

Where Lead-Based Paint Is Found

In general, the older your home, the more likely it has lead-based paint.

Many homes built before 1978 have lead-based paint. The federal government banned lead-based paint from housing in 1978. Some states stopped its use even earlier. Lead can be found:

- ◆ In homes in the city, country, or suburbs.
- ◆ In apartments, single-family homes, and both private and public housing.
- ◆ Inside and outside of the house.
- ◆ In soil around a home. (Soil can pick up lead from exterior paint or other sources such as past use of leaded gas in cars.)

Checking Your Family for Lead

Get your children and home tested if you think your home has high levels of lead.

To reduce your child's exposure to lead, get your child checked, have your home tested (especially if your home has paint in poor condition and was built before 1978), and fix any hazards you may have.

Children's blood lead levels tend to increase rapidly from 6 to 12 months of age, and tend to peak at 18 to 24 months of age.

Consult your doctor for advice on testing your children. A simple blood test can detect high levels of lead. Blood tests are usually recommended for:

- ◆ Children at ages 1 and 2.
- ◆ Children or other family members who have been exposed to high levels of lead.
- ◆ Children who should be tested under your state or local health screening plan.

Your doctor can explain what the test results mean and if more testing will be needed.

4

Identifying Lead Hazards

Lead-based paint is usually not a hazard if it is in good condition, and it is not on an impact or friction surface, like a window. It is defined by the federal government as paint with lead levels greater than or equal to 1.0 milligram per square centimeter, or more than 0.5% by weight.

Deteriorating lead-based paint (peeling, chipping, chalking, cracking or damaged) is a hazard and needs immediate attention. It may also be a hazard when found on surfaces that children can chew or that get a lot of wear-and-tear, such as:

- ◆ Windows and window sills.
- ◆ Doors and door frames.
- ◆ Stairs, railings, banisters, and porches.

Lead dust can form when lead-based paint is scraped, sanded, or heated. Dust also forms when painted surfaces bump or rub together. Lead chips and dust can get on surfaces and objects that people touch. Settled lead dust can re-enter the air when people vacuum, sweep, or walk through it. The following two federal standards have been set for lead hazards in dust:

- ◆ 40 micrograms per square foot ($\mu\text{g}/\text{ft}^2$) and higher for floors, including carpeted floors.
- ◆ 250 $\mu\text{g}/\text{ft}^2$ and higher for interior window sills.

Lead in soil can be a hazard when children play in bare soil or when people bring soil into the house on their shoes. The following two federal standards have been set for lead hazards in residential soil:

- ◆ 400 parts per million (ppm) and higher in play areas of bare soil.
- ◆ 1,200 ppm (average) and higher in bare soil in the remainder of the yard.

The only way to find out if paint, dust and soil lead hazards exist is to test for them. The next page describes the most common methods used.

5

Checking Your Home for Lead

Just knowing that a home has lead-based paint may not tell you if there is a hazard.

You can get your home tested for lead in several different ways:

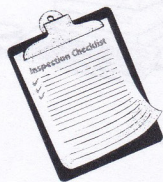
- ◆ A paint **inspection** tells you whether your home has lead-based paint and where it is located. It won't tell you whether or not your home currently has lead hazards.
- ◆ A **risk assessment** tells you if your home currently has any lead hazards from lead in paint, dust, or soil. It also tells you what actions to take to address any hazards.
- ◆ A combination risk assessment and inspection tells you if your home has any lead hazards and if your home has any lead-based paint, and where the lead-based paint is located.

Hire a trained and certified testing professional who will use a range of reliable methods when testing your home.

- ◆ Visual inspection of paint condition and location.
- ◆ A portable x-ray fluorescence (XRF) machine.
- ◆ Lab tests of paint, dust, and soil samples.

There are state and federal programs in place to ensure that testing is done safely, reliably, and effectively. Contact your state or local agency (see bottom of page 11) for more information, or call **1-800-424-LEAD (5323)** for a list of contacts in your area.

Home test kits for lead are available, but may not always be accurate. Consumers should not rely on these kits before doing renovations or to assure safety.



6

Reducing Lead Hazards In The Home

Removing lead improperly can increase the hazard to your family by spreading even more lead dust around the house.

Always use a professional who is trained to remove lead hazards safely.



In addition to day-to-day cleaning and good nutrition:

- ◆ You can **temporarily** reduce lead hazards by taking actions such as repairing damaged painted surfaces and planting grass to cover soil with high lead levels. These actions (called "interim controls") are not permanent solutions and will need ongoing attention.
- ◆ To **permanently** remove lead hazards, you should hire a certified lead "abatement" contractor. Abatement (or permanent hazard elimination) methods include removing, sealing, or enclosing lead-based paint with special materials. Just painting over the hazard with regular paint is not permanent removal.

Always hire a person with special training for correcting lead problems—someone who knows how to do this work safely and has the proper equipment to clean up thoroughly. Certified contractors will employ qualified workers and follow strict safety rules as set by their state or by the federal government.

Once the work is completed, dust cleanup activities must be repeated until testing indicates that lead dust levels are below the following:

- ◆ 40 micrograms per square foot ($\mu\text{g}/\text{ft}^2$) for floors, including carpeted floors;
- ◆ 250 $\mu\text{g}/\text{ft}^2$ for interior windows sills; and
- ◆ 400 $\mu\text{g}/\text{ft}^2$ for window troughs.

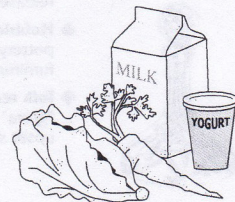
Call your state or local agency (see bottom of page 11) for help in locating certified professionals in your area and to see if financial assistance is available.

8

What You Can Do Now To Protect Your Family

If you suspect that your house has lead hazards, you can take some immediate steps to reduce your family's risk:

- ◆ **If you rent, notify your landlord of peeling or chipping paint.**
- ◆ **Clean up paint chips immediately.**
- ◆ **Clean floors, window frames, window sills, and other surfaces weekly.** Use a mop or sponge with warm water and a general all-purpose cleaner or a cleaner made specifically for lead. **REMEMBER: NEVER MIX AMMONIA AND BLEACH PRODUCTS TOGETHER SINCE THEY CAN FORM A DANGEROUS GAS.**
- ◆ **Thoroughly rinse sponges and mop heads after cleaning dirty or dusty areas.**
- ◆ **Wash children's hands often, especially before they eat and before nap time and bed time.**
- ◆ **Keep play areas clean.** Wash bottles, pacifiers, toys, and stuffed animals regularly.
- ◆ **Keep children from chewing window sills or other painted surfaces.**
- ◆ **Clean or remove shoes before entering your home to avoid tracking in lead from soil.**
- ◆ **Make sure children eat nutritious, low-fat meals high in iron and calcium,** such as spinach and dairy products. Children with good diets absorb less lead.



7

Remodeling or Renovating a Home With Lead-Based Paint

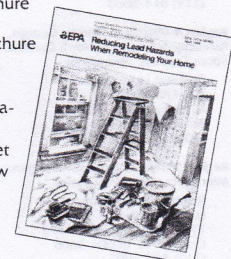
Take precautions before your contractor or you begin remodeling or renovating anything that disturbs painted surfaces (such as scraping off paint or tearing out walls):

- ◆ **Have the area tested for lead-based paint.**
- ◆ **Do not use a belt-sander, propane torch, high temperature heat gun, dry scraper, or dry sandpaper** to remove lead-based paint. These actions create large amounts of lead dust and fumes. Lead dust can remain in your home long after the work is done.
- ◆ **Temporarily move your family** (especially children and pregnant women) out of the apartment or house until the work is done and the area is properly cleaned. If you can't move your family, at least completely seal off the work area.
- ◆ **Follow other safety measures to reduce lead hazards.** You can find out about other safety measures by calling 1-800-424-LEAD. Ask for the brochure "Reducing Lead Hazards When Remodeling Your Home." This brochure explains what to do before, during, and after renovations.

If you have already completed renovations or remodeling that could have released lead-based paint or dust, get your young children tested and follow the steps outlined on page 7 of this brochure.

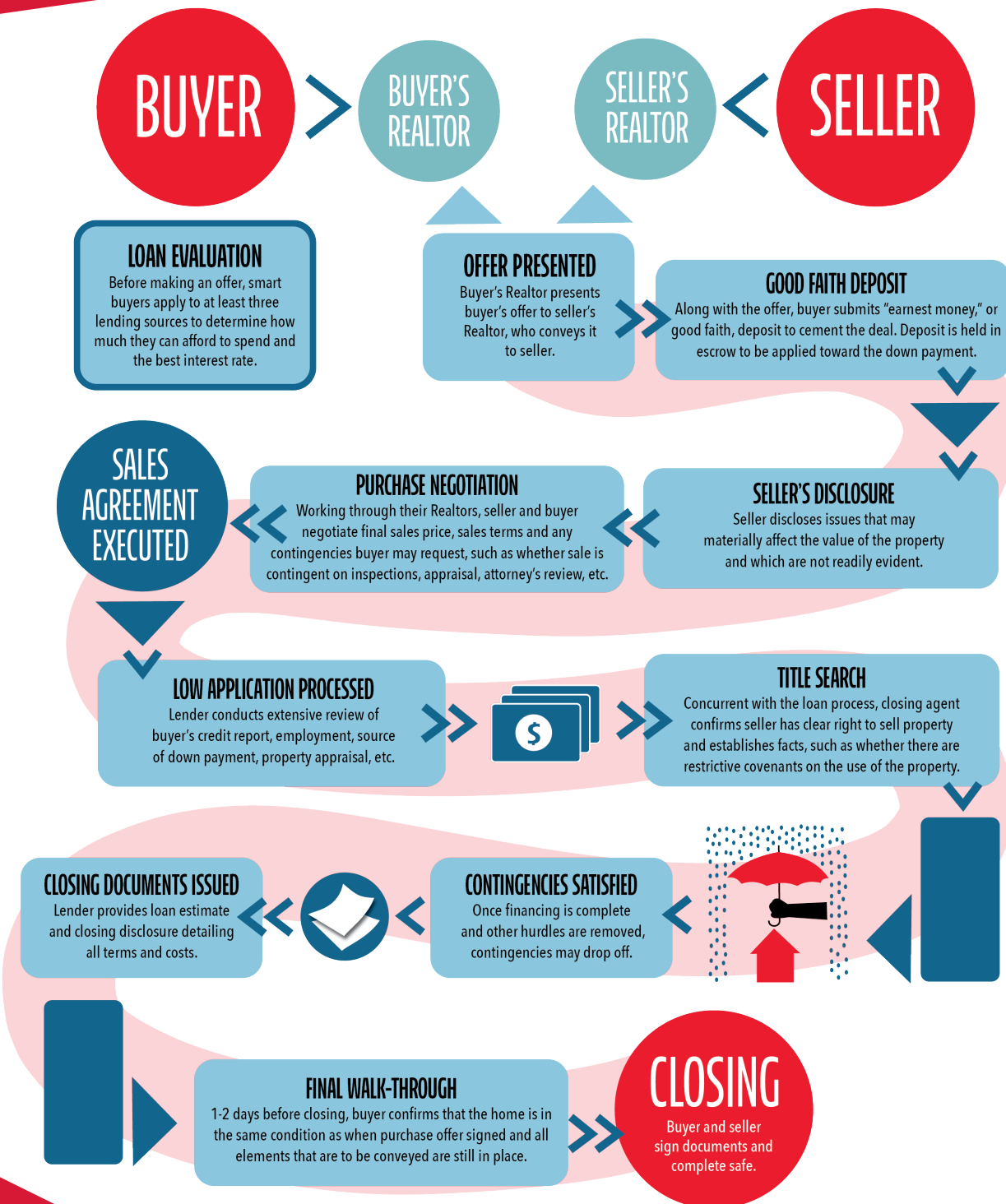


If not conducted properly, certain types of renovations can release lead from paint and dust into the air.



9

HOW A REAL ESTATE TRANSACTION WORKS



OUR RECOMMENDED SERVICE PROVIDERS



Plumbing

Quality Plumbing
352-377-1009



Roofing

Custom Roofing
352-817-1660



HVAC

Bertie Heating & Air
352-331-2005



Electrical

Archer Electric
352-371-2580



Chimney

Tidy Sweep
352-372-8973



Well and Septic

Myers Septic & Well
352-378-2375



Structural Engineer

GSE Engineering
352-377-3233



Home Inspector

Gator Home Inspections
352-318-8333



Land Surveying

Exacta
216-751-9000



Landscaping

Immaculate Landscaping
352-870-9624



Painting

D&N Services
352-275-8910



Cleaning

A Personal Elf
352-271-1111



Mold Remediation

The Best Restoration
352-505-3321



Handy Man

Dave Nelson
352-215-6559



Radon Remediation

Land Environmental Group
352-219-7984



Carpet Cleaning

The Best Restoration
352-505-3321



Flooring

The Floor Source
352-472-1331



Insurance

McGriff-Williams
352-371-7977



Moving

UF Mover Guys
352-870-4938



Pest Control

Brooker Pest
352-378-2433

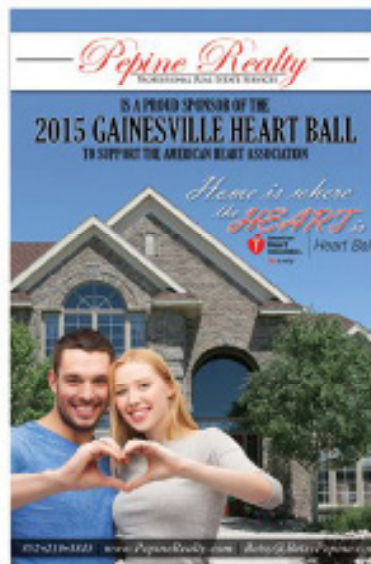


Pools

Dino's Pools
352-221-9008

IN THE COMMUNITY

We believe in paying it forward to improve the lives and wellbeing of others. We work hard to be involved in many philanthropic projects, community groups, programs, events and facilities. Active community involvement is not only part of our vision, it's who we are and service is one of our core values. We owe our success to the community that supports us.



AWARDS



Inc. 5000
America's Fastest Growing
Private Companies 2018 & 2019

Best of Zillow 2020

Wall Street Journal Ranked Top 64th Team in the USA 2020

Wall Street Journal Ranked Top 72nd Team in the USA 2019

Florida Companies to Watch 2019

Inc. 5000 America's Fastest Growing Private Companies 2018 & 2019

Wall Street Journal Ranked Top 105th Team in the USA 2018

Florida Trends Top 30 Small Companies to Work For 2018

Best of the Best Real Estate Company 2017

Large Business of the Year 2017