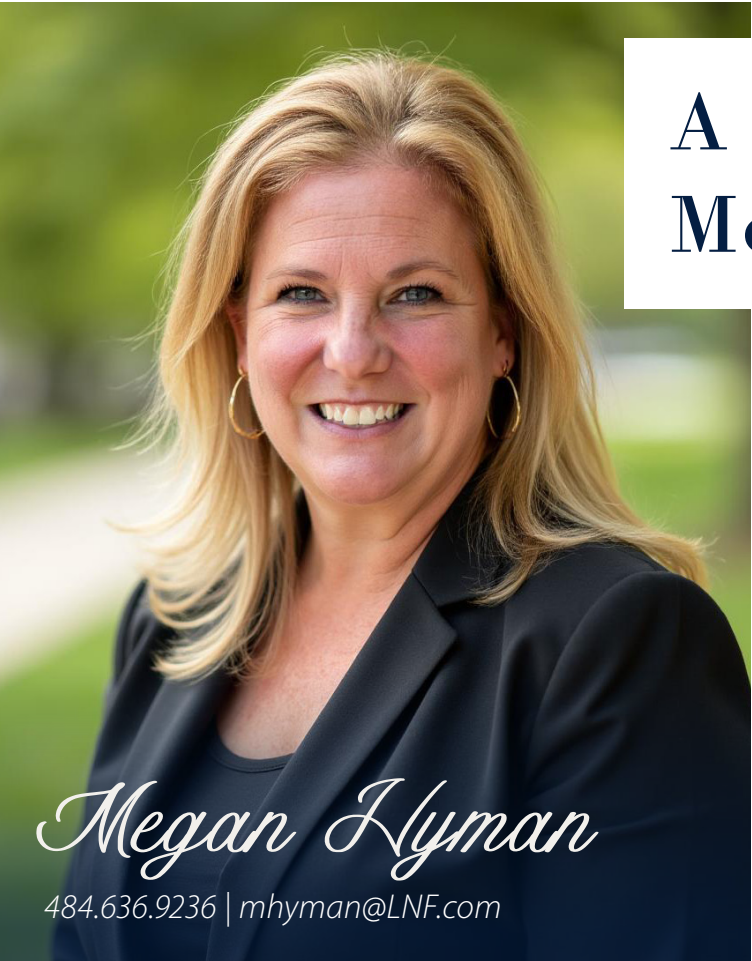


Human

Expert Guidance.
Proven Results.





A Note From Megan & Nate

Thank you for the opportunity to connect with you and learn more about you and your home. We truly believe that selling a home should feel informed, strategic, and—believe it or not—enjoyable. Our approach is simple: listen first, guide thoughtfully, and advocate fiercely on your behalf. Every home, every situation, and every client is different, and we take pride in tailoring our strategy to fit your specific goals. From pricing and preparation to marketing, negotiation, and closing, our role is to oversee every detail so you can move forward with confidence. We’re honored to be considered and look forward to walking you through exactly how we help our clients achieve outstanding results.

OUR EXPERIENCE

Real estate isn’t just what we do—it’s what we love. Together, Megan and Nate Hyman bring over a decade of combined experience helping clients navigate one of the biggest decisions of their lives. Over the years, that passion has translated to help hundreds of families close sales across a wide range of homes and market conditions. As a mother-and-son team, we combine seasoned perspective with a modern, strategic approach, always focused on delivering thoughtful guidance and results our clients can feel confident about.



Meet Our Team



TAYLOR LIVELY

Transactions Coordinator

Known for her precision and proactive communication, Taylor ensures deadlines are met, documents are accurate, and clients enjoy a seamless, stress-free experience.



ANTHONY SANTORO

Professional Photographer

In today’s market, presentation is everything. Our expert photography will highlight your home’s unique features to create maximum impact.



KARINA TAPIA

Professional Videographer

Professional video is no longer optional in today’s real estate market — it’s essential. Karina’s videos allow us to market our listings at a higher level, creating strong first impressions and better outcomes for our sellers.

Our Three-Point Philosophy To Get Your Home Sold



CONSULTING FIRST

We begin every relationship from a consulting standpoint, not a sales one. Our job is to understand your goals, concerns, and timeline so clearly that the plan we build feels custom-fit to you. When you work with us, you're not being "sold" — you're hiring advisors whose job is to execute your vision the right way.

STRATEGIC MARKETING

Once the plan is clear, we move into marketing with one objective: create maximum exposure to find the buyer who's willing to pay the most. From professional visuals to targeted distribution, our focus is on getting the right eyes on your home — not just more eyes. It's about positioning, not just putting a sign in the yard.

SKILLED NEGOTIATION

Negotiation is where experience truly matters, and that's where Megan steps in. Her role is to protect your interests, manage the details, and negotiate confidently so you get the strongest possible outcome the market will allow. The goal is simple: the best terms, the best price, and the smoothest path forward.



Our 7-Step Marketing Plan

1 PRICING & PREPARING

We price your home the same way an appraiser would (because over 71.8% of homes require an appraisal)—using data, market trends, and buyer behavior—to position it correctly from day one. This allows us to maximize both exposure and the amount you ultimately take home. On the preparation side, we lean on Megan’s experience and “buyer’s eyes,” along with trusted professional staging partners, to ensure your home shows at its absolute best. Together, precise pricing and intentional preparation attract the most attention while maximizing your value.

2 HOME CONSULTATION

Every home and every seller’s situation is different, which is why we begin with a detailed in-home consultation. We walk the property together, discuss your goals and timing, and outline a strategy tailored specifically to your home. This step creates clarity, alignment, and a clear plan before anything goes live.

3 INTERNET MARKETING

Your home will be everywhere—all the time. Visibility is never a question. Between major real estate websites, social media platforms, and targeted online exposure, we ensure your listing reaches today’s buyers where they’re already looking. Last year alone, our team’s social media outreach reached over one million people. In addition, your home is promoted to our database of over 10,000 contacts, potentially generating interest before it even officially hits the market.

4 PHOTOGRAPHY & VIDEO

First impressions matter, and visuals make all the difference. We work with professional photographers and videographers to capture your home’s best features and tell its story the right way. These visuals are the foundation of our marketing and are designed to create an emotional connection with buyers. High-quality imagery consistently leads to stronger interest, shorter time on market, and better results for our sellers.

5 OPEN HOUSES

We approach open houses as an experience, not a time slot. Our events typically run longer than average, allowing buyers to truly imagine what it feels like to live in the home rather than being rushed through. We also host neighborhood preview open houses, personally inviting neighbors and asking who they’d like to see move in. This often uncovers buyers through personal connections that traditional marketing alone can’t reach.

6 DIRECT MAIL

Direct mail adds another layer of exposure within the surrounding community. We send 100–200 professionally designed “Just Listed” cards to nearby homes to keep your property top of mind. Many buyers come from personal networks—coworkers, friends, family, or neighbors who know someone waiting for the right opportunity. This step ensures no opportunity is missed.

7 NETWORKING

Our network extends beyond online marketing. With deep roots in the area and long-standing relationships with top-producing agents and local professionals, we’re able to promote your home directly within trusted circles. This not only increases exposure but also helps transactions run more smoothly by working with experienced, reputable professionals. Strong relationships often lead to stronger outcomes.



Internet Marketing Photography & Video

- Online exposure strategy
- Importance of digital first impressions
- Use of professional photography and videography
- How this impacts buyer engagement



Pricing & Preparing Home Consultation

- Strategic pricing approach
- Market analysis and positioning
- Preparing the home for market
- In-home consultation process



Open Houses Direct Mail Networking

- Open house strategy
- Targeted direct mail efforts
- Leveraging agent-to-agent and professional networks
- Focus on maximizing exposure and demand

Key Things WE DO That Other Agents DON'T

MEETING THE APPRAISER

Over 70% of home purchases involve a mortgage, which means the appraisal matters just as much as the offer price. We personally meet the appraiser at the property, equipped with relevant comparable sales, a summary of offers received, and a detailed list of improvements made to the home. This allows us to clearly justify the value we've established and advocate for our sellers. To date, we've never had one of our listings fail to reach settlement due to an appraisal issue.

OPEN HOUSE EVENT & NEIGHBORHOOD PREVIEW

Most open houses last one to two hours — we host ours for three hours on the weekend to give buyers the time they need to truly envision living in the home. In addition, we personally invite the surrounding neighbors, asking a simple but powerful question: Who would you love to have as your new neighbor? This approach has led to successful buyer-seller matches in the past. It's another way we widen the net and create demand beyond traditional marketing.



COMMUNICATION

We believe communication builds confidence, which is why our sellers hear from us multiple times each week throughout the process. You'll always know what's happening, what's next, and where things stand.

EASY EXIT GUARANTEE

We also offer an easy exit guarantee — our listing agreement can be cancelled with one phone call and a signature, effective the next day. We do this because we never want clients to feel stuck, and because it keeps us fully accountable every step of the way.

Key Things WE DO That Other Agents DON'T (cont.)

TRUSTED AGENTS & VENDOR RELATIONSHIPS

Over the years, we've built strong relationships with trusted vendors for virtually anything a home might need — from repairs and renovations to staging, landscaping, and more. We also maintain professional relationships with many top agents in the area, which often helps create smoother transactions and wider exposure for our listings. These connections allow us to solve problems quickly and keep deals moving forward. When issues arise, we already know who to call.

UNMATCHED SOCIAL MEDIA REACH

When you work with us, your home is exposed to one of the largest social media audiences in the local market. In 2025 alone, our marketing generated over half a million views across platforms. This level of exposure goes far beyond traditional listing methods and helps attract buyers who may never see your home otherwise. More eyes, better positioning, stronger results.



Client Testimonials

Nate is super kind, very knowledgeable, and made selling our home easier than I thought it could be. He answered all of our questions quickly and made us feel like we've been through this process many times. Thank you Nate!

— **Cam B**

Nate is an absolute rockstar, who doesn't stop until he over delivers for his clients. It's rare to find someone whose warmth matches their drive, and who has the ability to listen and ask the right questions to help navigate what can seem like an overwhelming process. High energy, high standards, and high integrity—I'd recommend him any day!

— **Carolyn M**

As a moving company, we've worked with countless REALTORS®, and Nate truly stands out! His local knowledge and expertise are unmatched, and he has all the tools to make your next real estate transaction a complete success. Whether you're buying or selling, Nate's professionalism and dedication make him the go-to choice!

— **The Move Smith**

Megan was extremely vigilant and always available to take our calls, emails and text messages. Her knowledge of the whole process was comforting which lessened our anxiety. We definitely would recommend Megan for your real estate needs.

— **Frank B**

My experience with Megan is that she is the total package! As a buyer with a tenacious schedule, Megan exceeded all of my expectations and got me to closing promptly. Her advisement and assistance throughout the process was invaluable to me. I will be utilizing Megan for all of my future real estate needs. Well done, Megan! A++

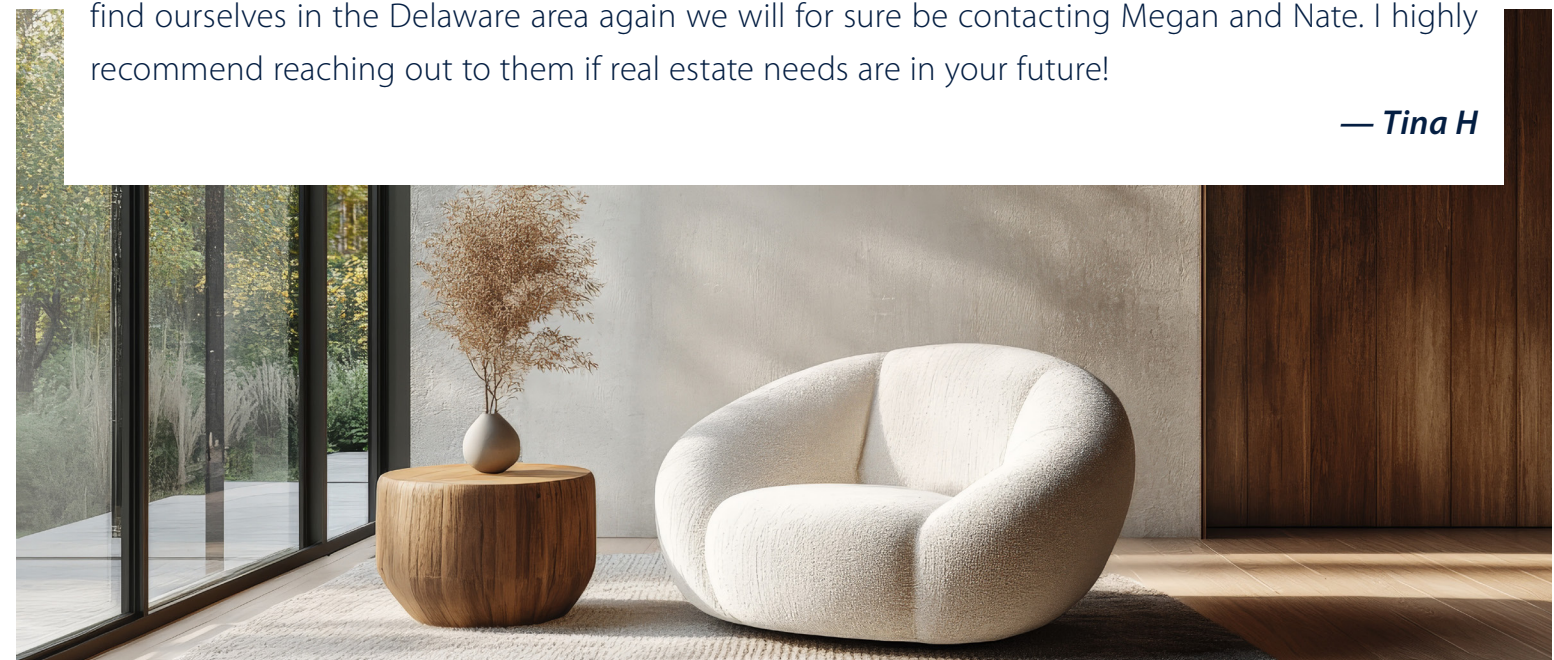
— **Dean C**

Megan Hyman is a first class real estate salesperson! I called her and quickly saw that she and her son were the real deal. My condo was sold sooner than I expected and for a good price. She helped me with all the steps to closing and in my opinion went the extra mile for me to have a saleable property. I'd call her again anytime!

— **Craig C**

We had the joy of working with Megan and Nate Hyman this summer. Their advice, ideas and price point were spot on. Our house had offers within hours and we were under contract in 2 days. If we find ourselves in the Delaware area again we will for sure be contacting Megan and Nate. I highly recommend reaching out to them if real estate needs are in your future!

— **Tina H**



Your Journey With Us

INITIAL CONSULTATION

During your initial consultation, I will conduct a walk-through of your home to learn about its various and best features and to make recommendations for certain repairs to increase its value and/or marketability. Also, I will present you with a Comparative Market Analysis (CMA) so that you and I can determine a competitive asking price. Finally, I will discuss an effective marketing plan for the sale of your home.

1

LISTING AGREEMENT

Before your home can be listed for sale, the law requires that you enter into a written and signed Listing Agreement. This agreement specifies the terms for marketing your home. You will be given a copy of it for your records. Once the Listing Agreement is signed, the selling process can begin.

2



MARKETING YOUR HOME

As mentioned above, your home will be featured on hundreds of websites to guarantee maximum exposure. Your home will be professionally photographed and staged if necessary. I will feature your home on my social media pages, website and print materials such as post cards and flyers. In addition to print and digital marketing, a "For Sale" sign will be placed on your property to attract local buyers. I will also hold open houses and Brokers' Opens as needed to appeal to the widest audience.

3

ACTIVE LISTING

During the time your home is actively for sale, I will monitor which buyers' agents are showing your home to potential buyers and will seek feedback from those agents. Also, I monitor online portal page views to make sure your listing is attracting attention. I will work tirelessly to make sure that we are doing the best that we can to sell your home quickly and for top dollar.

4

Your Journey With Us (cont.)

OFFER & ACCEPTANCE

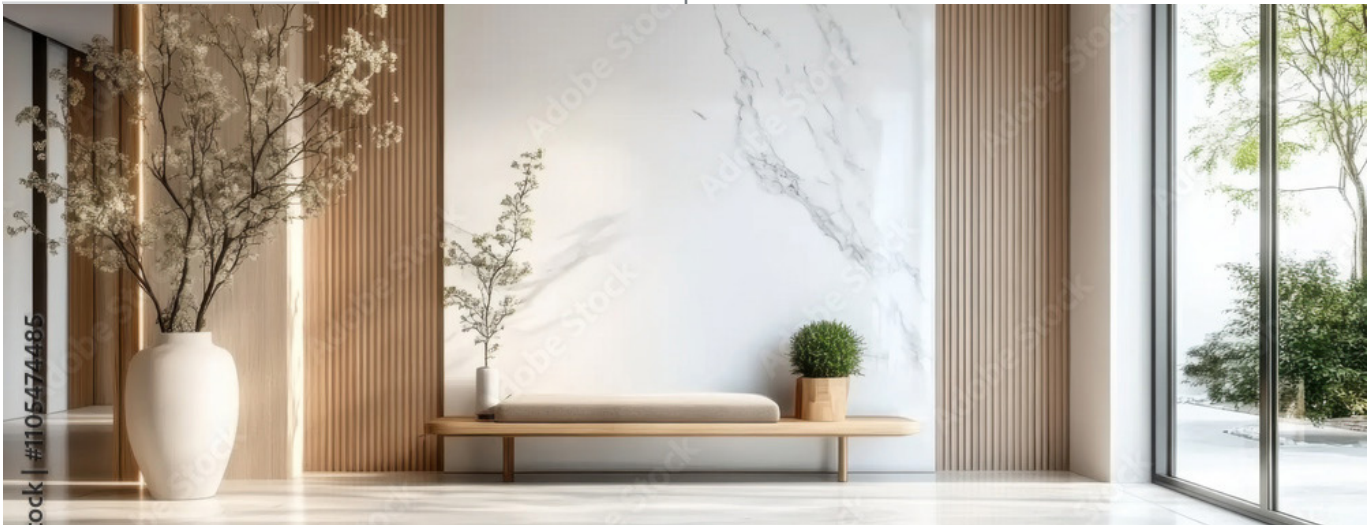
When an interested buyer wants to make an offer, I will negotiate on your behalf with the Buyer's agent. Upon receiving a written offer, I will review it with you to discuss its pros and cons. Then, I will help you determine whether to accept it or to make a counteroffer. Once you and the Buyer have executed a Contract of Sale, I will provide the dates by which various items must be completed in order to settle on the agreed upon Settlement Date.

5

HOME INSPECTION

Depending on the specific terms of your Contract of Sale, the Buyer may hire a licensed home inspector to inspect your home to determine what, if any, repairs are needed. It is possible that the Buyer's agent will negotiate for payment of such repairs.

6



APPRAISAL & LOAN COMMITMENT

The Buyer's lender will have the home appraised. If the appraised value of your home falls below the purchase price, there may be an additional negotiation of the purchase price so that the Buyer can properly secure a mortgage. If the appraisal meets or exceeds the agreed upon purchase price, then the lender will likely issue a loan commitment to the Buyer. It is my job as your listing agent to meet the appraiser and provide information to support the contract price.

7

SETTLEMENT

Just before Settlement, the Buyer will conduct a final walk-through of your home to ensure that it is in the same or better condition than when the Contract of Sale was executed and to check what repairs, if any, were completed. At Settlement, you will sign the Deed over to the Buyer in exchange for payment. In addition, you will sign other documents as necessary to consummate the transaction. Any outstanding debts owed by you such as mortgage(s), taxes, condo fees and other settlement costs will be deducted from your proceeds. Then, it's time to celebrate the successful sale of your home!

8



Hyman

**LONG &
FOSTER®**
REAL ESTATE

Megan Hyman

REALTOR® LICENSED IN DE, MD & PA

484.636.9236 | mhyman@LNF.com

Nate Hyman

REALTOR® LICENSED IN DC & PA

302.784.4890 | natehymanre@gmail.com

WEST CHESTER OFFICE: 610.696.1100 | 709 E Gay St | West Chester, PA 19380

BETHANY BEACH OFFICE: 610.696.1100 | 709 E Gay St | West Chester, PA 19380



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