

Real Estate Guidance With an Honest Approach

Written by Southwest Orlando Bulletin Staff



Coldwell Banker Residential Real Estate, LLC, Realtors Vinson and Tanya Osman work to grow their W

Purchasing a home is arguably the largest financial transac

From condominiums to multimillion dollar homes [Coldwell Banker Residential Real Estate](#), LLC, Realtors

In addition to a bachelor's in real estate, Vinson earned a law degree, which has proven to be a valuable

component to the couple's business. Tanya's degree in advertising and public relations enables her to u

"Working together creates a good synergy, because Tanya is able to focus on what she is good at, which

There is no doubt the team approach offers other benefits.

"One of us is always available to clients," Tanya said. "Since we take the same commission as a single l

The Osmans took a leap of faith by opening their business during the height of the real estate slump. Ho

"Partnering with Coldwell Banker was the best decision we could have made," Tanya said. "Our broker is

Vinson agreed the partnership is one of the duo's greatest assets.

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“We have the backing of a national company, while still operating a full-service boutique business,” he said.

Residents of Windermere, the Osmans focus their attention on Southwest Orlando. They also have listings in other areas.

“We get a lot of people looking to relocate [to Southwest Orlando],” Vinson said.

In this market, there are a number of properties available for reasonable prices.

“It really is a good time for first-time buyers,” Tanya said.

Vinson added that lower-priced homes do sell quickly.

The large number of short sales on the market is very appealing to buyers. A buyer can often get a good deal.

Banks that process short sale homes sometimes hire a neutral Realtor to give an estimated value, known as a BPO.

“I like to do the BPOs because it allows me to keep a finger on the pulse of the local market and determine what’s going on,” Vinson said.

Oftentimes, buyers will choose to rent a property before they settle on a home, giving them more time to get familiar with an area. Sellers, holding out until the economy improves, may be more willing to accept a lower offer.

“We coordinate quite a few rentals,” Vinson said.

Establishing a trusting relationship with clients on first contact is crucial to the Osmans.

“We try to schedule a face-to-face meeting as soon as possible,” Tanya said. “We research the area and make sure we know what’s going on.”

Conversely, they evaluate sellers’ properties and present them with realistic expectations of what their homes should sell for.

“It’s an educational process,” Vinson said. “A lot of people think their homes should sell for more than what the market will bear.”

Whether buyers or sellers, the Osmans work hard to stay connected to their clients.

“We care about our clients and will often stay in touch with them after the deal closes,” Tanya said.

The Osmans also are willing to extend their professional opinions to others even if they are not clients.

“We take calls from people who are not necessarily interested in buying or selling, but just need someone to talk to about concerns, such as not being able to pay their mortgage,” Vinson said.

Though they are busy growing their business, as well as caring for their young son, Pierson, the Osmans also have a commitment to the community.

“We try to participate in charitable causes sponsored by Coldwell Banker, and locally, we help serve food banks,” Tanya said.

When faced with the prospect of buying or selling a home, clients who choose the Osmans can be assured they are getting the best advice.

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