



LISTING LEVERAGE

PROVIDING OUR SELLERS WITH AN
ADVANTAGE IN TODAY'S MARKET



OUR EXPERTS



Melanie Rose Quirk

Team Leader, Broker Associate

Melanie Rose Quirk leads The Anchor Team with 20+ years experience selling, buying, investing, and assisting others with all their real estate goals. Being a lifelong resident in the state of RI, she knows all of the hidden gem spots within New England. Melanie has a Bachelor's Degree from URI and is a small business owner of The Coffee Grinder, located at 961 Namquid Drive in Warwick, RI, 02888. When she's not selling real estate, she loves to read, play volleyball, and spend time with her 2 dogs, Tucker and Charlie.



Haley Catelle

Real Estate Professional

Haley is a former Master's level counselor turned real estate professional. With a background rooted in listening, problem-solving, and guiding others through major life transitions. Haley is known for her calm presence and ability to help clients feel confident and supported through one of the most important decisions of their lives. Outside of work, she enjoys working out, reading, and spending time with her pit mix, Arlo.



Marisa Thompson

Client Care Coordinator

Marisa brings nearly 15 years of administrative experience to real estate, pairing strong organization with a genuine passion for helping others. Originally from Rhode Island and now based in Connecticut, she values connection, communication, and attention to detail. Outside of work, she enjoys reading, line dancing, and bartending.



TEAM LICENSED IN RI, MA, & CT

CONTACT

 (401) 474-3169

 melaniequirk80@gmail.com

 3252 Post Road
Warwick, RI 02886

EDUCATION

BACHELOR'S DEGREE

Science, Minor in Psychology

University of Rhode Island

CONTINUING EDUCATION

Code of Ethics, ABR, Lead Paint, Negotiating, MLXchange, Tenant/Landlord Law, Mold Issues, Financing, Agency/Contract Law, & CDPE

AWARDS

- 2011-2017 100% CLUB REMAX
- 2018-2025 REMAX Platinum Club
- RE/MAX Hall of Fame
- RE/MAX LIFETIME Achievement

Donor to: Children's Miracle Network, MS Foundation, Diabetes Foundation, American Cancer Association, ALS Foundation, LLS

OTHER INTERESTS

- Volleyball
- Reading
- My dogs, Tucker & Charlie!

MELANIE ROSE QUIRK

LICENSED BROKER IN RI & MA



SUMMARY

Experienced, customer-oriented real estate professional licensed in Rhode Island. Whether you are interested in buying, selling, or investing, I will work with you to establish, understand, and adhere to your real estate goals. Melanie is a life-long RI resident and small business owner of The Coffee Grinder, located at 961 Namquid Dr, Warwick.

PROFESSIONAL CREDENTIALS

- Licensed Broker in RI & MA
- Member of National Association of Realtors
- Member of Rhode Island Association of Realtors
- Member of RI Multiple Listing Service
- ABR Designee (Accredited Buyer Representative)
- CDPE (Certified Distressed Property Expert)
- Professional Standards Committee KWOAR

TESTIMONIALS

Cynthia & Stephen - Seller

"Thanks Melanie, you did a wonderful job and would absolutely recommend your services."

Irene R. - Seller

"I cannot begin to find the thoughts and words to adequately express my gratitude! Although it is apparent you excel in your position, you add a genuine depth of kindness and thoughtfulness which is sorely needed in our world. You made such a stressful time more bearable. I wish you blessings in all your endeavors. You my dear are a true gem!"

Charles W. - Seller & Buyer

"Melanie is the best realtor I have ever worked with. We have bought and sold numerous properties with melanie for the past fifteen years. I have worked with many realtors since the 70's and she is by far the best."

Leah & Jim - Buyer

"Mel Quirk is more than a professional, she is a master at her craft. She knows the market, the neighborhoods, and most importantly what makes a house a home for each of her clients. She never showed the slightest hint of doubt that we would find our perfect house during our for year search. We are grateful for her knowledge and skills and would recommend her to anyone looking for a new home."



CONTACT

-  (401) 808-0409
-  haleycatelle96@gmail.com
-  3252 Post Rd
Warwick, RI 02886

EDUCATION

MASTERS DEGREE

School Counseling
Providence College

BACHELORS DEGREE

Psychology & Addiction Studies
Rhode Island College

COMMUNITY INVOLVEMENT

Donor to: Children's Miracle Network, MS Foundation, Diabetes Foundation, American Cancer Association, ALS Foundation

Partner with Animal Talk:
Providing support and donations to help pets find loving homes

OTHER INTERESTS

- Gym, Weightlifting
- Reading
- My cats (Daisy & Duke) and my dog (Arlo)

SUMMARY

Motivated and compassionate with a strong background in communication, and client support. Experienced in building trusted relationships, navigating sensitive situations, and guiding clients toward positive outcomes. Combines expertise in motivational interviewing, crisis management, and strategic communication with a passion for helping individuals and families achieve their home ownership goals.

PROFESSIONAL CREDENTIALS

- Member of National Association of Realtors
- Member of The Greater Providence RI Board of Realtors
- Member of Rhode Island Association of Realtors
- Member of RI Multiple Listing Service
- Certified Property Manager

CONTINUING EDUCATION CLASSES

- Code of Ethics
- Fair Housing
- Home Comfort: Heating & Cooling
- Lead Paint
- Fire, Radon, and Mold
- Tenant/Landlord Law
- MATRIX CMA

TESTIMONIALS

Brendan F. - Buyer

"Haley was the best real estate agent I could have asked for. She was constantly on the hunt and considered everything I was looking for in a home. I would 10000% use her as my agent again, and would recommend her to anyone looking for a home."

Kimheng K. - Buyer

"She does a good job. Friendly, patient. Most importantly she always go to see open houses with me even too many houses have been visited. She wants me to get a good house and fits my needs."

YOUR HOME, YOUR PLAN, YOUR NEXT CHAPTER

UNDERSTANDING YOUR GOALS

Whether this is an emotional move or a calculated investment, our priority is to learn what matters most to **you.**

THE SELLING PROCESS YOUR ROADMAP TO RESULTS



WORKING TOGETHER TOWARDS SUCCESS

COLLABORATION & COMMUNICATION

PARTNERING FOR SUCCESS

SIX STEPS TO SELLING YOUR HOME

PRICING & TIMELINE



PRE-LISTING PREP



MARKETING STRATEGY



SHOWINGS & OPEN HOUSES



NAVIGATING OFFERS



CLOSING & MOVING



PRICING YOUR HOME

One of the most important decisions we'll make together is how to price your home. Strategic pricing isn't just about attracting attention - it's about generating the right interest from qualified buyers early on, which ultimately maximizes your return. Homes that are priced appropriately tend to sell faster, receive stronger offers, and avoid extended time on the market that can lead to reductions and diminished negotiating power.

We take an analytical, data-driven approach when pricing properties. By evaluating recent comparable sales, current market trends, active competition, and your home's unique features, we'll position your property to stand out. Our goal is to establish a price point that reflects fair market value, builds momentum from day one, and gives you confidence as we move toward a successful sale.

While it can be tempting to "test the market" and see what happens, overpricing often leads to unintended consequences. Properties that sit too long without activity can become stigmatized, prompting buyers to wonder what's wrong or assume there's room for negotiation. This can result in fewer showings, lower offers, and ultimately a weaker negotiating position. In many cases, overpriced homes end up selling for less than if they had been priced correctly from the start. By aligning with market realities and buyer expectations, we give your home the best chance to sell quickly, competitively, and on your terms.

ESTABLISHING YOUR HOME'S VALUE

The **SELLER** determines the price. The **BUYER** determines the value.

Your home's debut on the market is one of the most important moments in the entire selling process. It's your best chance to capture attention, generate interest, and create a sense of urgency among serious buyers.

That's why pricing isn't just a number - it's a strategy.

\$ UNDERPRICED	\$ \$ MARKET VALUE	\$ \$ \$ OVERPRICED
<p>Decreases your future buying power</p> <p>Leaves money on the table by undervaluing</p> <p>Buyer may assume something is wrong</p>	<p>Better chance of a bidding war</p> <p>More likely to get an offer at or above list price</p> <p>Likely to sell quickly</p>	<p>May need a price drop, which can raise red flags</p> <p>Likely to sit on the market longer</p> <p>High price tag may deter buyers</p>

PRE-LISTING PREPARATIONS

CLEANING AND SERVICING. We recommend hiring a deep cleaning service before the home comes to market. Short money upfront can go a long way and having your home's mechanical systems serviced now could prevent future issues discovered during a home inspection.

CONSIDER REPAIRS. It never hurts to identify and repair issues ahead of time, such as leaky faucets, drywall repairs, peeling paint, ceiling stains, bathroom caulking, etc. We have a contractor that I can connect you with for any property repairs you want to explore.

KITCHEN AND BATHROOMS. Clear off countertops. Leave your canisters and little else. Maximize the available counter space. These rooms should be gleaming. If unsightly, have the tub re-caulked and remove mineral deposits from the shower walls. Clean the stove, microwave, and refrigerator.

PAINT. Paint goes a long way and is a simple, straightforward way to enhance your home. If needed, investing in paint projects before listing can help cover old blemishes, lighten the appearance of the home, and create higher value perceptions.

LANDSCAPE. The first thing a buyer sees is your front yard; first impressions go a long way and curb appeal matters. Mow the lawn, mulch the beds, plant the flowers, and invest in the exterior appearance of your property.

LESS IS MORE! Less clutter is the best clutter. We want buyers to envision themselves in the space. Less furniture tends to help a room feel larger. Clearing things out now will also make moving a much easier process when your home is sold.

MARKETING TO MAXIMIZE EXPOSURE

At REMAX Results, we pride ourselves on delivering an elevated, property-specific marketing strategy that is curated for each listing to maximize exposure and deliver the highest possible return. In today's digital world, positioning your home in front of the right buyer pool is essential - and that is our top priority.

Every listing benefits from our dedicated in-house marketing team and a comprehensive, tailored approach that goes well beyond the standard. From high-quality photography, to professional video content, print materials and targeted direct mail, to heavily promoted open houses and private events, we ensure your home is showcased with the attention and investment it deserves.

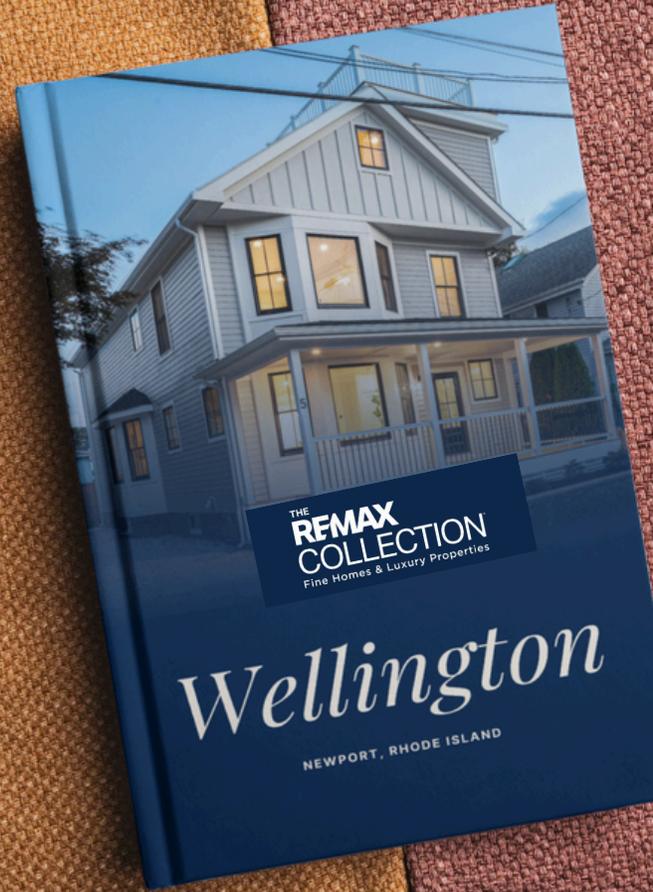
Our goal is establishing digital presence using targeted social media campaigns and online advertising to create meaningful visibility and a sense of urgency that drives competitive interest.

We don't just list homes; we tell their story through thoughtful marketing designed to resonate with qualified buyers.

We work relentlessly for our clients, and our track record of success is a testament to the work we put in. The time, energy, and investment we bring to every listing are unmatched - and we are always focused on delivering exceptional results.

QUALITY CONTENT

Our marketing approach is centered around the story of your home. We believe every property has its own character, and we work to capture that through elevated content and thoughtful presentation. We create high-impact marketing materials that resonate across digital and print platforms. Each campaign is crafted to showcase your home's value, highlight its standout features, and connect with the right audience - both emotionally and visually.



THE
REMAX
COLLECTION
Fine Homes & Luxury Properties

Wellington

NEWPORT, RHODE ISLAND

LUXURY LIVING AWAITS

Luxury living awaits at 5 Wellington Avenue. This 4-bedroom, 4-bathroom gem was meticulously renovated in 2023 and is located in the heart of Downtown Newport. Enjoy living steps off of Thames Street, next to the local restaurants, shops, and marinas - with views of Newport Harbor, New York Yacht Club and Fort Adams from the custom oversized roof deck. Style, sophistication, space and systems were all addressed in this Cordestin designed home and no detail was overlooked in the construction. Italian and Spanish marble and tile adorn the interiors, and custom marble countertops grace each bathroom. The exterior features low-maintenance Hardie board siding and PVC trim, along with an Ipe front porch and mahogany roof deck.

WWW.FTLISTINGLEVERAGE.COM/LUXURY/WELLINGTON

APEX OF NEWPORT LIVING

OVERVIEW

OFFERED AT
2,400,000

ABOUT THE PROPERTY

2023 RENOVATION
HEART OF DOWNTOWN
VIEWS OF NEWPORT HARBOR
ROOFTOP DECK
CORDESTIN DESIGN
KOHLER PRODUCTS

PROPERTY FEATURES

- 4 bedrooms
- 4 bathrooms
- 3,230 sq. ft.
- Roof Top Deck

WATCH PROPERTY VIDEO



EXPERIENCE THE APEX OF NEWPORT LIVING

Stylish, hard-to-find white oak flooring and a custom floor system in the primary bedroom suite. The kitchen boasts high-end appliances including a Sub-Zero fridge and wine fridge in the custom built-in, a Wolf range, Miele dishwasher, and Sigmund Sorenson steam oven. Primary living room ceiling, hand-thatched, a new vinyl flooring system, new stone, granite, and a Bluetooth-enabled surround-sound system. The front entrance and all the bedrooms feature custom American-made wood paneling and antique electrical. Experience the apex of the Newport living.

WWW.FTLISTINGLEVERAGE.COM/LUXURY/WELLINGTON



STUNNING ROOFTOP DECK

ROOFTOP EXPERIENCE





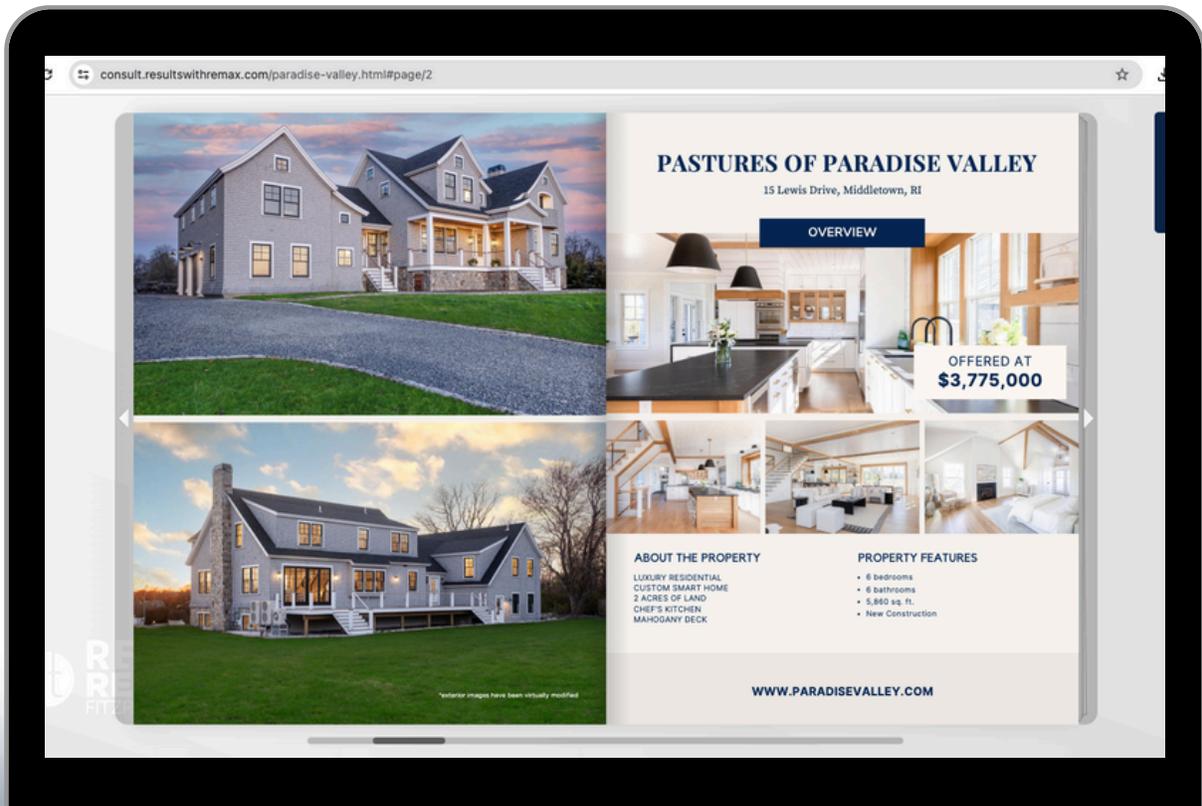
**AWARD-WINNING PHOTOGRAPHY
BY PROFESSIONAL PARTNERS**



Backed by the power of the #1 name in real estate, your home benefits from unmatched brand recognition, global reach, and a network of the most trusted agents in the industry.



REMAX.COM: #1 Real Estate Franchisor Site'
Over 100 Million Visits



YOUR HOME. EVERYWHERE.

In today's digital world, first impressions are made online. The moment your home is listed with us, it's syndicated across hundreds of real estate platforms - including Zillow, Realtor.com, Redfin, and more - ensuring unmatched visibility to active buyers nationwide.

We complement this reach with a refined digital marketing strategy, featuring professional photography, video, social media campaigns, and targeted email outreach. Our goal is to generate interest, spark momentum, and position your home for a successful sale.



LAUNCHING YOUR HOME **THE LISTING IS NOW LIVE!**

We are ready to install the for sale sign, publish your listing on the MLS, and launch a full-scale marketing campaign to create strong early momentum.

This is accomplished by online syndication, direct mail campaigns, social media promotion, email outreach, and targeted contact with buyers and agents.

Our goal is to drive qualified interest from day one. We'll track feedback, monitor activity, and adjust our strategy as needed to stay ahead of the market.

Together, we'll coordinate showings, Open Houses, and ensure your home is positioned properly.



SHOWING EXPECTATIONS

First impressions make a lasting impact, especially when it comes to selling your home.

A clean, well-lit, and comfortably temperate space sets the tone and immediately puts buyers at ease.

Paying attention to small sensory details - like lighting, temperature, scent, and background music - can create an immediate connection and leave a positive, lasting impression.

These thoughtful touches help buyers feel at home the moment they walk in, which can make all the difference.

OPEN HOUSES

For open houses specifically, we don't just *have* them, we *host* them.

Our open houses are an experience, whether it's a summertime BBQ that turns into a neighborhood block party or a luxury event that reflects the caliber of a high-end listing.

We will work together to discuss the most effective way to host an open house at your home.

We invest in creating a memorable atmosphere and have partnered with local businesses like restaurants, bakeries, florists, and even ice cream trucks to make our events stand out.

This approach means more activity, more foot traffic, more competition, and ultimately, the most exposure for your property.

NAVIGATING AND NEGOTIATING YOUR OFFERS

- **REVIEW.** We'll evaluate all offers based on price, terms, contingencies, and buyer strength.
- **COMMUNICATE.** We'll engage with each agent to understand their flexibility and strengthen our position.
- **ADVISE.** You'll get a clear summary, and our recommendation based on the goals we have discussed.
- **NEGOTIATE.** We'll respond strategically — whether that's countering, requesting best and final, or accepting a qualified bid.
- **CONTRACT TO CLOSING.** We'll guide you through inspections, appraisal, and financing to ensure a smooth path to the closing table.



CLOSING DAY

- **UTILITIES.** Be sure to cancel or transfer services effective on the closing date.
- **MOVE OUT.** The home should be broom-swept clean and free of all personal belongings. We are happy to connect you with a qualified moving company if needed.
- **SIGN PAPERWORK.** You'll sign closing documents, and once the deed is recorded, the sale is official.
- **TRANSFER OF POSSESSION.** We'll provide all keys, garage openers, and access items to the buyer.
- **PROCEEDS.** Funds are typically received via wire transfer or check the same day of the closing.



RELOCATION SUPPORT

As part of the RE/MAX global network, we are connected to thousands of top-performing real estate professionals across the world. Whether you're moving across town or across the globe, we can connect you with a trusted agent that we personally know, respect, and trust. Our referral partnerships are strong, and built on real relationships. Wherever life takes you, we have someone great on the other end to help.

THE POWER OF RE/MAX[®]

9,000+

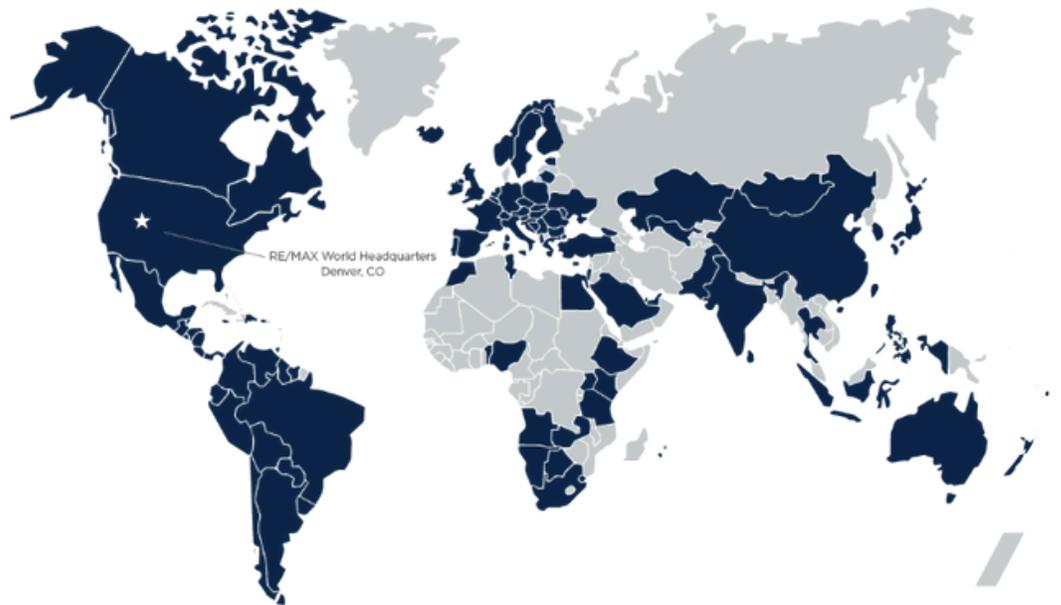
Offices Worldwide
(As of year-end 2023)

140,000+

Agents Worldwide
(As of year-end 2023)

OVER 110

Countries & Territories
(As of year-end 2023)



COMMUNITY FOCUSED, RESULTS DRIVEN

REMAX Results is a full-service real estate brokerage rooted in community values and driven by exceptional results. We believe real estate is more than a transaction — it's a pivotal life moment — and we're honored to guide our clients through it with integrity, insight, and unwavering dedication.

As one of the top offices in the state in 2025, our proven success reflects not only our deep market knowledge and strategic expertise, but also the lasting relationships we've built across Rhode Island, Massachusetts, and Connecticut.

We are committed to delivering a seamless, personalized experience at every stage — combining the power of a global brand with a distinctly local touch. We don't just help people move — we help them move forward with confidence.





REMAX
RESULTS
ANCHOR TEAM