ESTATES ELEVATED BY ANGELICA

Angelica Bermudez

Licensed California Real Estate Salesperson — Move-Up Transactions
Keller Williams Realty Antelope Valley

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LICENSING

LICENSEE
Norma Angelica Bermudez

CALIFORNIA DRE
#02447380

LICENSE TYPE
Real Estate Salesperson

BROKERAGE

FIRM
Keller Williams Realty Antelope Valley

CALIFORNIA DRE
#01378477

LANGUAGES

English and Spanish, read and written. Contracts and disclosures explained in either.

SERVICE AREA

- Santa Clarita
- Palmdale
- Lancaster
- Quartz Hill
- Acton

AVAILABILITY

Full-time. Real estate is not a second occupation.

PROFILE

A full-time California salesperson working a single kind of transaction: a household selling one home and buying the next. Both sides are planned and scheduled as one move, with the financial analysis delivered in writing before anything is listed.

AREAS OF PRACTICE

— **Move-up transactions** — a concurrent sale and purchase for the same household, sequenced as one move

— **Closing sequencing** — sell-first, buy-first, concurrent close or stay, with the gap between closings priced in advance

— **Net-proceeds and carrying-cost analysis** — equity, net proceeds, monthly payment difference and assessed-value reset, modelled before listing

— **Renovation versus relocation analysis** — what the work would cost against what it adds, priced against what a move actually nets

— **Buy-before-you-sell and bridge coordination** — programs accessed through Keller Williams; assessment and coordination only, not lending

— **Listing representation** — pricing, preparation, marketing and negotiation on the sale side of a move

— **Bilingual representation** — English and Spanish through the full transaction

EXPERIENCE

Real Estate Salesperson

Keller Williams Realty Antelope Valley · Palmdale, California

Represents owners moving from one home to the next across the Santa Clarita to Lancaster corridor. Prepares the written pre-listing analysis, sets the closing sequence, and coordinates the sale and the purchase to a single schedule.

Residential Renovation & Resale

Private projects · Southern California

Acquired, renovated and resold single-family homes. Underwrote each purchase before committing — acquisition price against repair budget against realistic resale value — then ran the project: scope, trades, budget and schedule. Every one carried two financial obligations at once and turned on getting the sequence between the purchase and the sale right.

In-Home Supportive Services Provider

County-administered program · California

Daily in-home care for adults with disabilities — personal care, medication schedules and appointments, on a fixed schedule and to a documented standard.

Services, terms and background

CLIENT DELIVERABLES

- The Move-Up Read — one written page before listing
- The closing sequence, in writing
- A written update every week through both closings
- The Move-Up Plan — the four routes and their costs

TOOLS & SYSTEMS

- Multiple Listing Service and syndication
- Comparable-sales and net-sheet analysis
- Keller Williams Command
- Bilingual document review

NOT OFFERED

Not a mortgage loan originator, CPA, tax attorney or financial adviser. Questions in those fields are referred, not guessed at.

SERVICES PROVIDED

— Written pre-listing analysis: net proceeds at three realistic prices, monthly payment difference, assessed-value reset, and the daily cost of a gap between closings — with the assumptions printed alongside

— Comparative market analysis and pricing strategy

— Listing preparation: repair triage, professional photography, and the listing copy reviewed with the client before it goes live

— MLS listing and syndication, neighbourhood and social marketing, bilingual outreach, and open houses on request

— Buyer pre-qualification, offer negotiation, and offers structured to fit the agreed closing sequence

— Coordination of both escrows on one calendar, including rent-back or extended escrow where the gap requires it

— Weekly written status reporting through both closings

CLIENT TERMS

No long-term listing agreement

The engagement may be cancelled at any time. One exception, stated rather than buried: where a buyer she produced is the reason the home sells, that sale remains hers.

Performance-based compensation

What a buyer's agent is paid is the seller's decision, in writing, and is never automatic.

6%	4%	3%
Another agent brings the buyer; the seller decides that side, recommended 3%	She finds the buyer herself	The seller finds their own buyer; she runs the transaction

WHY THIS WORK

We had a house picked out once and passed on it. Every time we worked out how the move would actually happen it stopped making sense — sell first and go where? We were certain we would spend months in an apartment with everything in storage. Nobody explained it, so we let it go.

Almost none of what stopped us was true. There are ordinary ways to hold two closings together, and ways to stay in a home after it sells. It takes someone willing to run the numbers and write them down.

So the work I do now is the work I wanted done for me.

Any figure shown in an example is illustrative — not a past result. Nothing in this document is tax, legal or lending advice, or an offer of financing. Bridge and buy-before-you-sell programs are subject to the lender's own approval and terms. Equal Housing Opportunity.