



## The Wolfe-Pack Team

*In Dreams*

*...Begin Possibilities*

## Sellers Presentation



*Live Your  
Dreams  
In Las Vegas*





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# Presented by The Wolfe-Pack Team



**Century 21**  
Aadvantage Gold  
(702) 243-2100 - Office  
[www.WolfePackHomes.com](http://www.WolfePackHomes.com)



**Saad Ashraf, ABR**  
(702) 524-2974 Mobile

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**Dawn Griffith**  
(702) 528-0614 Mobile

*We Make  
Dreams  
Come True*

Dawn Melanie Saad  
The Wolfe-Pack Team

**For Sale**

**Century 21 - Aadvantage Gold**

**The Wolfe-Pack Team**

Melanie Wolfe • Saad Ashraf • Dawn Griffith

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## Meet the Wolfe-Pack Team



**Melanie Wolfe** was born and raised in Florida. She attended Florida State University where she majored in Interior Design. Melanie bought her first house when she was 18 which sparked her interest in Real Estate. In 1991, Melanie moved to Atlanta, GA and began working as an independent contractor where she developed her skills in sales and marketing. During this time, she began investing in Real Estate and knew that she had a passion for the business.

Melanie was adopted and in 1995 she met her biological mother and father who resided in Las Vegas. After several trips, Melanie knew that she wanted to be a part of the exploding Real Estate Market that Las Vegas offered. Melanie and her husband Saad moved from Atlanta in 2001 to realize their dream.

In 2001 they joined Century 21 Aadvantage Gold and in four short years, they have obtained their A.B.R. Designations, achieved Multi Million Dollar Producer (2002), Master's Ruby (2003) and Centurion Producer (2004) with Century 21 and were recognized in the top 2% of agents Nationwide. One of their goals was to become "By Referral Only" agents and they are proud that in such a short period of time their client base is currently 85% referral and repeat clients.

Melanie and Saad began mentoring agents through the Century 21 Aadvantage Gold Mentor Program and found that they enjoyed helping others reach their goals. Starting a team seemed like a natural progression and in 2004 The Wolfe Pack Team was born.

Melanie embraces life...she loves sports, traveling, entertaining, cooking and experiencing all that life has to offer.

Melanie may be reached at:

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(702) 301-1991 mobile ▪ (702) 568-9442 fax



*Your Dreams... Your Team!*

*We Make  
Dreams  
Come True*



## Meet the Wolfe-Pack Team



Saad Ashraf grew up in Montreal, Quebec, Canada. He moved to the United States in 1991 on a Tennis Scholarship to Georgia State University in Atlanta, GA. Saad earned his Bachelor's Degree in Business Management and his Master's Degree in Sports Management. In 1995, Saad took on the responsibility of coaching the Men's tennis team at GSU and lead the team to 3 straight Conference Championships and the University's first trip to the Tennis Nationals in Athens, GA.

In 2001, Saad and his wife, Melanie moved to Las Vegas specifically to start a Real Estate career. Since they started, they have earned Century 21's "award status" every year including; Multi-Million Dollar Producer (2002), Master's Ruby (2003) and Centurion status (2004). Saad also earned his A.B.R. designation which is the Benchmark for excellence in Buyer's Representation. Saad's favorite part of Real Estate is meeting new people and he excels in marketing and negotiating. Saad prides himself by always representing our clients honestly and ethically.

In his spare time Saad coaches a small group of aspiring junior tennis players. He is also a Sports Enthusiast and loves tennis, hockey and sport fishing.

Saad may be reached at:

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## Meet the Wolfe-Pack Team



**Dawn Griffith** was raised in Clearwater, Florida. In 1988 Dawn moved west to Arizona where she attended the University of Arizona. She transferred to Colorado State University and earned her Bachelors Degree in Human Nutrition and Dietetics. Dawn moved back to Arizona after finishing her degree and worked for the County Health Department as a Nutritionist Supervisor. She started her own business as a Private Consultant in 1998 to be able to spend more time with her son Evan.

In 2000, Dawn and her family moved to Las Vegas where she became a Medical Staffing Director. She began investing in Real Estate and developed a real passion for the business. Her passion and desire were so strong she knew a career in Real Estate was inevitable. Dawn joined the Wolfe Pack Team in 2005.

Dawn is an outdoors enthusiast, Scuba Diving, Playing Golf, Snowboarding & Skiing are some of her favorites. She is a well-rounded person with a huge passion for life.

Dawn may be reached at:

[Dawn@WolfePackHomes.com](mailto:Dawn@WolfePackHomes.com)

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## Meet the Wolfe-Pack Team



Robynne Glenn joined The Wolfe Pack Team in 2004 to design and create the Team's Marketing and Promotional materials. Her area of expertise includes Creative Marketing, Desktop Publishing and Transaction Coordination. Robynne is married to a Boulder City Police Officer and is a proud mom to her 10 year old son Justin, 18 year old daughter Kristen, and a 21 year old son Richard proudly serving in the US Navy. Robynne's creative eye, attention to detail, and enthusiasm make her a valuable asset to the Wolfe Pack Team.

Robynne may be reached at:

[Robynne@WolfePackHomes.com](mailto:Robynne@WolfePackHomes.com)



Cherish Alexander was born with a natural instinct for design. Cherish has been honing her crafts in graphic and web design for about 10 years. She joined the Wolfe Pack Team in 2004 to design and create our website, and through her efforts we can provide up to date information, access to our listings, interactive tools in an easy to navigate website that is invaluable to our clients and our team. Cherish also enjoys writing music, singing, and everything included in the creative arts circle.

Cherish may be reached at:

[violentlypeaceful@earthlink.net](mailto:violentlypeaceful@earthlink.net)

(818) 921-8430 Direct ▪ (818) 269-3212



*Your Dreams... Your Team!*







# Why Use a REALTOR®?

**Your REALTOR® can help you negotiate.** There are a myriad of negotiating factors, including but not limited to price, financing, terms, date of possession and often the inclusion or exclusion of repairs and furnishings or equipment.

**Your REALTOR® provides due diligence during the Evaluation and Inspection of the property.** Depending on the area and property, a complete Home Inspection could include an inspection for termites, mold, faulty structure, roof inspection and a mechanical inspection, including all appliances, electrical, plumbing and air conditioning systems. Your REALTOR® can assist you in finding qualified professionals to do most of these inspections and provide you with written reports.

**Your REALTOR® can guide you through the closing process and make sure everything flows together smoothly.** When selling your home, your REALTOR® can give you up-to-date information on what is happening in the marketplace including the price, financing, terms and conditions of competing properties. These are essential factors in getting your property sold at the best price, quickly and with minimum hassle.

**Your REALTOR® markets your property to other real estate agents and the public.** Often, your REALTOR® can recommend repairs or cosmetic work that will significantly enhance the salability of your property. Your REALTOR® markets your property to other real estate agents and the public. In many markets across the country, over 50% of real estate sales are cooperative sales; that is, a real estate agent other than yours brings the buyer. Your REALTOR® acts as the marketing coordinator, disbursing information about your property to other real estate agents through the Multiple Listing Service (MLS) and/or other marketing efforts such as mass email alerts, color flyers, broker open houses, broker tours and much more.

**Your REALTOR® will know when, where and how to advertise your property.** There is a misconception that advertising sells real estate. The NATIONAL ASSOCIATION OF REALTORS® studies show that 82% of real estate sales are the result of agent contacts through previous clients, referrals, friends, family and personal contacts. When a property is marketed with the help of your REALTOR®, you do not have to allow strangers into your home. Your REALTOR® will generally prescreen and accompany qualified prospects through your property.

**Your REALTOR® can help you objectively evaluate every buyer's offer without compromising your marketing position.** Your REALTOR® can help you understand and negotiate a win-win agreement with a prospective buyer.

**Your REALTOR® can help close the sale of your home.** Questions may arise. For example, unexpected repairs are required to obtain financing or a cloud in the title is discovered. The required paperwork alone is overwhelming for most sellers. Your REALTOR® is the best person to objectively help you resolve these issues and move the transaction to closing on time.





# PERFORMANCE GUARANTEE

The most important part of listing a home with an agent is not what the agent does and says to get the listing, but what they do with the listing once they have it. The agent's marketing program & performance will affect how quickly a home sells and the net proceeds the seller receives. "Highest Net...Shortest Time...Fewest Inconveniences."

You have our personal guarantee that we will do the following to market your home:

- We will help you make your home more marketable & more appealing. With our guidance and your assistance, your home will become as attractive as possible to potential buyers.
- We offer an aggressive marketing plan that captures *100% of the available buyer pool*.
- We offer the best advertising in the business.
- Our Company's sign will be placed in your front yard. It brings with it the power of thousands of agents and millions of dollars worth of brand recognition.
- We offer an aggressive *Choose a Neighbor* program.
- An extremely professional informational & photo flyer will be created for your home. This brochure is color and will feature top quality photos.
- We will hold Open Houses, if appropriate.
- We follow-up with the showing agent each time a buyer views your home. We want you to know what buyers & agents who have viewed your home are thinking.
- We offer the best personal and company referral networks in the real estate industry.
- Your home will be exposed to thousands of buyers, locally, nationally and internationally through our aggressive computer generated direct and indirect marketing program.
- We do a weekly Market Analysis to assure your home is still competitive in the marketplace.
- We work extremely hard to build and maintain a high level of community identity and recognition. Our image is a pipeline that will funnel potential buyers into your home.
- We offer the professionalism and guidance necessary to price your home correctly.
- We communicate with and update you on the status of your home.
- We offer a Service-Team that includes: assistants, a closing group, multiple lenders, a title company and several home-related vendors.

An agent's relationship with the rest of the real estate community, if positive, is a very powerful marketing tool. We have worked very hard to develop quality relationships with our peers. We actively and aggressively market your home to the other agents in the area.



## PERFORMANCE GUARANTEE (CONTINUED)

- We will expose your home to thousands of other agents by displaying it in the MLS System (Multiple Listing Service).
- We don't wait around hoping another agent will find your home in the MLS System and sell it. We aggressively seek buyers by actively marketing your home.
- We offer incentive and convenience items, such as a lock box, to encourage buyer showings.
- We will stand by you for life. We never forget that this is your home, not ours. Your satisfaction is far more important to us than a commission check.
- We are not afraid to spend money to maximize the exposure your home receives.
- We offer a step-by-step, organized and extremely effective marketing plan that has proven itself to be the most powerful and successful home selling system in the world.
- Our and our company's recognition and image are extremely beneficial to you.
- We offer specific goals. Our goals include getting the best possible price, in the shortest amount of time, for your home. We also want to market your home with the fewest possible inconveniences to you.
- We access 100% of the Buyer Pool. We draw buyers from the real estate community, from signs, from advertising, from our internationally recognized name, from thousands of referral contacts, from National and International Relocations and from many, many other sources.
- We know the real estate business! Our knowledge comes from both formal Real Estate education and from the hands-on experience of closing many Real Estate transactions. When you hire us, you are hiring true professionals!

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Our goal is to have you be amazed with the quality of our services. You have our personal guarantee that you will never find a more complete and satisfying real estate service anywhere in the world.

**Your SATISFACTION is our only purpose.**  
**(We work hard to earn your referrals)**

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# How We Sell Your Property

- **The Wolfe-Pack team works 7 days a week**
- Listing is placed on the MLS System (Multiple Listing Service)
- Direct Mail Marketing - Flyers, Postcards, Mass Mail
- Internet Marketing Exposure on a Variety of Web-Sites
- Home Tour Flyers given to the agents in our office (800+ agents)
- Email your listing to licensed agents in Las Vegas (14,000+ agents)
- Put your house on Broker Tour for Professional Feedback & Exposure
- Broker Tours for Professional Feedback
- **National and Worldwide Exposure of property through Century 21 Websites**
- Visibility of Century 21 in all of our Direct Mail Efforts
- We Cooperate with ALL agents (Full 3% commission given to buyer's agents)
- Send our new listings to our Present and Past Clients
- Open Houses (If Appropriate)
- Century 21 Yard Sign
- We Will Help you Maximize your Home's Appeal
- Financially Qualify all Buyers before Showing your property
- Financing Alternatives are Explored and We Communicate with Lenders
- Represent you when offers are received
- Review Net Proceeds with you
- **Frequent Follow-up**
- Monitor Market Activity

## REPUTATION OF QUALITY SERVICE

### **Century 21 - Aadvantage Gold** **The Wolfe-Pack Team**

Melanie Wolfe ▪ Saad Ashraf ▪ Dawn Griffith

[www.WolfePackHomes.com](http://www.WolfePackHomes.com)



## 6 Reasons a Home Will or Will Not Sell

### 1) LOCATION:

**No Control**

### 2) MARKET CONDITION:

**No Control.** We do, however, constantly analyze market conditions to assure that your home is competitive with like properties in the marketplace. We will be in constant communication with you to make you aware of market trends. You will then be able to make sound decisions based on reliable information.

### 3) TERMS OF SALE:

**Seller's Control.** We will help you with innovative ideas if needed.

### 4) CONDITION OF THE HOME:

**Seller's Control.** We will help you stage your home to make it as appealing as possible to the buying public.

### 5) PRICE:

**Seller's Control.** It is our responsibility to educate you as what buyers have been willing to pay for properties comparable to yours. We will offer guidance and information, but the final pricing decision is yours.

### 6) MARKETING:

**This is our area of expertise.** We work aggressively and persistently to assure that your home is exposed to as many potential buyers as possible.

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## **“EXCEPTIONAL BUY” CRITERIA (What Buyers Will Look For)**

- . Within 3% of agent’s recommended price**
- . Easy to show (no showing restrictions, Lockbox on home)**
- . Full 3% commission offered to Buyer’s Agent**
- . 6 Month Listing Contract**

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## EXCEPTIONAL BUY

Even in a seller's market, there are a percentage of homes that never sell. Locally, approximately 52% of all listings on MLS do not sell. The basis of the Exceptional Buy program is to acknowledge those sellers that are serious enough about selling that they did everything we, the listing agents, suggested.

As seen by the accompanying Exceptional Buy Criteria, any seller that would comply with these four points wanted very much to sell their home. By subscribing to these criteria, the odds of selling increase dramatically; so much so that we would spend extra money and time to market the home.

Wouldn't you be willing to spend more on a home that you knew would sell? Extra marketing would include individual property brochures and special advertising. The copy of my Exceptional Buy advertising shows how those properties were separated from the balance of the listings that were not quite as motivated.

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# ASK TOO MUCH, RECEIVE TOO LITTLE!

On average, homes that are on the market for 4 weeks or less, actually sell for near or above full price. As the length of time a home is on the market increases, the difference between the asking price and the selling price also increases. A house that is on the market for 4 to 12 weeks, on average, sells for 5% less than the asking price. If a property is available for 13 to 24 weeks, the selling price, on average, is 6.5% less than the asking price. If a home is For Sale for more than 24 weeks, the owner can expect to receive only 90% or less of his asking price.

## OVER PRICING = LOWER NET PROFITS



## The Significance?

It's simple! A homeowner, who prices his property competitively, at the beginning of the marketing process, usually receives a greater net profit. A property owner, who wants to start high, to see what happens or to leave room for negotiating, often receives less than the property's actual market value.

## The hazards of overpricing include:

- Reduces net profit
- Lowers agent and buyer response
- Minimizes offers
- Creates a "Reputation problem"
- Increases risk of appraisal problems
- Lengthens marketing time
- Limits financing
- Causes frustration, false hopes and inconveniences



## YOUR PROPERTY'S VALUE IS DETERMINED BY:

- Today's Marketplace
- The competing properties available to Buyer
- The available financing
- The buyer's perceptions of your homes overall condition and appeal
- The general economic condition in the area
- What buyers have been willing to pay for like properties
- Supply and demand factors
- Location

## YOUR PROPERTY'S VALUE IS NOT DETERMINED BY:

- What you have invested into the home
- What you need or want out of the property
- A bank or tax appraisal
- What you heard a neighbor's home sold for
- Insured value
- The cost of the next home you wish to purchase

## WARNING SIGNS THAT A PROPERTY IS NOT PRICED OR CONDITIONED PROPERLY:

**WARNING SIGN #1:** If Realtors are not previewing your home, or if they preview and do not show it, it is being eliminated because of price or condition.

**WARNING SIGN #2:** If buyers are being shown your home with no results, the buyers are finding better properties to purchase. They are eliminating your home from consideration because it is not competitive in the marketplace.

## HOW DO YOU MAKE YOUR HOME A "10" IN THE MARKETPLACE?

- Make it sparkle.
- Make it the most appealing home on the market.
- Offer the best terms possible.

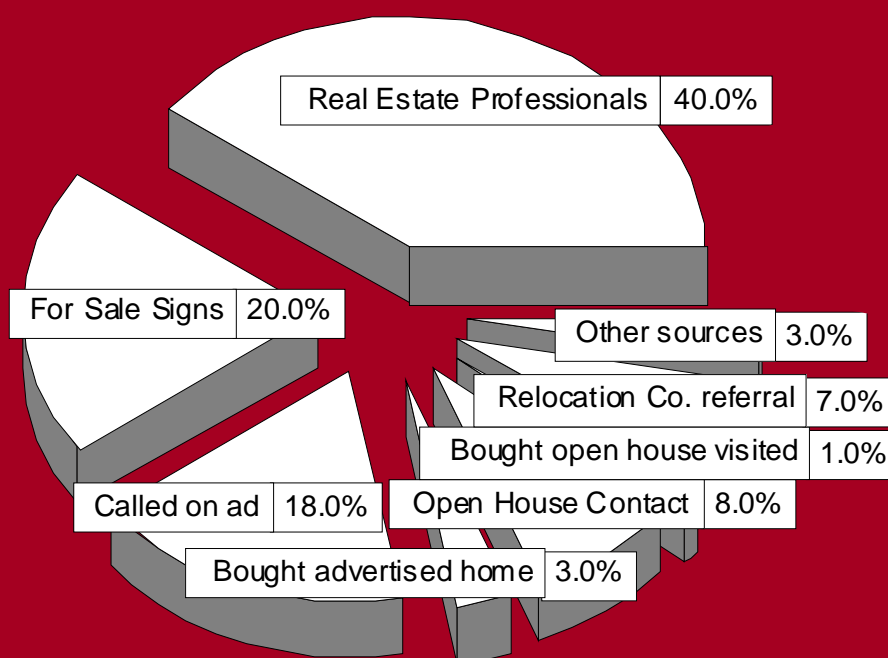
**Price it to be competitive with like properties**





## FROM WHERE DO BUYERS COME?

Buyers come from . . . ?



Our aggressive direct marketing efforts  
increase the source of  
potential buyers for your home by an

**ADDITIONAL 50% !!**



## 75% OF HOMEBUYERS START THEIR SEARCH ON THE WEB...

### REAL ESTATE

**The Wolfe-Pack Team**

Century 21 Aadvantage Gold

Century 21 (Main Site)

REALTOR®

GLVAR

Homes.com



[www.WolfePackHomes.com](http://www.WolfePackHomes.com)

[www.AadvantageGold.com](http://www.AadvantageGold.com)

[www.Century21.com](http://www.Century21.com)

[www.Realtor.com](http://www.Realtor.com)

[www.LasVegasRealtor.com](http://www.LasVegasRealtor.com)

[www.Homes.com](http://www.Homes.com)

When You Are on **REALTOR.com**, Your Listings Shown on these Major Portals!

### WEBSITE COMMUNITIES

Homestore

AOL.com

MSN.com

Wall Street Journal

Netscape

CompuServe

Digital City

iWon

Excite

Juno

NetZero

Monster Moving

Chicago Sun Times

TBO (Tampa Bay Online)



[www.HomeStore.com](http://www.HomeStore.com)

[www.AOL.com](http://www.AOL.com)

[www.MSN.com](http://www.MSN.com)

[www.TheWallStreetJournal.com](http://www.TheWallStreetJournal.com)

[www.Netscape.com](http://www.Netscape.com)

[www.CompuServe.com](http://www.CompuServe.com)

[www.DigitalCity.com](http://www.DigitalCity.com)

[www.IWon.com](http://www.IWon.com)

[www.Excite.com](http://www.Excite.com)

[www.Juno.com](http://www.Juno.com)

[www.NetZero.com](http://www.NetZero.com)

[www.MonsterMoving.com](http://www.MonsterMoving.com)

[www.ChicagoSunTimes.com](http://www.ChicagoSunTimes.com)

[www.TBO.com](http://www.TBO.com)





## Internet Broadcasting Systems Inc. which include all these local portals

<a href="http://WNBC.COM">WNBC.COM</a>	WNBC-NEW YORK, NY	<a href="http://THEMILWAUKEECHANNEL.COM">THEMILWAUKEECHANNEL.COM</a>	WISN-MILWAUKEE, WI
<a href="http://NBC4TV.COM">NBC4TV.COM</a>	KNBC-LOS ANGELES, CA	<a href="http://CHANNELCINCINNATI.COM">CHANNELCINCINNATI.COM</a>	WLWT-CINCINNATI, OH
<a href="http://NBC5.COM">NBC5.COM</a>	WMZQ-CHICAGO, IL	<a href="http://THECAROLINACHANNEL.COM">THECAROLINACHANNEL.COM</a>	WYFF-GREENVILLE, SC
<a href="http://NBC10.COM">NBC10.COM</a>	WCAU-PHILADELPHIA, PA	<a href="http://CHANNEL3000.COM">CHANNEL3000.COM</a>	WISC-MADISON, WI
<a href="http://NBC11.COM">NBC11.COM</a>	KNTV-SAN FRANCISCO, CA	<a href="http://THEJACKSONCHANNEL.COM">THEJACKSONCHANNEL.COM</a>	WAPT-JACKSON, MS
<a href="http://THEBOSTONCHANNEL.COM">THEBOSTONCHANNEL.COM</a>	WCVB-BOSTON, MA	<a href="http://THECHAMPLAINCHANNEL.COM">THECHAMPLAINCHANNEL.COM</a>	WPTZ-PLATTSBURGH, NY
<a href="http://THEWMURCHANNEL.COM">THEWMURCHANNEL.COM</a>	WMUR-MANCHESTER, NH	<a href="http://WJACTV.COM">WJACTV.COM</a>	WJAC-JOHNSTOWN, PA
<a href="http://NBC51.COM">NBC51.COM</a>	KXAS-DALLAS, TX	<a href="http://KFOXTV.COM">KFOXTV.COM</a>	KFOX-EL PASO, TX
<a href="http://NBC4.COM">NBC4.COM</a>	WRC-WASHINGTON, DC	<a href="http://WXII12.COM">WXII12.COM</a>	WXII-WINSTON, SALEM, NC
<a href="http://WSBTV.COM">WSBTV.COM</a>	WSB-ATLANTA, GA	<a href="http://THEHOMETOWNCHANNEL.COM">THEHOMETOWNCHANNEL.COM</a>	KHBS-FT. SMITH, AR
<a href="http://CLICKONDETROIT.COM">CLICKONDETROIT.COM</a>	WDIV-DETROIT, MI	<a href="http://KRXI-TV.COM">KRXI-TV.COM</a>	KRXI-RENO, NV
<a href="http://CLICK2HOUSTON.COM">CLICK2HOUSTON.COM</a>	KPRC-HOUSTON, TX	<a href="http://THEKSBWCHANNEL.COM">THEKSBWCHANNEL.COM</a>	KSBW-MONTEREY, CA
<a href="http://KIROTV.COM">KIROTV.COM</a>	KIRO-SEATTLE, WA	<a href="http://THEBAKERSFIELDCHANNEL.COM">THEBAKERSFIELDCHANNEL.COM</a>	KERO-BAKERSFIELD, CA
<a href="http://CHANNEL4000.COM">CHANNEL4000.COM</a>	MINNEAPOLIS, MN	<a href="http://WTOV9.COM">WTOV9.COM</a>	WTOV-STEUBENVILLE, OH
<a href="http://MORETV32.COM">MORETV32.COM</a>	WMOR-TAMPA, FL	<a href="http://NBC4COLUMBUS.COM">NBC4COLUMBUS.COM</a>	WCMH-COLUMBUS, OH
<a href="http://CLICK10.COM">CLICK10.COM</a>	WPLG-MIAMI, FL	<a href="http://WSOCTV.COM">WSOCTV.COM</a>	WSOC-CHARLOTTE, NC
<a href="http://NBC6.NET">NBC6.NET</a>	WTVJ-MIAMI, FL	<a href="http://NBC17.COM">NBC17.COM</a>	WNCN-RALEIGH, NC
<a href="http://NEWSNET5.COM">NEWSNET5.COM</a>	WEWS-CLEVELAND, OH	<a href="http://WRAL.COM">WRAL.COM</a>	WRAL-RALEIGH, NC
<a href="http://THEDENVERCHANNEL.COM">THEDENVERCHANNEL.COM</a>	KMGH-DENVER, CO	<a href="http://THEKANSASCITYCHANNEL.COM">THEKANSASCITYCHANNEL.COM</a>	KMBC-KANSAS CITY, MO
<a href="http://THEKCRACHANNEL.COM">THEKCRACHANNEL.COM</a>	KCRA-SCARAMENTO, CA	<a href="http://CLICKONSA.COM">CLICKONSA.COM</a>	KSAT-SAN ANTONIO, TX
<a href="http://WESH.COM">WESH.COM</a>	WESH-ORLANDO, FL	<a href="http://NBC13.COM">NBC13.COM</a>	WVTM-BIRMINGHAM, AL
<a href="http://LOCAL6.COM">LOCAL6.COM</a>	WKMG-ORLANDO, FL	<a href="http://THEWPBFCHANNEL.COM">THEWPBFCHANNEL.COM</a>	WPBF-WEST PALM BEACH, FL
<a href="http://ORLANDOWEATHER.COM">ORLANDOWEATHER.COM</a>	WESH-ORLANDO, FL	<a href="http://THENEWORLEANSCHANNEL.COM">THENEWORLEANSCHANNEL.COM</a>	WDSU-NEW ORLEANS, LA
<a href="http://WFTV.COM">WFTV.COM</a>	WFTV-ORLANDO, FL	<a href="http://CHANNELOKLAHOMA.COM">CHANNELOKLAHOMA.COM</a>	KOCO-OKLAHOMA CITY, OK
<a href="http://THEPITTSBURGHCHANNEL.COM">THEPITTSBURGHCHANNEL.COM</a>	WTAE-PITTSBURGH, PA	<a href="http://THENEWMEXICOCHANNEL.COM">THENEWMEXICOCHANNEL.COM</a>	KOAT-ALBUQUERQUE, NM
<a href="http://WPXI.COM">WPXI.COM</a>	WFTV-ORLANDO, FL	<a href="http://THEWGLCHANNEL.COM">THEWGLCHANNEL.COM</a>	WGL-LANCASTER, PA
<a href="http://THEWBALCHANNEL.COM">THEWBALCHANNEL.COM</a>	WBAL-BALTIMORE, MD	<a href="http://TURNTO10.COM">TURNTO10.COM</a>	WJAR-PROVIDENCE, RI
<a href="http://THEINDYCHANNEL.COM">THEINDYCHANNEL.COM</a>	WRTV-INDIANAPOLIS, IN	<a href="http://THELOUISVILLECHANNEL.COM">THELOUISVILLECHANNEL.COM</a>	WLKY-LOUISVILLE, KY
<a href="http://THESANDIEGOCHANNEL.COM">THESANDIEGOCHANNEL.COM</a>	KGTV-SAN DIEGO, CA	<a href="http://NEWS4JAX.COM">NEWS4JAX.COM</a>	WJXT-JACKSONVILLE, FL
<a href="http://NBCSANDIEGO.COM">NBCSANDIEGO.COM</a>	KNSD-SAN DIEGO, CA	<a href="http://WHIO-TV.COM">WHIO-TV.COM</a>	WHIO-DAYTON, OH
<a href="http://NBC30.COM">NBC30.COM</a>	WVIT-HARTFORD, CT	<a href="http://THEIOWACHANNEL.COM">THEIOWACHANNEL.COM</a>	KOCH-DES MOINES, IA



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Wolfe Pack Homes .com

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OUR FEATURED HOMES

DREAM HOME FINDER

NEW HOME SEARCH

L.V. NEIGHBORHOODS

BUYER & SELLER INFO

CHARITY

SHOWCASE HOME

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Century 21 AADVANTAGE GOLD

MOVING & RELOCATION

COMMUNITY INFO

REAL ESTATE NEWS

TESTIMONIALS

PREFERRED VENDORS

MORTGAGES

CONTACT US

HOME

Dawn Griffith, Melanie Wolfe and Saad Ashraf

Honesty is Priority #1!!!  
YOUR REALTORS® FOR LIFE  
Excellent at finding good deals  
Committed to providing the best service  
Believe in Long Term Relationships  
Available by Appointment.

WE MAKE DREAMS COME TRUE

Buyer

Download our buyer and/or seller presentations

Seller

THE NEW STIR: High Rise condos in Vegas.

© 2005 Melanie A. Wolfe, P.C. e. [info@TheWolfePack.com](mailto:info@TheWolfePack.com)  
9420 W. Sahara Ave. #200, Las Vegas, NV 89117  
Office (702) 243-2100 / Fax (702) 243-2121  
Site design by: [VP Design](#)

We offer **24/7** access to our website where your home will be featured!  
This is just another way we work hard to market your home and provide quality service  
to our clients and bring buyers and sellers together.





# MARKETING ON THE WEB

MOVING & RELOCATION	COMMUNITY INFO	REAL ESTATE NEWS	TESTIMONIALS
PREFERRED VENDORS	MORTGAGES	CONTACT US	HOME
	<b>9312 Jadecrest Dr.</b> Las Vegas MLS# 534587	Entertainer's Delight in an Awesome Neighborhood <b>Price: \$459,000</b>	
	<b>Turnberry Towers-2747 Paradise Rd. # 504</b> Las Vegas MLS# 523271	Captivating Elegance at Turnberry Towers!! <b>Price: \$990,000</b>	
	<b>3722 Rock Dove Way</b> ALIANTE MLS# 505438	GATED IN ALIANTE! POOL & SPA! MUST SEE! <b>Price: \$5425,000</b>	
	<b>613 Lively Fiesta Way</b> Henderson MLS# 499084	Pebble Tech Pool with Waterfall and Spa!!!! <b>Price: \$315,000</b>	
	<b>2017 Poppywood Ave</b> Henderson MLS# 499913	55+ Sun City Mac Donald Ranch <b>Price: \$369,900</b>	
	<b>Mount Hood St.</b> Las Vegas MLS# 397270	Upgraded to the MAX!! <b>Price: \$299,900</b>	
	<b>Jasper Creek</b> Las Vegas	POOL & SPA <b>Price: \$350,000</b>	

## Featured Homes

Our clients and customers have 24hr access to the featured homes section on

[www.WolfePackHomes.com](http://www.WolfePackHomes.com)

Whether you are in the market to purchase a home or if you have your home listed, this website is a great source of information and just one of the great ways we market your home.



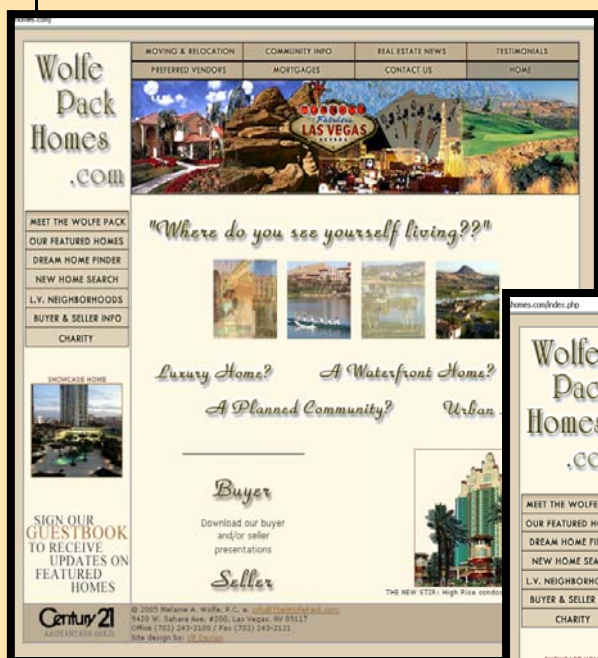
# Your Dreams... Your Team!

You will find valuable tools and information at

[www.WolfePackHomes.com](http://www.WolfePackHomes.com)

on Local Schools, Communities, Service Professionals, Real Estate News and much more!!!

(We are just a click away!)



Our goal is to provide you quality service for all your Real Estate needs. If you are in the market for a new home, our Website provides useful tools and features with current information on our growing community.

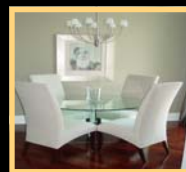
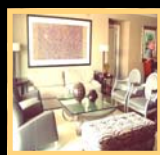
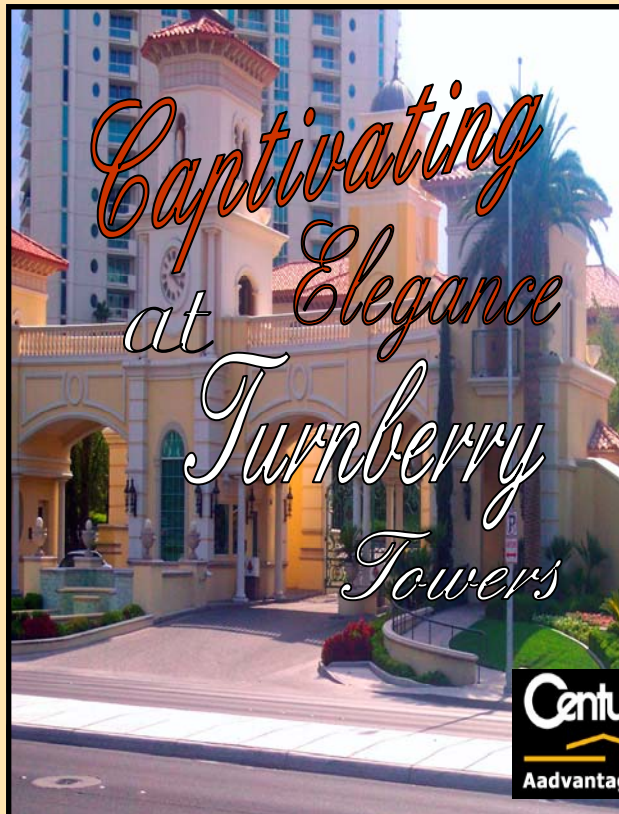
We want you to Live Your *Dreams* in Vegas!







## JUST LISTED POSTCARD STYLIZED



*Just Listed*

2747 Paradise Road#504

Fully Furnished  
Professionally Decorated  
With  
Sterling Membership  
Included!

Our Marketing is Creative and Unique. It stands out  
from the rest to give your home more exposure.



## STYLIZED POSTCARD BACK



The Wolfe-Pack Team

**Dawn Griffith** 702-528-0614

**Melanie Wolfe** 702-301-1991

**Saad Ashraf** 702-524-2974

**Fax** 702-243-2121



9420 W. Sahara Ave  
#200  
Las Vegas NV 89117

[www.WolfePackHomes.com](http://www.WolfePackHomes.com)

For More Information or a Private Showing...Please Call Dawn or a Team Member

- 2,050 S.F.
- 2 Master Bedrooms & 2 1/2 Baths
- Hardwood and Marble Flooring
- Surround Sound
- Built-In Entertainment Center  
W/ Pop up Television
- Crown Moulding w/ Up Lighting
- Custom Draperies
- Custom Closets
- Jacuzzi Tub
- Sub-Zero Refrigerator
- Gaganeau Oven/Stove
- Wine Refrigerator
- Patios off each Master
- Sterling Membership. Inc.



Offered at  
\$990,000

*If your home is already listed this is not a solicitation for your business.*





## JUST LISTED POST CARDS





### Just Listed!!!



**3722 Rock Dove Way**



Front

Back



**The Wolfe-Pack Team**

*In Dreams...Begin Possibilities*

**Century 21 Advantage Gold**  
 9420 W. Sahara, Suite 200 Las Vegas, NV 89117  
**Dawn-702-528-0614 Melanie-702-301-1991 Saad-702-524-2974**  
[www.WolfePackHomes.com](http://www.WolfePackHomes.com)  
**Dawn Griffith, Melanie Wolfe, ABR, Saad Ashraf, ABR**



REALTORS®

If you or anyone you know are interested in this home...Please contact The Wolfe-Pack Team!

- Gated in Alliant!!!
- 2 B \*\*2 BA \*\*Approx: 1970 S.F.
- Granite Counters w/ Backsplash
- Upgraded Carpet & Ceiling Fans in all rooms
- R/O System \*\*Security System \*\*Custom Closets
- Mountain Views

*Immaculate with Upgrades Galore!!  
 Sparkling Pool w/Waterfall, Spa & Kool Decking!*

**Offered At:**

**\$400,000**



If your home is already listed this is not a solicitation for your business





# JUST SOLD POST CARDS



Front

Back



**The Wolfe-Pack Team**

*In Dreams...Begin Possibilities*

**Century 21 Advantage Gold**  
 9420 W. Sahara, Suite 200 Las Vegas, NV 89117  
**Dawn-702-528-0614 Melanie-702-301-1991 Saad-702-524-2974**  
[www.WolfePackHomes.com](http://www.WolfePackHomes.com)  
**Dawn Griffith, Melanie Wolfe ABR, Saad Ashraf ABR**

REALTORS®



If you or anyone you know are interested in this home...Please contact The Wolfe-Pack Team!

- Gated in Alliant!!!
- 2 B \*\*2 BA \*\*Approx: 1970 S.F.
- Granite Counters w/ Backsplash
- Upgraded Carpet & Ceiling Fans in all rooms
- R/O System \*\*Security System \*\*Custom Closets
- Mountain Views

**Selling Price:**

**\$400,000**

Immaculate with Upgrades Galore!!  
 Sparkling Pool w/Waterfall, Spa & Kool Decking!



If your home is already listed this is not a solicitation for your business



# A Must See in Sun City MacDonald Ranch



## The "Wolfe-Pack" Team

Melanie Wolfe, ABR: 702-301-1991  
Saad Ashraf, ABR: 702-524-2974  
Dawn Griffith: 702-528-0614  
Fax: 702-243-2121



**Aadvantage Gold**

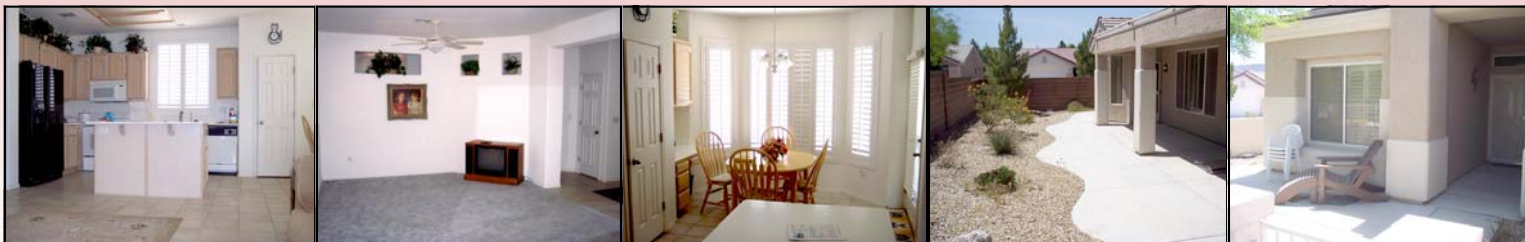
9420 W. Sahara Ave. # 200 Las Vegas NV 89117

- ◆ Approx. 1649 SF
- ◆ Courtyard Entry
- ◆ Bright Open Floor Plan
- ◆ 2 Bedrooms, 2 Baths
- ◆ Custom Closet in Master Bedroom
- ◆ Murphy Bed in 2nd Bedroom
- ◆ Kitchen Island
- ◆ Plantation Shutters
- ◆ Corian Counters

**55+  
Age  
Restricted  
Community**

**MLS # 499913**

**Offered at: \$335,000**



Please call a Team Member for more information or a private showing.

[www.WolfePackHomes.com](http://www.WolfePackHomes.com)







The  
Wolfe Pack Team

**Call Now**

**Dawn:**  
702-528-0614

**Melanie:**  
702-301-1991

**Saad:**  
702-524-2974

**Fax:**  
702-243-2121



**Just Listed!!!**

**Immaculate!  
Upgrades  
Galore!!!**

- **Gated Community in Aliante**
- **3 B, 2 BA, & Den, 1970 S.F.**
- **Mountain Views**
- **Granite Counters with Backsplash**
- **R/O System**
- **Ceiling Fans in ALL rooms**
- **Upgraded Carpet & Tile**
- **Pool with Waterfall & Spa**
- **Kool Decking**
- **Security System**
- **Custom Closets**

**Offered At:**

**\$ 425,000**

[www.WolfePackHomes.](http://www.WolfePackHomes.)

**Century 21**  
Aadvantage Gold

*In Dreams.....Begin Possibilities*





# 3722 Rock Dove Way

**Exterior Amenities :** This beautiful single story, DR Horton Home is located in the *Manor at Aliante*. The Gated Community is convenient to parks, shopping and the 215.

**Interior Amenities :** This home is Bright, Open and Perfect for Entertaining. It boasts Vaulted Ceilings, a Foyer Entrance, Ceiling Fans in all rooms, Security System, 16 inch Ceramic Tile, Upgraded Carpet and Neutral Paint.

**Backyard:** Enjoy your backyard Barbeques in serenity. The backyard has a Sparkling Pool with a Waterfall Feature, Spa, Covered Patio and Kool Decking. The outdoor lighting is also equipped with motion detectors.

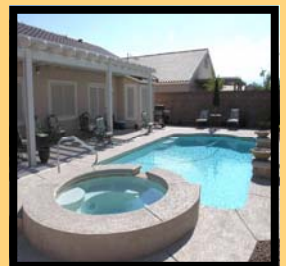
**Kitchen:** If you love to cook or entertain you will love the spaciousness of this kitchen. It has Granite Counters including an Island, Built-in Microwave, Ceramic Tile, Upgraded Appliances, Upgraded Granite Composite Sink, plenty of Cupboard Space and Breakfast Nook.

**Master Bedroom and Bath :** This spacious Master Bedroom has Vaulted Ceilings, a Bay Window with Window Seat, Upgraded Carpet and a Ceiling Fan. The Master Bath has a Garden Tub and Separate Shower, Ceramic Tile and His & Her Sinks. The large walk-in Closet has Custom Cabinets.

**Living Room/Great Room :** The Great Room off the kitchen has a Fireplace, Upgraded Carpet & Tile, Vaulted Ceilings, Pot Shelves and a Ceiling Fan.

**If you or anyone you know is interested in this home.  
Please Call**

Saad-702-524-9174 ▪ Melanie-702-301-1991 ▪ Dawn-702-528-0614





# You are Cordially Invited to a V.I.P. OPEN HOUSE

 <b>Century 21</b> <b>Advantage Gold</b>  9420 W. Sahara Ave #200 Las Vegas, NV 89117 (702) 243-2100 - Office (702) 243-2121 - Fax	 <b>Dawn Melanie Saad</b>  <b>The Wolfe-Pack Team</b> <b>REALTORS®</b>	<b>Saad Ashraf, ABR</b> (702) 524-2974 Mobile, (702) 568-9442 Fax <b>Melanie Wolfe, ABR</b> (702) 301-1991 Mobile, (702) 568-9442 Fax <b>Dawn Griffith</b> (702) 528-0614 Mobile, (702) 543-8053 Fax  <a href="http://www.WolfePackHomes.com">www.WolfePackHomes.com</a>  <i>We Make</i> <b>Dreams</b> <i>Come True</i>
<small>Each Office is independently owned and operated</small>		

Saturday  
October 6, 2005  
2:00 p.m.—5:00 p.m.

*Welcome!*

777 Possibility Way  
Las Vegas NV 89134

**Refreshments will be served.**

For your comfort and convenience...  
the current owners will not be present.



## Attention:

Please take just a minute to complete and return the following questionnaire:

Please accept this as a sincere thank you for showing our listing at:

**777 Possibility Way**

---

Your effort is very much appreciated!

### ***THE FAX AND NOTHING BUT THE FACTS***

- \_\_\_\_\_ My buyer liked the home and may consider writing an offer.
- \_\_\_\_\_ The home did not fit my buyer's needs and he/she has no further interest.  
Reason: \_\_\_\_\_
- \_\_\_\_\_ The home is well-priced.
- \_\_\_\_\_ The asking price of this home needs to be adjusted.  
It should be \$ \_\_\_\_\_
- \_\_\_\_\_ This home shows well.
- \_\_\_\_\_ The following could be done to make this home more attractive to the  
Buying Public: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Please be assured that the source of this information will be kept confidential.  
Thank you once again for your effort and consideration.

**Please return fax to:**

**The Wolfe-Pack Team**

**243-2121 Fax**

**[www.WolfePackHomes.com](http://www.WolfePackHomes.com)**

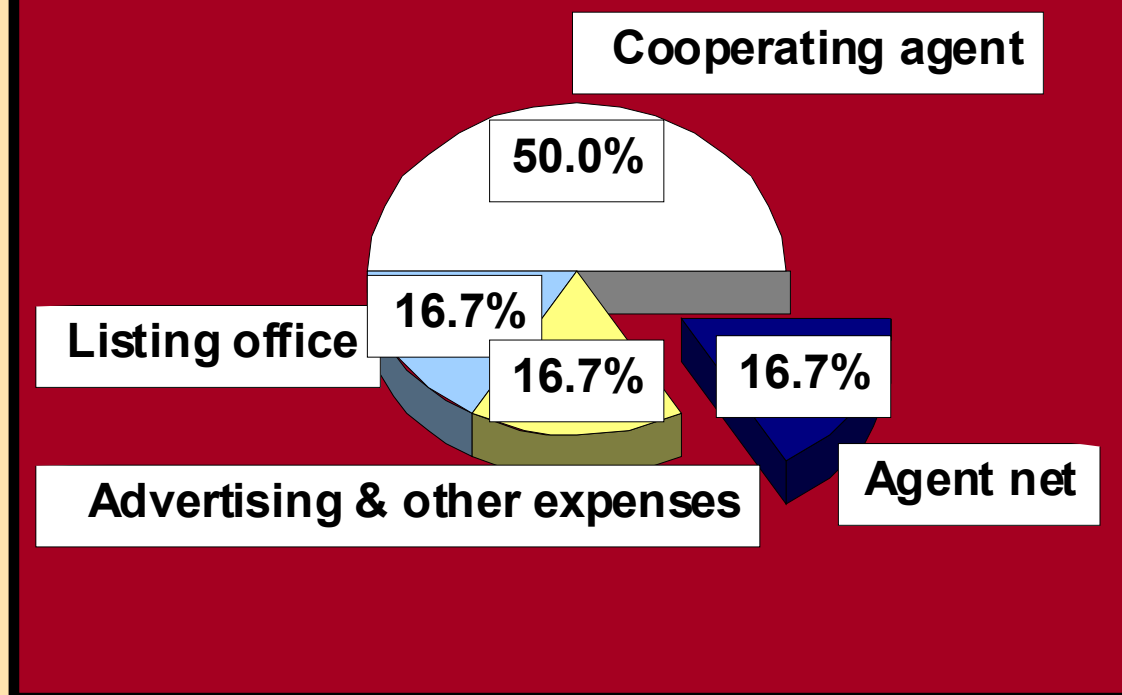




## HOW YOUR LISTING AGENT IS COMPENSATED

**6% Total Commission Paid on Home sale.**

### The listing agent's net?



**1% TAKE HOME PAY**

**YOUR LISTING AGENT TAKES HOME APPROXIMATELY 1% OF A 6% COMMISSION**



# THE HOME BUYING PROCESS

1. Needs Assessment
2. Property Selection
3. Viewing/Choosing a Home
4. Contracts/Negotiating
5. Escrow
6. Closing and Possession
7. Follow Through

Century 21 - Aadvantage Gold  
**The Wolfe-Pack Team**

Melanie Wolfe ▪ Saad Ashraf ▪ Dawn Griffith  
[www.WolfePackHomes.com](http://www.WolfePackHomes.com)





# Testimonials

## We Would Love to Hear From You!

**MEET THE WOLFE PACK**

**OUR FEATURED HOMES**

**DREAM HOME FINDER**

**NEW HOME SEARCH**

**L.V. NEIGHBORHOODS**

**BUYER & SELLER INFO**

**CHARITY**

**SIGN OUR GUESTBOOK TO RECEIVE UPDATES ON FEATURED HOMES**

Dawn Griffith, Melanie Wolfe, and Saad Ashraf

**WE MAKE DREAMS COME TRUE**

MOVING & RELOCATION	COMMUNITY INFO	REAL ESTATE NEWS	TESTIMONIALS
PREFERRED VENDORS	MORTGAGES	CONTACT US	HOME

**Ron and Debbie**

We have bought and sold a lot of homes over the past few years. There seemed to be something that just went wrong, almost every time. Things had to be redone or resigned, or it took forever. When we listed with Melanie and Saad they did everything they said they would. We had an offer on our house within 5 days for the asking price. The buyers were already approved and had their loan waiting for figures and amounts. This sale went so smoothly, everything went right the first time. Melanie and Saad became more than just our Realtors they became our friends too. Even now after 6 months we still e-mail and call each other to keep in touch. List your home with them and we think you will be just as happy with the sale of your home as we were.

**Kathy**

I am a first time home buyer in Las Vegas who was referred to Melanie and Saad through a personal friend. At the time I was speaking to several realtors and from my first conversation with Melanie I knew I was sold. There was not one day that I did not see or speak to them until the closing of the sale. They educated, ensured and found me the home that I had requested. They are highly knowledgeable and passionate about their work which allowed us to communicate well in this fast pace market. I recommend their services and believe they can achieve many satisfied future clients.

**Darryl & Jennifer**

My wife and I were buying our first house. We were very excited and nervous because there was so much to consider. The best thing we did was use Melanie and Saad as our Real Estate Agents. They put our worries to rest. It was great having the two of them working on our account. They worked extremely hard to secure the best deal for us. Not only did we get the house we wanted, but I truly feel like they educated us on the process of buying a home. I have already recommended Melanie and Saad to my friends.

**Roy and Doris**

I would like to express our appreciation for the wonderful job Melanie Wolfe and her husband Saad did in the selling and buying of our old and new house. Melanie and her husband are such a wonderful team and we will definitely recommend them to our friends in the future. Everything was handled in such a professional manner and all our questions were always answered to our full satisfaction. Melanie and Saad even showed us our new house on the day after their wedding. Now that's what you call dedication to your clients. We are very thankful to have found them, especially in the cruel Las Vegas Real Estate market. Thank you for a job well done.

© 2005 Melanie A. Wolfe, P.C. e. [info@TheWolfePack.com](mailto:info@TheWolfePack.com)  
 9420 W. Sahara Ave. #200, Las Vegas, NV 89117  
 (702) 734-0000 / (702) 734-0001

**Century 21**



## SELLER REFERENCE LIST

The following is a partial list of clients to whom we have had the privilege of offering service in the past. Please feel free to call any of the following to inquire about the quality of our services.

<b>Vicky Fidone</b>	<b>702-497-5073</b>
<b>Carlos and Cherie Chorens</b>	<b>702-263-9506</b>
<b>Alesa Flowers</b>	<b>702-260-7724</b>
<b>Richard &amp; Bettye Holcomb</b>	<b>702-617-9455</b>
<b>Craig &amp; Carole James</b>	<b>702-260-8847</b>
<b>Steve Sabahi</b>	<b>650-333-5560</b>
<b>Lori Herda &amp; Joe Esquivel</b>	<b>702-856-0609</b>
<b>Maria Gentile</b>	<b>702-349-7127</b>
<b>Matthew &amp; Amy Wojciechowski</b>	<b>702-565-0767</b>
<b>Monique Watts</b>	<b>310-216-2060</b>
<b>Roy &amp; Doris Wells</b>	<b>702-647-9812</b>
<b>Susan Anger</b>	<b>702-301-2097</b>
<b>Mike Pack</b>	<b>702-649-6250</b>
<b>Chad &amp; Brenda Philips</b>	<b>702-656-2252</b>
<b>Ron &amp; Debra Olson</b>	<b>731-209-0308</b>





# LIST OF CHARITIES

The Wolfe Pack Team are active members in the community . We would like to extend the opportunity to you to donate \$100.00 to your favorite Charity. This is a service that we provide each of our clients and another way to help those in our community that are less fortunate. Once your transaction closes, please call, email or visit [www.WolfePackHomes.com](http://www.WolfePackHomes.com) and choose your favorite organization and we will take care of the rest .

Nevada child seekers- <http://www.nevadachildseekers.org/>  
 Ronald McDonald House of Greater Las Vegas- <http://www.rmhlv.com/>  
 Habitat for Humanity- <http://www.habitat.org>  
 United Way of Southern Nevada- <http://www.uwaysn.org/>  
 Miracle Flight for Kids- <http://miracleflights.org/>  
 American Foundation for the Blind- <http://www.afb.org/>  
 American Hospice Foundation- <http://americanhospice.org/>  
 Best Friends Animal Society- <http://www.bestfriends.org/>  
 Breast Cancer Coalition- <http://www.natibcc.org/>  
 Nevada Childhood Cancer Foundation- <http://nvccf.org/>  
 Candlelighters Childhood Cancer Foundation- <http://www.candlelighters.org/>  
 Make a Wish Foundation of America- <http://www.wish.org/>  
 The Children's House at Johns Hopkins- <http://www.childrenshouse.org>  
 The Humane Society of the United States- <http://www.hsus.org/>  
 "I Have a Dream" Foundation- <http://www.ihad.org/>  
 Mothers Against Drunk Drivers- <http://www.madd.org/home/>  
 Multiple Sclerosis Association of America- <http://www.msaa.com/>  
 National Down Syndrome Society- <http://www.ndss.org/>  
 National Law Enforcement Officers Memorial Fund- <http://www.nleomf.com/>  
 Shriner's Hospitals for Children- <http://www.shrinershq.org/>  
 Tiger Woods Foundations, Inc.- <http://www.twfound.org>  
 Vietnam Veterans of America Foundation- <http://vvaf.org/>  
 American Red Cross- <http://www.redcross.org/>  
 Aids Research Alliance- <http://www.aidsresearch.org/>  
 Alzheimer's Association- <http://www.alz.org/>  
 American Cancer Society- <http://www.cancer.org/>  
 American Foundation for AIDS Research (AMFAR)- <http://www.amfar.org/>  
 American Lung Association- <http://www.lungusa.org>  
 American Parkinson Disease Association- <http://www.apdaparkinson.org/>  
 Big Brothers / Big Sisters of America – National Office- <http://www.bbbsa.org/>  
 Boys and Girls Clubs of America- <http://www.bgca.org/>  
 Cystic Fibrosis Foundation- <http://www.cff.org/>  
 Juvenile Diabetes Research Foundation- <http://www.jdf.org/>  
 Muscular Dystrophy Association- <http://www.mdausa.org/>  
 St. Jude Children's Research Hospital- <http://www.stjude.org/>  
 Opportunity Village- <http://www.opportunityvillage.org/>  
 Andre Agassi Foundation- <http://www.agassifoundation.org/>  
 American Heart Association- <http://www.americanheart.org/>  
 The Wassell Academy- <http://wassellacademy.com/>

Please contact us if you would like to see your favorite non-profit or charitable organization on our list. There are far too many organizations to list here. Please note that no organization was added or excluded for any reason. We will do our best to update this list periodically. Thank you for your support!



# May We Answer Your Questions?



  
 (702) 243-2100 - Office  
[www.WolfePackHomes.com](http://www.WolfePackHomes.com)



**Saad Ashraf, ABR**  
 (702) 524-2974 Mobile  
**Melanie Wolfe, ABR**  
 (702) 301-1991 Mobile  
**Dawn Griffith**  
 (702) 528-0614 Mobile

Dawn Melanie Saad  
**The Wolfe-Pack Team**

*We Make  
 Dreams  
 Come True*

**Sold!!!**

**Just Sold by  
The Wolfe-Pack Team**

Century 21 Aadvantage Gold  
**The Wolfe-Pack Team**  
[www.WolfePackHomes.com](http://www.WolfePackHomes.com)

(702) 243-2100