Piatt | Sotheby's INTERNATIONAL REALTY

COMPLEX PROPERTY REAL ESTATE SERVICES



Trusted representation for institutions, trust departments, attorneys, executors, and families navigating complex real estate decisions.

SPECIALIZING IN

- Trust & Estate Property Sales
- Probate & Estate Real Estate
- Complex Property Sales
- Construction & Renovation Consulting
- Property Preparation & Presentation
- Luxury Property Marketing
- Strategic Listing & Negotiation

COMPLEX PROPERTIES.
TRUSTED GUIDANCE.
EXCEPTIONAL RESULTS.

WHO I SERVE

TRUST DEPARTMENTS
Local & National Trust Companies

ATTORNEYS
Estate Planning, Probate & Litigation

EXECUTORS & TRUSTEES
Guidance Through Complex Sales

BANKS & CREDITORS
REO & Distressed Property Solutions

WEALTH ADVISORS
Real Estate Expertise for Their Clients

CORPORATE & INSTITUTIONS
Relocation & Real Estate Needs

FAMILIES
Navigating Life Transitions

THE AUBRE STACKNICK DIFFERENCE

CONSTRUCTION EXPERTISE
Builder background to evaluate, plan, and add value.

DETAILED PREPARATION
I prepare properties for market to achieve the highest return.

STRATEGIC REPRESENTATION
Skilled negotiation focused on your goals and best outcome.

PREMIUM MARKETING
Sotheby's International Realty global reach and local expertise.

DISCRETION & INTEGRITY
Confidential, professional service with clear communication.

Aubre Stacknick

GLOBAL REAL ESTATE ADVISOR

Piatt Sotheby's International Realty

412-721-3496 astacknick@piattsir.com www.aubrestacknick.com

REAL ESTATE IS COMPLEX.
YOUR REPRESENTATION
SHOULDN'T BE.

Your Trusted Real Estate Sherpa.

Piatt | Sotheby's INTERNATIONAL REALTY

INSTITUTIONAL & FIDUCIARY REAL ESTATE ADVISORY

INSTITUTIONAL ADVISORY
Strategic solutions for financial institutions and asset managers.

TRUST & ESTATE SERVICES
Guiding fiduciaries, trust officers, and families with confidence.

FIDUCIARY REAL ESTATE
Acting as a trusted advisor with integrity and transparency.

REO & DISTRESSED ASSETS
Protecting value and maximizing returns.

GLOBAL MARKETING POWER
Sotheby's International Realty network connecting properties to the world.

EXECUTIVE LETTER

Dear Institutional Partner,

Real estate held by financial institutions, trusts, estates, and fiduciaries requires more than marketing. It requires thoughtful guidance, disciplined execution, transparent communication, and a trusted advisor capable of protecting value while navigating complex situations.

For more than two decades, I have combined construction expertise, project management, luxury real estate marketing, and strategic negotiation to help clients solve challenging property issues with confidence.

Whether representing a trust-owned residence, an estate property, a luxury home, a bank-owned asset, or a property requiring significant repairs, my role remains the same:

PROTECT THE ASSET. | PRESERVE VALUE. | DELIVER RESULTS.

My clients value my ability to see the big picture, manage the details, and deliver results that protect their interests and meet their objectives.

I welcome the opportunity to learn how I can serve as an extension of your team and provide exceptional results for the assets and clients you represent.

Sincerely,

Aubre Stacknick

AUBRE STACKNICK
Global Real Estate Advisor

Institutional & Fiduciary Real Estate Services
Piatt Sotheby's International Realty



> ***Trusted by institutions, fiduciaries, attorneys, and families to navigate complex real estate decisions with confidence***

Piatt | Sotheby's INTERNATIONAL REALTY



WHY I DO THIS

BUILDER. ADVISOR. ADVOCATE. PROBLEM SOLVER.

Every property has a story, and every client has unique goals. My role is to simplify complex real estate decisions through experience, advocacy, construction knowledge, and proactive communication—helping clients protect value while confidently moving forward.

COMPLEX PROPERTY SPECIALIST

INSTITUTIONS & TRUST DEPARTMENTS

Strategic solutions for financial institutions and asset managers.

ATTORNEYS & EXECUTORS

Guidance through complex sales, probate & litigation.

FIDUCIARIES & TRUSTEES

Guiding fiduciaries, trust officers, and families with confidence.

REO & DISTRESSED ASSETS

Protecting value and maximizing returns.

GLOBAL MARKETING POWER

Sotheby's International Realty network connecting properties to the world.

EXPERIENCE THAT CREATES VALUE

1997 – Current

BUILDER • CONSTRUCTION & PROPERTY EXPERTISE

FOUNDATION

- Custom home construction
- Renovations
- Project management
- Budgeting
- Property evaluation
- Contractor coordination

Built custom homes and renovations from the ground up, working hand in hand with clients to plan, build, and maximize the long-term value and potential of their property.

2018 – PRESENT

LOCAL & GLOBAL REAL ESTATE

REPRESENTATION

- Residential
- Luxury
- Investment
- New Construction
- Second Homes
- Waterfront
- Relocation
- Global Referrals

Representing buyers and sellers throughout Western Pennsylvania and beyond, with the global reach of Sotheby's International Realty to connect clients locally, nationally, and internationally.

2018 – PRESENT

SOLVING COMPLEX REAL ESTATE SITUATIONS

GUIDANCE

Helping clients navigate:

- Estate and inherited property sales
- Out-of-state ownership
- Relocation and corporate moves
- Multi-home ownership
- Generational wealth transitions
- Luxury properties
- Complex negotiations
- Renovation and value-add opportunities

Built custom homes and renovations from the ground up, working hand in hand with clients to plan, build, and maximize the long-term value and potential of their property.

HOW I ADD VALUE

CONSTRUCTION KNOWLEDGE
Builder's perspective on repairs, renovations, deferred maintenance, and value creation.

STRATEGIC REPRESENTATION
Thoughtful pricing, negotiation, marketing, and transaction management.

COMPLEX TRANSACTIONS
Experience navigating estate sales, relocation, inherited property, and unique ownership situations.

GLOBAL NETWORK
Access to Sotheby's International Realty referral network connecting buyers and sellers around the world.

COLLABORATION
Working alongside attorneys, CPAs, financial advisors, lenders, contractors, and fiduciaries for seamless outcomes.

WHY INSTITUTIONS, ATTORNEYS & FAMILIES CALL ME

- Builder's perspective that identifies opportunities and risks.
- Strategic guidance through estate, trust, relocation, and multi-property transactions.
- Coordination with attorneys, CPAs, financial professionals, contractors, and other trusted advisors.
- Local expertise backed by the global reach of Sotheby's International Realty.
- Consistent communication and thoughtful execution from consultation through closing.

PRINCIPLES THAT GUIDE EVERY CLIENT RELATIONSHIP

PROTECT VALUE
Every recommendation is made with your goals and property value in mind.

SIMPLIFY COMPLEXITY
Clear guidance through complicated real estate decisions.

ADVOCATE WITH INTEGRITY
Honest communication and skilled representation.

COMMUNICATE PROACTIVELY
Keeping clients informed from beginning to end.

SOLVE PROBLEMS
Finding practical solutions when unexpected challenges arise.

COMPLEX PROPERTIES. | TRUSTED GUIDANCE. | EXCEPTIONAL RESULTS.

SECTION
II

COMPLEX PROPERTY EXPERTISE

PAGES 4-8

COMPLEX PROPERTY EXPERTISE

Piatt | Sotheby's INTERNATIONAL REALTY



Strategic Guidance Beyond the Transaction

Complex real estate requires more than market knowledge—it requires experience, strategy, communication, and thoughtful execution. From estate properties and executive relocation to luxury homes and multi-property ownership, I help clients navigate important decisions with clarity and confidence.

THE TYPES OF CLIENTS I SERVE

ESTATE & INHERITED PROPERTY
Helping executors, trustees, attorneys, and families navigate inherited real estate while coordinating the sale process with professionalism and care.

EXECUTIVE & CORPORATE RELOCATION
Supporting executives, physicians, and families relocating locally, nationally, or internationally through Sotheby's International Realty's global referral network.

LUXURY & DISTINCTIVE HOMES
Helping executors, trustees, attorneys, and families navigate inherited real estate while coordinating the sale process with professionalism and care.

MULTI-PROPERTY OWNERSHIP
Helping clients evaluate timing, financing, equity strategies, and coordinated closings when buying or selling multiple properties.

CONSTRUCTION & RENOVATION GUIDANCE
Providing a builder's perspective to identify opportunities that improve marketability, maximize value, and reduce surprises throughout the selling process.

LIFE'S MAJOR TRANSITIONS
Supporting clients through downsizing, rightsizing, estate settlements, divorce, and significant life changes with organization and empathy.

WHAT CLIENTS GAIN

- STRATEGIC PLANNING
- BUILDER'S PERSPECTIVE
- CREATIVE PROBLEM SOLVING
- PROACTIVE COMMUNICATION
- STRONG NEGOTIATION
- TRUSTED COORDINATION
- LOCAL EXPERTISE
- GLOBAL REACH



WHY MY BACKGROUND MATTERS

Before becoming a Realtor®, I spent more than two decades building custom homes, managing renovations, and working alongside homeowners to transform ideas into lasting investments.

That experience allows me to look beyond finishes and floor plans to evaluate construction quality, renovation potential, maintenance considerations, and opportunities that help clients make informed real estate decisions.

Today, I combine that builder's perspective with strategic real estate representation to help clients protect value while navigating complex transactions with confidence.

COLLABORATION CREATES BETTER OUTCOMES

Exceptional results are achieved through teamwork.

I regularly collaborate with attorneys, CPAs, wealth advisors, trust professionals, lenders, contractors, inspectors, designers, and Sotheby's International Realty referral associates to help ensure every transaction moves forward with professionalism, communication, and attention to detail.

- ESTATE ATTORNEYS
- TRUST OFFICERS
- WEALTH ADVISORS
- CPAs
- FINANCIAL PROFESSIONALS
- MORTGAGE ADVISORS
- CONTRACTORS
- HOME INSPECTORS
- STAGERS
- DESIGNERS
- RELOCATION SPECIALISTS
- SOTHEBY'S INTERNATIONAL REALTY REFERRAL ASSOCIATES WORLDWIDE

SECTION
II

COMPLEX PROPERTY EXPERTISE

PAGES 4–8

Piatt | Sotheby's INTERNATIONAL REALTY

ESTATE, TRUST & GENERATIONAL WEALTH TRANSITION



Helping Families Preserve Value During Important Life Transitions

Real estate is often one of a family's most significant assets. I work closely with attorneys, trustees, executors, and families to navigate estate-related transactions with professionalism, discretion, and clear communication—helping protect value and reduce stress during challenging times.

HOW I HELP

ESTATE PROPERTY SALES
Sensitive and strategic guidance to help executors and families navigate the sale of estate-owned real estate.

PROBATE COORDINATION
Working with attorneys and fiduciaries to ensure all documentation, timelines, and requirements are managed properly.

TRUST-OWNED PROPERTIES
Experience representing trusts and trustees with a focus on protecting value and achieving the best possible outcome.

INHERITED HOMES
Helping families evaluate options, prepare the property for market, and make informed decisions with confidence.

FAMILY COMMUNICATION
Serving as a neutral resource to facilitate communication and support collaborative decision-making.

PROPERTY PREPARATION
Coordinating inspections, repairs, cleanouts, and staging to present the property in its best light.

VALUATION STRATEGY
Utilizing market knowledge and data-driven analysis to determine accurate pricing and maximize market appeal.

VENDOR COORDINATION
Managing trusted professionals to ensure the property is cared for and market-ready without unnecessary delays.

RESPECTFUL MARKETING
Discreet, targeted marketing that protects privacy while attracting the right buyers locally and globally.

SKILLED NEGOTIATION
Advocating for the estate or trust to achieve the strongest terms and smoothest path to closing.

A CLEAR PROCESS. CONFIDENT PROGRESS.

1 FAMILY CONSULTATION
Understand goals, timelines, and unique circumstanc-es.

2 ATTORNEY / TRUSTEE ALIGNMENT
Collaborate on legal requirements and responsibilities

3 STRATEGIC ADVISOR
Provide guidance on options, pricing, and preparation strategy.

4 PROPERTY PREPARATION
Coordinate services to maximize value and market readiness.

5 MARKETING & EXPOSURE
Target qualified buyers locally, nationally, and internationally.

6 NEGOTIATION & AGREEMENT
Advocate for the best terms and oversee all contract details.

7 CLOSING & DISTRIBUTION
Manage the closing process and coordinate with all parties.



COLLABORATION THAT PROTECTS WHAT MATTERS MOST

I work hand-in-hand with your trusted advisors to help ensure every detail is

- ESTATE ATTORNEY
- TRUST OFFICERS
- WEALTH ADVISORS
- CPAs
- FINANCIAL PROFESSIONALS

> My goal is to provide clarity, reduce stress, and help your family move forward with confidence.

SECTION
II

COMPLEX PROPERTY EXPERTISE

PAGES 4–8

Piatt | Sotheby's INTERNATIONAL REALTY



CONSTRUCTION EXPERTISE

Creates Better Decisions

My background as a custom home builder and renovation specialist provides a distinct advantage for my clients. I understand what's behind the walls, what adds value, and what buyers truly care about—allowing me to help you make informed decisions that protect your investment and maximize returns.

WHY MY CONSTRUCTION BACKGROUND MATTERS

With more than two decades building custom homes and managing renovations, I bring a builder's mindset to every real estate decision.

I look beyond finishes to evaluate quality, structure, design, and functionality—identifying opportunities that improve marketability and increase value.

This perspective helps you invest wisely, avoid costly surprises, and position your property for the best possible outcome.

EXPERIENCE YOU CAN SEE. INSIGHT YOU CAN TRUST.

THE VALUE I PROVIDE

INSIGHTFUL EVALUATION
Identifying deferred maintenance, structural considerations, and opportunities that may impact value.

STRATEGIC RECOMMENDATIONS
Providing practical improvement suggestions with proven return on investment.

VALUE OPTIMIZATION
Helping you prioritize updates that enhance marketability and attract the right buyers.

RISK REDUCTION
Anticipating potential issues before inspections help reduce surprises and strengthen buyer confidence.

TRUSTED RESOURCES
Connecting you with top contractors, architects, designers, and tradespeople I trust and rely on.

> *"Every improvement should have a purpose—not every dollar spent produces the same return."*

FROM VISION TO VALUE



1. ASSESS
Thorough evaluation of condition, design, and functionality.



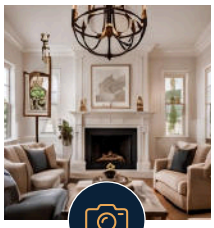
2. ANALYZE
Identify opportunities, prioritize needs, and estimate investment.



3. PLAN
Create a strategic plan focused on value, appeal, and timing.



4. PREPARE
Coordinate updates and enhancements with reliable experts.



5. PRESENT
Market a polished, move-in ready property with impact.



6. POSITION
Attract the right buyers and maximize property value in the market.



7. ACHIEVE
Deliver a successful sale and exceptional results.

SECTION
II

COMPLEX PROPERTY EXPERTISE

PAGES 4–8

Piatt | Sotheby's INTERNATIONAL REALTY

LOCAL EXPERTISE. GLOBAL REACH.

One Trusted Advisor. Limitless Connections.

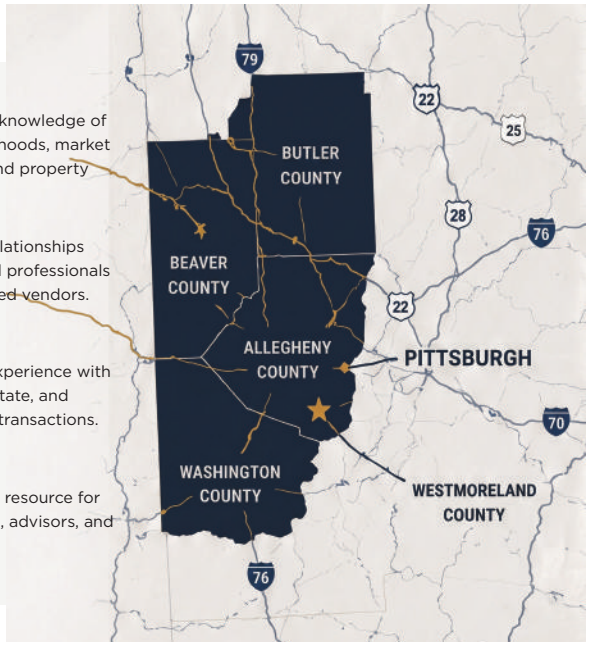
Deep roots in Western Pennsylvania combined with Sotheby's International Realty's global network allow me to deliver exceptional results for discerning clients locally, nationally, and around the world.

Whether you are selling a legacy estate in Pittsburgh or relocating across the globe, I provide the insight, connections, and resources to protect your interests and achieve your goals.

DEEP LOCAL KNOWLEDGE

WESTERN PENNSYLVANIA EXPERTISE

- In-depth knowledge of neighborhoods, market trends, and property values.
- Strong relationships with local professionals and trusted vendors.
- Proven experience with luxury, estate, and complex transactions.
- A trusted resource for attorneys, advisors, and families.



POWERED BY A GLOBAL NETWORK

SOTHEBY'S INTERNATIONAL REALTY



THE SOTHEBY'S INTERNATIONAL REALTY® DIFFERENCE

1,100+	26,000+	83	#1
OFFICES WORLDWIDE	SALES ASSOCIATES	COUNTRIES & TERRITORIES	MOST VISITED LUXURY REAL ESTATE BRAND ONLINE*

*Source: Comscore Media Metrix® Multi-Platform, Luxury Real Estate Category, Worldwide, Total Visits, Q1–Q4 2023.

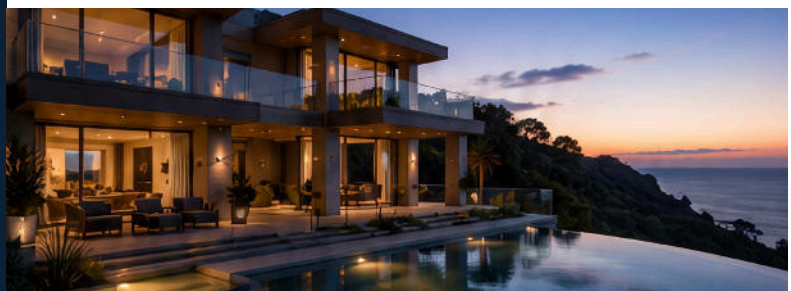
SERVING CLIENTS NEAR AND FAR

LOCAL
Unmatched expertise in Pittsburgh and surrounding communities within 1 hour of the city.

NATIONAL
Referrals and connections to Sotheby's International Realty® professionals in every major market.

INTERNATIONAL
Relocation support and referrals to trusted advisors across the globe for a seamless transition.

SECOND HOMES & INVESTMENTS
Guidance for vacation properties, investment strategies, and international buyers.



LOCAL INSIGHT. GLOBAL OPPORTUNITY. EXTRAORDINARY RESULTS.

> *When your property deserves the world's attention, my network makes it possible.*

COLLABORATION EXPANDS POSSIBILITIES

I proudly collaborate with a global network of professionals to provide white-glove service and exceptional outcomes for every client.

ESTATE ATTORNEYS | TRUST OFFICERS | WEALTH ADVISORS | CPAs | MORTGAGE ADVISORS | RELOCATION SPECIALISTS | INTERNATIONAL ASSOCIATES

SECTION
II

COMPLEX PROPERTY EXPERTISE

PAGES 4–8

Piatt | Sotheby's INTERNATIONAL REALTY



THE COMPLEX PROPERTY PROCESS™

A STRATEGIC, WHITE-GLOVE APPROACH FOR EXCEPTIONAL RESULTS

Complex properties require more than a standard real estate process. My proven framework ensures every detail is managed, every professional is aligned, and every decision is made with your goals in mind.

1 DISCOVERY & CONSULTATION

We begin with an in-depth conversation to understand your goals, timeline, priorities, and any unique considerations. This forms the foundation for a customized strategy.

You share your vision. I listen, ask, and align.

2 PROPERTY EVALUATION

Leveraging my construction background, market expertise, and trusted network, I evaluate the property's condition, value drivers, risks, and opportunities.

A comprehensive assessment that informs every next step.

3 STRATEGIC PLANNING

We develop a tailored plan that may include repairs, enhancements, staging, pricing strategy, timing, and tax or financial considerations.

A customized roadmap designed to maximize value and minimize stress.

4 PREPARATION & COORDINATION

I coordinate all necessary professionals and resources—contractors, stagers, inspectors, cleaners, photographers, and more—to prepare your property for success.

Every detail managed. Every professional aligned.

5 GLOBAL MARKETING & EXPOSURE

Your property is positioned through Sotheby's International Realty's powerful local, national, and international platforms to reach the right buyers.

Strategic marketing. Targeted exposure. Extraordinary reach.

6 NEGOTIATION & ADVOCACY

I negotiate skillfully on your behalf, balancing price, terms, and contingencies while protecting your interests and long-term objectives.

Strong advocacy. Creative solutions. Optimal outcomes.

7 CLOSING COORDINATION

I oversee the closing process, manage timelines, coordinate with attorneys, lenders, and title professionals, and ensure a smooth path to the finish line.

Flawless execution. On time. Every time.

8 LONG-TERM RELATIONSHIP

My commitment doesn't end at closing. I remain a trusted advisor for you, your family, and your future real estate needs for years to come.

A relationship built on trust, discretion, and lasting value.



COMPLEX PROPERTIES. STRATEGIC GUIDANCE. EXCEPTIONAL RESULTS.

My purpose is simple: to protect your interests, create clarity in complex situations, and deliver results that exceed expectations.

PROTECT VALUE | SIMPLIFY COMPLEXITY | FOCUS ON YOUR GOALS | PROVIDE DISCRETION | DELIVER RESULTS

> *You don't just need an agent, you need an advisor with experience, resources and a plan* — *A.S*

SECTION
III

STRATEGIC REPRESENTATION

PAGES 9–13



STRATEGIC REPRESENTATION

A HIGHER STANDARD. BETTER OUTCOMES.

Exceptional results require more than listing a property—they require strategy, preparation, and a relentless focus on protecting your interests.

My role as your advisor is to position your property for maximum exposure, negotiate with strength, and manage every detail with precision and care.

I DON'T JUST REPRESENT PROPERTIES.
I PROTECT YOUR PRIORITIES.

THE PROMISE I MAKE

STRATEGIC FOCUS
Every decision is based on data, experience, and your goals.

MAXIMUM EXPOSURE
A customized marketing strategy designed to reach the right buyers locally, nationally, and globally.

STRONG NEGOTIATION
Advocating fiercely on your behalf to protect value and achieve the best possible terms.

EXPERT MANAGEMENT
Proactive communication and attention to detail from contract to closing.

TRUSTED GUIDANCE
Honest advice and unwavering support every step of the way.

MY STRATEGIC APPROACH

I combine decades of real estate experience with a builder's perspective, market intelligence, and the unparalleled reach of Sotheby's International Realty to deliver results that exceed expectations.

UNDERSTAND
I take time to deeply understand your property, your objectives, and what success looks like for you.

ANALYZE
We analyze market conditions, buyer demand, and property positioning opportunities.

STRATEGIZE
I develop a tailored strategy to position your property for maximum impact.

EXECUTE
I excecute with precision, manage every detail, and keep you informed every step of the way

STRATEGY CREATES CLARITY. CLARITY CREATES CONFIDENCE.
CONFIDENCE CREATES RESULTS.

WHAT CLIENTS EXPERIENCE

- **PEACE OF MIND**
  Knowing every detail is handled with care and professionalism.
- **CONFIDENCE**
  Clear guidance and honest advice so you can make informed decisions.
- **PROTECTION**
  Your time, your privacy, and your financial interests are always prioritized.
- **RESULTS**
  A proven process designed to achieve exceptional outcomes.

COLLABORATION DRIVES EXCEPTIONAL RESULTS

I collaborate with a trusted network of professionals to ensure every aspect of your transaction is handled with expertise, efficiency, and care.

ESTATE ATTORNEYS | TRUST OFFICERS | WEALTH ADVISORS | CPAs | LENDERS | MORTGAGE ADVISORS | CONTRACTORS | INSPECTORS | STAGERS & DESIGNERS | RELOCATION SPECIALISTS | REFERRAL ASSOCIATES WORLDWIDE

SECTION
III

STRATEGIC REPRESENTATION

PAGES 9–13



PRICING STRATEGY

Where Data Meets Experience.

A SUCCESSFUL SALE DOESN'T HAPPEN BY CHANCE—IT BEGINS WITH POSITIONING YOUR PROPERTY CORRECTLY FROM DAY ONE.

Pricing is one of the most important decisions made before a property reaches the market. My approach combines local market intelligence, buyer psychology, construction insight, and strategic positioning to maximize interest while protecting long-term value.

THE PROMISE I MAKE

MARKET INTELLIGENCE
Analyzing current inventory, absorption rates, comparable sales, pricing trends, and buyer demand.

PROPERTY POSITIONING
Evaluating the home's unique features, location, improvements, and competitive advantages.

BUYER PSYCHOLOGY
Pricing to generate urgency, maximize showings, and encourage competitive offers.

STRATEGIC TIMING
Considering seasonality, economic conditions, mortgage rates, and local market momentum.

ONGOING ANALYSIS
Monitoring market activity and buyer feedback to make informed adjustments when necessary.

MY PRICING PHILOSOPHY

The market determines value—but strategy determines opportunity.

Every pricing recommendation is based on objective market data, current buyer behavior, and decades of experience helping clients position their properties for success.

MY GOAL ISN'T SIMPLY TO LIST A PROPERTY—IT'S TO CREATE THE STRONGEST POSSIBLE MARKET POSITION FROM DAY ONE.

PRICING MISTAKES TO AVOID

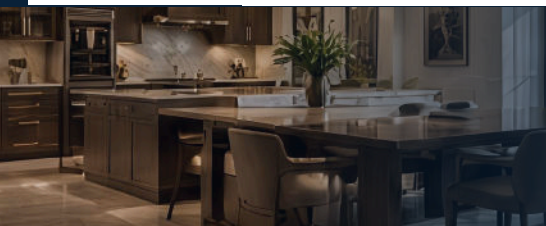
OVERPRICING
- Fewer qualified buyers
- Longer days on market
- Reduced negotiating leverage

STRATEGIC PRICING
- Maximum exposure
- Increased buyer activity
- Stronger negotiating position
- Potential for multiple offers

UNDERPRICING
- Missed equity opportunities
- Leaving money on the table
- Unnecessary seller concessions

WHAT CLIENTS RECEIVE

- COMPREHENSIVE COMPARATIVE MARKET ANALYSIS (CMA)
- PROPERTY POSITIONING STRATEGY
- PRICING RECOMMENDATION
- BUYER DEMAND ANALYSIS
- COMPETITIVE MARKET REVIEW
- ONGOING MARKET MONITORING



Strategy Before Speed.
Position Before Price.
Results Through Preparation.

> *The right price creates demand.*
> *Demand creates competition.*
> *Competition creates results.*

SECTION
III

STRATEGIC REPRESENTATION

PAGES 9–13

LUXURY MARKETING. GLOBAL EXPOSURE.

Your Property. Seen by the Right People.

Piatt | Sotheby's INTERNATIONAL REALTY



I combine the prestige and reach of Sotheby's International Realty with a targeted, multi-platform marketing strategy to showcase your property to the most qualified buyers locally, nationally, and around the world.

EXTRAORDINARY PROPERTIES DESERVE EXTRAORDINARY EXPOSURE.

MY MARKETING ADVANTAGE

GLOBAL NETWORK
Sotheby's International Realty has a presence in 83 countries and territories with 26,000+ sales associates.

PREMIUM DIGITAL PRESENCE
Your property is featured across sothebysrealty.com, sir.com, and top real estate platforms worldwide.

PROFESSIONAL VISUAL STORYTELLING
High-end photography, cinematic video, aerial imagery, and compelling copy create an emotional connection that drives interest.

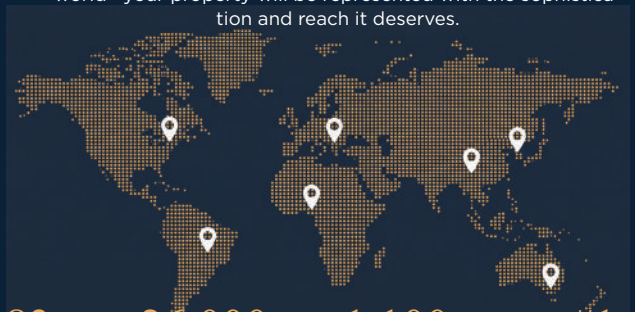
TARGETED BUYER OUTREACH
I proactively connect with qualified buyers through my network, private databases, and exclusive Sotheby's channels.

STRATEGIC CAMPAIGN MARKETING
Social media, email campaigns, digital ads, and print—customized to reach the right audience with the right message.

LUXURY MARKET AUTHORITY
Leveraging the prestige of the Sotheby's brand to attract discerning buyers who value excellence and integrity.

A GLOBAL REACH. LOCAL EXPERTISE.

From Pittsburgh and the surrounding suburbs to the world—your property will be represented with the sophistication and reach it deserves.



83	26,000+	1,100+	#1
COUNTRIES & TERRITORIES	SALES ASSOCIATES	OFFICES WORLDWIDE	MOST TRUSTED LUXURY REAL ESTATE BRAND*

*Source: 2024 Brand Keys Luxury Real Estate Brand Report

PREMIUM PLATFORMS. MAXIMUM EXPOSURE.

Sotheby's INTERNATIONAL REALTY sothebysrealty.com	SIR sir.com	JamesEdition jamesedition.com
LUXURY REAL ESTATE.COM luxuryrealestate.com	MANSION GLOBAL mansionglobal.com	Zillow PREMIER AGENT zillow.com
realtor.com realtor.com	Google ADS google.com	Instagram instagram.com

Strategic placement. Elevated presentation. Exceptional results.

WHAT CLIENTS RECEIVE

CUSTOM MARKETING PLAN
A tailored strategy designed for your property and goals.

PROFESSIONAL PHOTOGRAPHY & VIDEO
Stunning visuals that showcase the lifestyle and details.

FEATURED ONLINE EXPOSURE
Placement on leading luxury and real estate platforms.

TARGETED EMAIL CAMPAIGNS
Reaching qualified buyers and top agents directly.

PRINT & DIGITAL PRESENTATION
Beautiful brochures, property books, and digital lookbooks.

MARKET ANALYSIS & FEEDBACK REPORTS
Ongoing insights to refine strategy and maximize results.





"GLOBAL REACH. LOCAL KNOWLEDGE. UNMATCHED RESULTS"





SECTION
III

STRATEGIC REPRESENTATION

PAGES 9–13

Piatt | Sotheby's INTERNATIONAL REALTY

NEGOTIATION STRATEGY. ADVOCACY FIRST. RESULTS ALWAYS.

STRONG NEGOTIATION. PROTECTED INTERESTS. SUPERIOR OUTCOMES.

Negotiation is more than securing the highest price—it's about creating the best overall terms that align with your goals and protect your long-term interests.

I bring experience, composure, and a strategic mindset to every negotiation, ensuring you have a skilled advocate fighting for what matters most.

I DON'T JUST NEGOTIATE OFFERS.
I NEGOTIATE FOR WHAT MATTERS MOST—YOU.

> *My role is to protect your interests, maximize your opportunities, and deliver the best possible outcome.*
> *– A.S*

THE PROMISE I MAKE

EXPERIENCE
Years of negotiating complex transactions with confidence, clarity, and skill.

STRATEGY
Every move is intentional. I create a plan that positions you for success.

COMMUNICATION
Clear, timely, and effective communication keeps all parties aligned and informed.

PROTECTION
I anticipate challenges, minimize risk, and protect your financial and personal interests.

RESULTS
Strong negotiation leads to better terms, smoother transactions, and superior outcomes.

WHAT I NEGOTIATE FOR YOU

- ✓ **PRICE – Achieving the highest possible value**
- ✓ **TERMS – Favorable timelines, contingencies, and conditions**
- ✓ **CONCESSIONS – Maximizing what the other side contributes**
- ✓ **CLOSING COSTS – Reducing your out-of-pocket expenses**
- ✓ **REPAIRS & CREDITS – Protecting your property and equity**
- ✓ **FLEXIBILITY – Creating solutions that work for you**
- ✓ **PEACE OF MIND – A smooth process from start to finish**

I NEGOTIATE WITH CONFIDENCE

ON YOUR BEHALF
You have one dedicated advocate whose loyalty is to you and your success.

WITH INTEGRITY
Respectful, professional, and ethical—always protecting relationships while securing results.

WITH PURPOSE
Focused on achieving the best outcome, not just closing the deal.



PREPARATION. STRATEGY. EXECUTION.

01 PREPARE
I analyze every detail, anticipate scenarios, and build a winning plan.

02 NEGOTIATE
I negotiate with strength, clarity, and unwavering dedication to your goals.

03 DELIVER RESULTS
I secure the best terms and guide you to a successful closing.

> *The best negotiators don't just talk. They listen, strategize, and advocate relentlessly for their clients.*

SECTION
III

STRATEGIC REPRESENTATION

PAGES 9–13

EXPERIENCE THAT ELEVATES. SERVICE THAT DELIVERS.

From Start to Sold—and Beyond.



My clients deserve more than a transaction—they deserve a trusted advisor, a skilled advocate, and a partner who is fully invested in their success.

I provide a seamless, elevated experience built on communication, transparency, and uncompromising attention to detail.

YOUR GOALS ARE MY PRIORITY.
YOUR SUCCESS IS MY STANDARD.

THE CLIENT EXPERIENCE

TRUSTED ADVISOR
I take the time to understand your goals and create a custom strategy built around your needs.

CLEAR COMMUNICATION
Consistent updates, prompt responses, and proactive communication every step of the way.

ATTENTION TO DETAIL
From pricing to contracts, I manage every detail to protect your interests and your time.

PERSONALIZED SERVICE
No two clients or properties are the same. I tailor every plan to deliver the best possible results.

ADVOCACY FIRST
I negotiate fiercely on your behalf and protect what matters most—your interests and your investment.

BEYOND CLOSING
My commitment continues long after closing. I'm here for you for whatever comes next.

CONCIERGE-LEVEL SERVICE

I handle the details so you can focus on what matters most.

- ✓ Staging & Design Guidance
- ✓ Professional Photography & Videography
- ✓ Home Preparation Consult
- ✓ Renovation & Improvement Recommendations
- ✓ Contractor & Vendor Network
- ✓ Moving & Relocation Support
- ✓ Utility & Service Coordination
- ✓ Inspection & Appraisal Management
- ✓ Market Monitoring
- ✓ Post-Sale Support & Referrals

ONE POINT OF CONTACT.
ENDLESS RESOURCES. COMPLETE PEACE OF MIND.

THE AUBRE STACKNICK DIFFERENCE

EXPERIENCE THAT MATTERS
Decades of real estate, construction, marketing, and negotiation experience that delivers real-world results.

RELATIONSHIPS THAT OPEN DOORS
A powerful network of qualified buyers, top agents, and industry professionals worldwide.

STRATEGY THAT CREATES VALUE
Data-driven decisions, expert pricing, and positioning that maximizes exposure and return.

GLOBAL REACH. LOCAL EXPERTISE.
The resources of Sotheby's International Realty combined with deep local knowledge and market insight.

SERVICE THAT'S PERSONAL
I treat every client like family—with honesty, integrity, and genuine care.

> *Aubre is an extraordinary advisor and advocate. Her knowledge, communication, and negotiation skills are unmatched. She goes above and beyond to deliver exceptional results.*
>
> *— K.M., Seller*



MY MARKETING ADVANTAGE

INTEGRITY
Honest advice and transparent guidance—always.

CONFIDENTIALITY
Your privacy is respected and protected.

ACCOUNTABILITY
I do what I say, when I say it.

COMMITMENT
I am fully invested in your success.

EXCELLENCE
I strive for exceptional results in everything I do.

SECTION
IV

MARKETING & PROPERTY POSITIONING

PAGES 14–18

STRATEGIC MARKETING. POWERFUL PRESENTATION. PREMIUM RESULTS.



EVERY DETAIL. EVERY CHANNEL. EVERY OPPORTUNITY.

In today's market, exceptional properties deserve exceptional marketing. I combine global reach, local expertise, and elevated presentation to position your property for maximum exposure and the strongest possible outcome.

WE DON'T JUST MARKET HOMES— WE POSITION LIFESTYLES.

> *"The art of marketing is not just showing a home—it's creating an emotional connection that inspires action."*

MARKETING STRATEGY THAT SELLS

STRATEGIC POSITIONING
We highlight your property's unique advantages and position it against the right buyers.

PROFESSIONAL PRESENTATION
High-end photography, cinematic video, aerial imagery, and virtual tours showcase your property at its absolute best.

MAXIMUM EXPOSURE
Sotheby's International Realty's global network and premier platforms ensure your property reaches qualified buyers everywhere.

TARGETED MARKETING
Strategic outreach to our database, agent network, and niche audiences most likely to value your property.

DIGITAL EXCELLENCE
Luxury property websites, social media campaigns, paid advertising, and SEO-driven content amplify reach.

RESULTS FOCUSED
Every marketing decision is measured, analyzed, and refined to drive optimal results.

POSITIONING YOUR PROPERTY FOR SUCCESS

We showcase more than features—we showcase value, lifestyle, and opportunity.



- ✓ Highlight architectural details and craftsmanship
- ✓ Emphasize lifestyle, location, and amenities
- ✓ Create emotional connection through storytelling
- ✓ Appeal to both aspirational and practical buyers
- ✓ Differentiate your property in a competitive market
- ✓ Inspire buyers to act with confidence

THE RIGHT POSITIONING ATTRACTS THE RIGHT BUYERS AND CREATES THE BEST POSSIBLE OUTCOME.

WHAT STRATEGIC MARKETING DELIVERS

3–5X MORE VIEWS ONLINE	Luxury properties with professional marketing receive significantly more online engagement.
UP TO **70%** MORE SHOWINGS	Strategically marketed homes attract more qualified buyers and in-person showings.
HIGHER SALE PRICE	Strong marketing leads to competitive offers and maximizes your return on investment.
SHORTER TIME ON MARKET	Proper positioning and exposure reduce days on market and increase momentum.
GLOBAL BUYER POOL	Access to more buyers creates more opportunity—and better results.

Exposure creates opportunity. Strategy creates results.

A PROVEN MARKETING PROCESS

ASSESS
Evaluate your property, market conditions, and target buyers.

PREPARE
Recommend updates, staging, and presentation strategies.

PROMOTE
Launch targeted marketing across multiple channels.

ENGAGE
Connect with buyers and agents to generate interest and showings.

NEGOTIATE
Advocate for your best interests to secure top terms.

ACHIEVE
Deliver optimal results and a seamless closing experience.

SECTION
IV

MARKETING & PROPERTY POSITIONING

PAGES 14–18

STORYTELLING THAT INSPIRES. MARKETING THAT MOVES.



BEAUTIFULLY PRESENTED. STRATEGICALLY POSITIONED.

A home is more than square footage—it's a lifestyle, an experience, and a story. I bring that story to life through elevated marketing that captures attention, creates connection, and drives action.

THE RIGHT STORY. THE RIGHT EXPOSURE. THE RIGHT BUYER.

> *"Buyers don't just buy homes—they buy how a home makes them feel. Great marketing makes them feel it before they ever walk through the door."*
> *– A.S*

PREMIUM MARKETING ELEMENTS

PROFESSIONAL PHOTOGRAPHY
Stunning, high-resolution images that highlight every detail and capture the essence of your property.

CINEMATIC VIDEO
Lifestyle-driven videos that tell your property's story and create an emotional connection with buyers.

AERIAL & DRONE IMAGERY
Breathtaking overhead views and dynamic perspectives that showcase location, land, and setting.

3D TOURS & VIRTUAL SHOWINGS
Immersive experiences that allow buyers to explore your property from anywhere in the world.

GLOBAL EXPOSURE
Sotheby's International Realty reaches qualified buyers in 83 countries through a powerful global network.

TARGETED PROMOTION
Strategic digital campaigns, print marketing, and agent outreach to the right audience.

POSITIONING THAT SETS YOUR PROPERTY APART

I highlight what makes your property exceptional and position it where it belongs—in front of buyers who value it most.



- ✓ Market analysis & competitive positioning
- ✓ Compelling property descriptions
- ✓ Lifestyle and neighborhood storytelling
- ✓ High-impact visuals and branding
- ✓ Luxury print & digital lookbooks
- ✓ Private listings & off-market opportunities
- ✓ Agent-to-agent networking
- ✓ Database & sphere marketing

IT'S NOT JUST ABOUT GETTING SEEN.
IT'S ABOUT BEING REMEMBERED.

YOUR PROPERTY. SEEN ON THE WORLD'S BEST PLATFORMS.

Sotheby's INTERNATIONAL REALTY	sir.com	JamesEdition
MANSION GLOBAL	LUXURY REAL ESTATE.COM	Zillow PREMIER AGENT
realtor.com®	Trulia	Homes.com®
Google ADS	Instagram	Facebook
YouTube	Pinterest	LinkedIn

Local expertise. Global reach. Unmatched results.

THE MARKETING JOURNEY

01 DISCOVER
We understand your goals, the property, and the story it has to tell.

02 PREPARE
We stage, capture, and create stunning content that showcases your property at its best.

03 LAUNCH
We introduce your property to the market with strategic exposure across multiple channels.

04 ENGAGE
We attract, connect, and engage qualified buyers locally, nationally, and internationally.

05 ANALYZE
We track performance, refine strategy, and ensures maximum exposure and buyer activity.

06 ACHIEVE
We negotiate confidently and deliver the strongest possible outcome.

SECTION
IV

MARKETING & PROPERTY POSITIONING

PAGES 14–18

Piatt | Sotheby's INTERNATIONAL REALTY

MAXIMUM EXPOSURE. STRATEGIC ADVANTAGE. SUPERIOR RESULTS.



TOP DOLLAR IS NOT AN ACCIDENT— IT'S THE RESULT OF STRATEGY.

I combine data-driven strategy, innovative marketing, and an extensive network to ensure your property stands out, attracts the right buyers, and achieves exceptional results.

> *"In a crowded market, it's not just getting noticed—it's about being remembered."*
> *– A.S*

SMART MARKETING. PRECISE TARGETING. UNMATCHED EXPOSURE.

DIGITAL STRATEGY THAT DRIVES RESULTS

STRATEGIC ONLINE PRESENCE
Your property is showcased across Sotheby's International Realty's global website and syndicated to hundreds of high-traffic real estate sites.

PREMIUM LISTING PLACEMENT
Featured placements on luxury platforms, industry-leading real estate websites, and curated buyer databases ensure your property gets seen.

SOCIAL MEDIA AMPLIFICATION
Targeted campaigns across Instagram, Facebook, LinkedIn, YouTube, and Pinterest to reach qualified buyers where they spend their time.

TARGETED EMAIL OUTREACH
Exclusive exposure to our network of qualified buyers, top agents, and industry professionals worldwide.

DATA-DRIVEN MARKETING
We leverage market insights and analytics to refine our strategy and maximize your property's visibility and appeal.

BUYER NETWORK ENGAGEMENT
Direct reach to an extensive network of top agents, relocation specialists, and high-net-worth buyer connections.

ELEVATING YOUR PROPERTY'S POSITION

It's not just what we market—it's how we position it to attract the right buyers and the best offers.



- ✓ Compelling property narrative
- ✓ Professional staging guidance
- ✓ Lifestyle & community positioning
- ✓ High-impact photography & video
- ✓ Custom property brochures
- ✓ Market analysis & competitive insights
- ✓ Strategic pricing recommendations
- ✓ Showcasing unique features & upgrades
- ✓ Creating urgency & demand

THE RIGHT PRESENTATION CREATES DESIRE. DESIRE DRIVES DEMAND. DEMAND DRIVES VALUE.

GLOBAL REACH. LOCAL EXPERTISE.

Powered by Sotheby's International Realty's unmatched global network.

83 COUNTRIES & TERRITORIES

26,000+ SALES ASSOCIATES

1,100+ OFFICES WORLDWIDE

#1 MOST TRUSTED LUXURY REAL ESTATE BRAND*

Your property is marketed to qualified buyers locally, nationally, and worldwide—ensuring maximum exposure and the strongest offers.

*Source: 2024 Brand Keys Luxury Real Estate Brand Report

TARGETED REACH. QUALIFIED BUYERS.

We connect your property with buyers who value what you have to offer.

BUYER DATABASE
Access to a curated database of qualified, pre-screened buyers.

TOP AGENT NETWORK
Exposure to top-producing agents and their buyer clients.

RELOCATION SPECIALISTS
Connecting with buyers relocating locally, nationally, or globally.

HIGH-NET-WORTH BUYERS
Targeting buyers with the means, motivation, and timeline to act.

LOCAL COMMUNITY CONNECTIONS
Leveraging local expertise to attract buyers who want the lifestyle.

STRATEGIC OUTREACH
Proactive outreach to generate interest and schedule showings.

SECTION
IV

MARKETING & PROPERTY POSITIONING

PAGES 14–18

Piatt | Sotheby's INTERNATIONAL REALTY

DATA. INSIGHT. STRATEGY. PERFORMANCE.

INFORMED DECISIONS. MAXIMUM RESULTS.

I use real-time market data, local expertise, and advanced analytics to guide every marketing decision—ensuring your property is priced strategically, positioned effectively, and performing at its highest potential.

KNOWLEDGE IS POWER.
STRATEGY IS WHAT TURNS IT INTO RESULTS.



> *The right strategy isn't just about where we market—it's about how, when, and why.*
> *– A.S*

MARKET INTELLIGENCE THAT GIVES YOU THE EDGE

MARKET ANALYSIS
In-depth analysis of current market trends, comparables, and buyer behavior to inform every decision.

STRATEGIC PRICING
Data-backed pricing strategy designed to attract buyers, maximize exposure, and achieve top dollar.

COMPETITIVE POSITIONING
Positioning your property to stand out against competition and capture the right buyer attention.

PERFORMANCE TRACKING
Continuous monitoring of key metrics and campaign performance to refine strategy and optimize results.

DATA-DRIVEN ADJUSTMENTS
Real-time insights allow us to pivot quickly and capitalize on market opportunities.

CLEAR REPORTING
Transparent reporting keeps you informed, confident, and in control every step of the way.

STRATEGIC MARKETING IS AN INVESTMENT IN SUCCESS

A well-executed marketing plan drives more exposure, more interest, and stronger offers.



- ✓ Maximize exposure to qualified buyers
- ✓ Build demand and create competition
- ✓ Generate stronger offers
- ✓ Reduce time on market
- ✓ Increase market value perception
- ✓ Deliver a superior client experience
- ✓ Achieve the best possible outcome

GREAT PROPERTIES DESERVE GREAT MARKETING.
GREAT MARKETING DELIVERS EXTRAORDINARY RESULTS.

GLOBAL REACH. LOCAL EXPERTISE.

97%	of buyers use the internet in their home search process.
81%	of buyers say online photos are very important.
73%	of sellers say video content helps their home stand out.
80%	of buyers more likely to visit a home they discovered online.
2.6X	more views on listings with virtual tours.

Marketing that meets today's expectations creates tomorrow's results.

*Sources: NAR Home Buyers and Sellers Generational Trends 2024. Zillow Consumer Housing Trends Report 2024.

THE MARKETING JOURNEY

01 RESEARCH & ANALYZE
Evaluate market conditions, competition, and buyer demand.

02 PREPARE & PRESENT
Stage, photograph, and create compelling marketing assets.

03 LAUNCH & PROMOTE
Distribute across premium channels for maximum reach.

04 ENGAGE & CONNECT
Engage buyers and agents to generate interest and showings.

05 MONITOR & OPTIMIZE
Track performance and adjust strategy for best results.

06 NEGOTIATE & ADVOCATE
Negotiate terms and advocate for your best interests.

07 ACHIEVE & CELEBRATE
Deliver a successful sale and exceptional client experience.

SECTION
IV

MARKETING & PROPERTY POSITIONING

PAGES 14–18

Piatt | Sotheby's INTERNATIONAL REALTY

THE DIFFERENCE IS IN THE DETAILS. THE RESULTS ARE IN THE PLAN.

STRATEGIC MARKETING. EXCEPTIONAL OUTCOMES.

From pre-launch to closing, I manage every marketing detail with precision and purpose—ensuring your property is positioned to command attention, attract the right buyers, and achieve the strongest possible result.

BIG PICTURE STRATEGY.
RELENTLESS EXECUTION.
EXCEPTIONAL RESULTS.



> *"A strategic plan, flawless execution, and relentless attention to detail—that's how we achieve extraordinary results for our clients."*
> *– A.S*

BEHIND EVERY SUCCESSFUL SALE

STRATEGIC PLANNING
We start with a custom marketing strategy built around your property, your goals, and market conditions.

PREPARATION & PRESENTATION
Professional staging, photography, video, and curated content highlight your property at its absolute best.

PREMIUM MARKETING
Multi-channel exposure through Sotheby's platforms, digital campaigns, and our global network drives results.

QUALIFIED BUYERS
We attract and engage serious, qualified buyers—locally, nationally, and internationally.

SKILLED NEGOTIATION
Expert negotiation protects your interests and positions you for the strongest possible terms.

SUCCESSFUL CLOSING
Seamless coordination and clear communication ensure a smooth transaction from start to finish.

MARKETING THAT CREATES MOMENTUM

Early momentum creates more exposure, more competition, and higher results.



- ✓ Pre-launch awareness & coming soon strategy
- ✓ Stunning visuals that stop the scroll
- ✓ Targeted digital advertising
- ✓ Email campaigns to qualified buyers & agents
- ✓ Strategic social media promotion
- ✓ Sotheby's International Realty® global reach
- ✓ Open house strategy that drives foot traffic
- ✓ Ongoing analytics & performance tracking

THE RIGHT MARKETING CREATES THE RIGHT BUZZ.
THE RIGHT BUZZ CREATES THE BEST OFFERS.

GLOBAL REACH. LOCAL EXPERTISE.

Your property. Our world.

83	26,000+	1,100+	#1
COUNTRIES & TERRITORIES	SALES ASSOCIATES	OFFICES WORLDWIDE	MOST TRUSTED LUXURY REAL ESTATE BRAND*



Combining hyper-local knowledge with a global network allows us to position your property for maximum exposure and unmatched results.

*Source: 2024 Brand Keys Luxury Real Estate Brand Report

WHAT YOU CAN EXPECT

CLEAR COMMUNICATION
You'll always know what's happening, what's next, and why.

DATA-DRIVEN DECISIONS
We track, analyze, and adjust to ensure maximum performance

EXPERT GUIDANCE
Decades of experience and market knowledge working for you.

PROTECTING YOUR INTERESTS
Your goals come first. Always.

PREMIUM SERVICE
White-glove service from listing to closing and beyond.

A TRUSTED PARTNER
Advocacy, integrity, and commitment every step of the way.

SECTION
V

EXPERTISE THAT CREATES VALUE

PAGES 19–23



Piatt | Sotheby's INTERNATIONAL REALTY

BUILDER'S PERSPECTIVE. ADVISOR'S STRATEGY. EXCEPTIONAL RESULTS.

CONSTRUCTION KNOWLEDGE. REAL ESTATE ADVANTAGE.

From renovations and investment properties to new construction and custom builds, my unique background in construction and project management allows me to see potential others miss, anticipate challenges before they arise, and guide clients to maximize value at every stage.

HOW I CREATE VALUE

See Potential
Identify opportunities and risks that others may overlook.

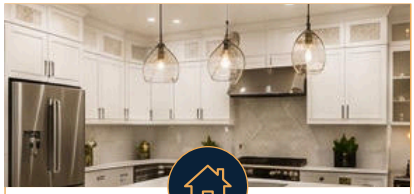
Plan Strategically
Develop smart, actionable plans tailored to your goals and timeline.

Manage Confidently
Coordinate the right team, timeline, and resources.

Maximize Value
Enhance performance, reduce surprises, and protect your investment.

Deliver Results
Smooth transactions and outcomes that exceed expectations.

WHERE EXPERIENCE MAKES THE DIFFERENCE



RENOVATIONS
TRANSFORM. ENHANCE. MAXIMIZE.

Whether simple updates or full-scale renovations, I help clients unlock value and create spaces that function beautifully.

- Improvement planning & budgeting
- Contractor selection & coordination
- Design consultation & material guidance
- Timeline management & quality oversight



INVESTMENT PROPERTIES
STRATEGIC INVESTMENTS. STRONG RETURNS.

From single-family rentals to multi-unit buildings, I help investors identify, improve, and position properties for long-term success.

- Acquisition analysis & due diligence
- Renovation planning & value-add strategy
- Budget oversight & contractor coordination
- Rental positioning & ROI optimization



NEW CONSTRUCTION
FROM CONCEPT TO COMPLETION.

I guide clients through every step of the building process to ensure a smooth experience and a home that exceeds expectations.

- Lot evaluation & builder selection
- Design, selections & custom finishes
- Construction management & updates
- Final walkthrough & move-in coordination



COMMERCIAL & MIXED-USE
POSITION. IMPROVE. PERFORM.

I assist clients in repositioning and improving commercial and mixed-use properties to increase value and attract quality tenants or buyers.

- Market analysis & repositioning strategy
- Renovations & code compliance
- Tenant coordination & improvements
- Sale or refinance preparation



OUT-OF-TOWN CLIENTS
LOCAL EXPERTISE. REMOTE CONFIDENCE.

Distance is never a barrier. I provide full-service coordination, clear communication, and trusted oversight from start to finish.

- Virtual consultations & property tours
- Vendor & contractor management
- Regular updates & photo/video reports
- Seamless closing coordination



BUILDER & VENDOR NETWORK
TRUSTED PARTNERS. PROVEN RESULTS.

I have built a network of skilled professionals who share my commitment to quality, integrity, and exceptional service.

- Elite builders & sub-contractors
- Designers, architects & engineers
- Inspectors, appraisers & specialists
- Reliable, responsive & results-driven

ONE POINT OF CONTACT. ENDLESS POSSIBILITIES.

My builder's perspective allows me to see potential, anticipate challenges, and create strategies that maximize return—whether you're renovating, investing, building new, or enhancing your next home.

- Construction Knowledge
- Project Management Expertise
- Strategic Planning
- Uncompromising Advocacy

SECTION V

CASE STUDIES & CREDENTIALS

PAGES 19–23

Piatt | Sotheby's INTERNATIONAL REALTY

CONSTRUCTION EXPERTISE. REAL ESTATE ADVANTAGE.

WHERE BUILDER EXPERIENCE CREATES BETTER REAL ESTATE OUTCOMES

One of the greatest advantages I bring to clients is seeing potential where others see problems. My background in custom home construction, renovations, and project management allows me to evaluate opportunities, identify value, coordinate improvements, and help clients make confident decisions before, during, and after a purchase or sale.

FEATURED PROJECTS

IVY LANE

CUSTOM HOME | FROM VISION TO REALITY

Clients wanted to build a completely custom home tailored to their lifestyle.

MY ROLE

- Site selection
- Builder selection
- Design consultation
- Material selections
- Design to completion oversight
- Final walkthrough coordination

RESULT

A fully customized home built from concept through completion while providing one point of contact throughout the process.

CONSTRUCTION EXPERTISE | DESIGN CONSULTATION | PROJECT COORDINATION | VALUE CREATION

BUTLER STREET

COMMERCIAL MIXED-USE REDEVELOPMENT



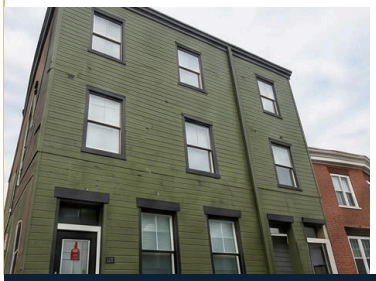
Complete redevelopment of a mixed-use property with retail on the first floor and residential apartments above.

- Commercial repositioning
- Residential renovation
- Material selection
- Construction oversight
- Property enhancement strategy
- Acquisition

CONSTRUCTION EXPERTISE | DESIGN CONSULTATION | PROJECT COORDINATION | VALUE CREATION

EDEN WAY

INVESTMENT PROPERTY TRANSFORMATION / TRIPLEX INVESTMENT



Complete renovation of all three residential units to reposition the property for long-term investment performance.

- Full interior demolition
- Design & renovation planning
- Contractor coordination
- Budget oversight
- Rental positioning
- Investment strategy

CONSTRUCTION EXPERTISE | DESIGN CONSULTATION | PROJECT COORDINATION | VALUE CREATION

SARJEAN WAY

SELL • DESIGN • BUILD



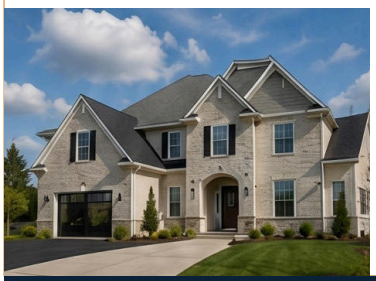
Worked with the clients to sell their existing home while simultaneously designing and building their next one.

- Coordinated sale of existing residence
- Design & lot evaluation
- Builder negotiations
- Construction guidance
- Closing coordination

CONSTRUCTION EXPERTISE | DESIGN CONSULTATION | PROJECT COORDINATION | VALUE CREATION

MALLARD POND

CUSTOM BUILD FOR AN OUT-OF-TOWN BUYER



Helped coordinate with the agent in AZ the sale, and relocation of clients home, and simultaneously procured the acquisition of their custom home in PA.

- Virtual consultations
- Builder communication
- Community and builder selection
- Coordinated site visits
- Walkthrough coordination
- Closing management

CONSTRUCTION EXPERTISE | DESIGN CONSULTATION | PROJECT COORDINATION | VALUE CREATION

BUILDER'S PERSPECTIVE. ADVISOR'S STRATEGY. REALTOR'S RESULTS.

Understanding how properties are built—and how they can be improved—allows me to uncover opportunities, anticipate challenges, and help clients maximize value long before a property ever reaches the market.

Piatt | Sotheby's INTERNATIONAL REALTY

PROBLEMS BECOME OPPORTUNITIES.

WITH THE RIGHT STRATEGY.



Every transaction presents unique challenges. My role is to anticipate obstacles, develop solutions, and guide clients confidently from uncertainty to success.

Whether navigating financing complications, negotiating multiple offers, coordinating estate sales, or resolving inspection concerns, I focus on protecting my clients' interests while creating practical solutions that keep transactions moving forward.

WHEN CHALLENGES ARISE

MULTIPLE OFFER STRATEGIES

Creating competitive positioning while protecting my client's financial and contractual interests.

EXAMPLES

- Offer structure
- Escalation strategies
- Risk analysis
- Seller leveraget

APPRAISAL CHALLENGES

Helping buyers and sellers navigate valuation issues through preparation, negotiation, and market data.

EXAMPLES

- Comparable analysis
- Appraisal review
- Renegotiation strategy
- Alternative solutions

INSPECTION NEGOTIATIONS

Turning inspection reports into productive conversations rather than failed transactions.

EXAMPLES

- Repair negotiations
- Contractor consultation
- Credits vs repairs
- Risk management

FINANCING SOLUTIONS

Working collaboratively with lenders to overcome financing obstacles and protect the transaction.

EXAMPLES

- Loan program options
- Underwriting coordination
- Timeline management
- Creative solutions

ESTATE & TRUST SALES

Managing sensitive family transitions with professionalism, discretion, and clear communication.

EXAMPLES

- Multiple decision makers
- Probate coordination
- Attorney collaboration
- Family communication

COMPLEX TRANSACTIONS

When situations become more complicated, experience becomes even more valuable.

EXAMPLES

- Relocation
- Investment property
- Commercial assets
- Multi-property transaction

MY PROBLEM-SOLVING FRAMEWORK

1 UNDERSTAND THE CHALLENGE
Every solution begins with listening carefully and identifying the true objective.

2 EVALUATE EVERY OPTION
I assess market conditions, risks, timelines, and opportunities before making recommendations.

3 BUILD THE STRATEGY
Every client receives a customized plan—not a one-size-fits-all approach.

4 EXECUTE WITH PRECISION
Communication, coordination, and advocacy keep transactions moving efficiently.

5 DELIVER THE RESULT
My goal is not simply to close a transaction—it is to create the best possible outcome.

WHAT CLIENTS VALUE MOST

CALM UNDER PRESSURE
I remain solution-focused when unexpected issues arise.

CLEAR COMMUNICATION
Clients always understand where we are and what comes next.

STRATEGIC NEGOTIATION
Protecting your interests while keeping opportunities alive.

TRUSTED ADVOCACY
Representing your goals with professionalism and integrity.

EXCEPTIONAL RESULTS
Thoughtful preparation consistently produces stronger outcomes.

EXPERIENCE DOESN'T ELIMINATE PROBLEMS. IT HELPS YOU SOLVE THEM.

The difference isn't whether challenges arise—it's having the right advisor to navigate them.

SECTION V

CASE STUDIES & CREDENTIALS

PAGES 19–23

Piatt | Sotheby's INTERNATIONAL REALTY

CLIENT RELATIONSHIPS BUILT ON TRUST

The Transaction Ends. The Relationship Doesn't.



For me, success isn't measured solely by properties sold—it's measured by the relationships built long after the closing table. Many of my clients return years later, refer their family and friends, or trust me to guide multiple chapters of their lives.

CLIENTS TRUST ME WITH...

- First Homes
- Luxury Homes
- Relocations
- New Construction
- Investment Properties
- Estate Sales
- Multi-Generational Moves
- Out-of-Town Transactions

WHAT CLIENTS SAY

★★★★★

Josh & Kate

LUXURY RELOCATION | PA TO NORTH CAROLINA

"Selling our home while coordinating a move to North Carolina felt overwhelming until Aubre took over. We received multiple offers within 36 hours, and when unexpected challenges threatened our closing, she developed solutions we never would have considered. She coordinated every detail with our North Carolina Sotheby's colleague, giving us complete confidence during one of the biggest transitions of our lives."

★★★★★

Randy Morris

BUILDER & NEW CONSTRUCTION CLIENT

"After buying and selling more than 50 properties over the past four decades, I can confidently say Aubre is our family's real estate professional. Her builder knowledge, strategic thinking, and patience helped us navigate changing builders and ultimately build the home we envisioned."

★★★★★

Joe Petrich

LUXURY HOME SELLER

"Her marketing, communication, and organization were exceptional. She also has an incredible network of inspectors, contractors, plumbers, and trusted professionals that made every step easier. I recommend her every chance I get."

★★★★★

tloebig

ESTATE SALE CLIENT

"Living more than six hours away, we needed someone who could manage every detail. Aubre created a detailed plan, coordinated vendors, communicated constantly, and sold our home immediately following the open house. We couldn't have asked for a better experience."

★★★★★

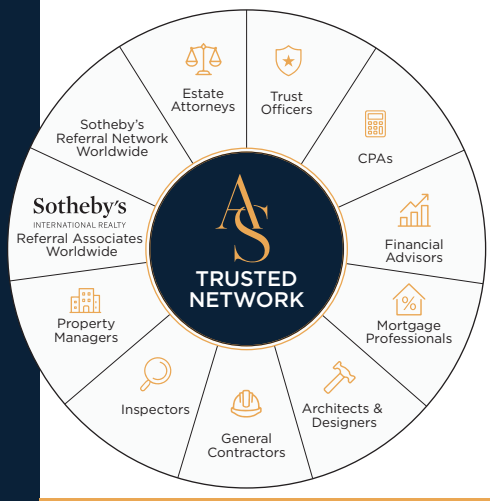
Jessie Volk

HOME SELLER

"If you're looking to sell your house, contact Aubre. She provided guidance on what to get done to sell quickly. She held up her end of our agreed upon timelines and working together, we received multiple offers on our house the first day it was available to see."

MY PROFESSIONAL NETWORK

One of my greatest advantages is not simply what I know—but who I can bring to the table.



TRUSTED RELATIONSHIPS INCLUDE

- Estate Attorneys
- Trust Officers
- CPAs
- Financial Advisors
- Mortgage Professionals
- Builders
- Architects
- Designers
- Engineers
- General Contractors
- Inspectors
- Property Managers
- National Relocation Partners
- Sotheby's International Realty Referral Associates Worldwide

RELATIONSHIPS THAT LAST

Many clients trust me with:

- Buying their first home
- Selling years later
- Building a custom home
- Helping parents downsize
- Estate settlements
- Investment purchases
- Referrals for friends and family
- Generational wealth transitions

WHY REFERRALS MATTER

More than any award or recognition, referrals represent something far more meaningful.

Trust

When clients recommend me to the people they care about most, it tells me I've fulfilled my responsibility as both an advisor and an advocate.

THE TRANSACTION ENDS. THE RELATIONSHIP DOESN'T.

My goal has never been to simply close transactions. It's to become the trusted real estate advisor clients confidently call for every chapter that follows.



Piatt | Sotheby's
INTERNATIONAL REALTY

WHY CLIENTS CHOOSE AUBRE STACKNICK

EXPERIENCE. STRATEGY. RESULTS.

Thank you for taking the time to learn about my approach to real estate.

Every client has unique goals, every property presents different opportunities, and every transaction deserves thoughtful strategy, clear communication, and unwavering advocacy.

Whether representing a first-time buyer, a luxury estate, a commercial investment, or a multi-generational family transition, my commitment remains the same—to protect your interests, simplify the process, and deliver exceptional results.

I look forward to the opportunity to earn your trust.

Aubre Stacknick

Global Real Estate Advisor
Piatt Sotheby's International Realty

KNOWLEDGE STARTS WITH KNOWING

TRUSTED REAL ESTATE SHERPA™

COMPLEX PROPERTIES • STRATEGIC GUIDANCE • EXCEPTIONAL RESULTS