

WILLIAM RAVEIS ELITE
REAL ESTATE



Mikel DeFrancesco

Broker

Licensed in MA

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MA-HomeFinder.com



Get To Know Me

Mikel DeFrancesco is an exceptional Realtor and Broker who has established himself as a leading Real Estate resource in the Eastern MA and South Shore area. Mikel has maintained a perfect 5.0 star rating from 500+ verified reviews and with close to 1,000 local transactions. Mikel and his family are lifetime local residents where he lives with his beautiful wife Lisa, his 3 boys (Mason, Evan and Tanner), his youngest daughter Gianna and their 2 Swiss Mountain Dogs, Hudson & Daisy.

Professional Background:

- Received my Real Estate Agent License 22 years ago and earned my Brokers license in 2006
- Brought close to 1,000 buyers and sellers to the closing table - over \$300M Sold Volume
- Earned my builders licenses - Construction Supervisor and HIC Contractors license
- Member of the Greater Boston Board of REALTORS
- Highest Rated individual agent in MA on the largest Real Estate portals



Family



Daisy



Hudson

Work With Us

Local Experience: With close to 1,000 local transactions, we have the experience and local knowledge to add value to your search – providing a higher level of service and better information regarding the home, neighborhood, schools and more.

Access & Availability: I am personally available 7 days a week from 7 am to 9 pm or later. In a hot market we can ensure you get into the homes of your choosing and beat the competition. Once we know what you're seeking – we will always work to get it. On or Off Market. Our office maintains a list of coming soon and to be listed homes.

No Cost, No Obligation... Ever: I have never had a client sign a contract. Unlike other brokerages that insist on it, I believe that trust is earned and my clients WANT to work with me... not because they have a contract that says they have to.... But because they see our knowledge and effort as an asset to their search.

No Cheerleading: Unlike many agents, we won't try to get you to buy every house you see. In fact, it's more likely we'll tell you NOT to buy 95% of them. But when the *right* house comes available – I will help you identify it, price it and obtain it to beat your competition.

FREE Home Warranty: As a valued client, we will not only ensure we work tirelessly to find you the perfect home and price... but we will include a 1 yr Home Warranty at no Charge with your purchase!

A home warranty will provide protection for covered repairs of: Heating & Cooling Systems, Electrical System, Plumbing System, Re-Key Service, Kitchen AND Laundry Appliances. We'll help you avoid a large and unexpected bill in your first year of ownership!

Client Testimonials

“As first time home buyers that were not from the Boston area, my wife and I were extremely fortunate to find Mike. Mike was the ideal realtor in every way: knowledgeable, responsive, honest, and passionate about helping his clients. His background in construction was also extremely helpful when we were seeing different properties and I felt confident in his advice. I would recommend Mike to anyone that asks and I truly can't thank him enough for helping us find our first home.”

Zach (Buyer)

“ Mike was referred to us by a coworker who had recently used him as a Realtor to purchase their own home. Mike was easy to talk to and incredibly helpful from the start - he gave recommendations of how to define our standards for our price range. House tours were not just tours but also lessons in what we should be looking for as well as managing expectations on what could and could not be reasonably fixed. He was upfront about his professional opinion on each tour but let us come to our own decisions on whether a house was right for us. Mike was readily available whenever we needed him - whether it was for a tour, to ask questions, or to draw up paperwork. We absolutely love our new home and would definitely recommend Mike to future home-buyers!” **Elizabeth (Buyer)**

“ Mike's approach as a seller's agent was refreshing. From the very start he was a true partner in the process, explaining how he would market the property to attract the right buyers. My siblings and I were thrilled that our childhood home went to such an amazing family, exactly what our parents would have wanted. We felt very comfortable throughout the process with Mike and knew that he would take great care of the home during the open houses. Mike was always available for questions and communicated with us throughout the process. We followed his advice and the advice of his stager and the house showed the pride of what our parent's had built over the years.” **Bill (Seller)**

“By far, Mikel is the best Realtor we ever had. During the whole process, he was extremely helpful, transparent, honest and very reliable. He really understood what we were looking for from the beginning and was always available to answer our questions. He is super knowledgeable on the market conditions and gave us his honest feedback and best advice along the way based on his experience and expertise. He is an excellent value assessor and a great negotiator too! I highly recommend him.” **Alan (Buyer)**

Client Testimonials

"As a Realtor, I know and appreciate the opportunity to work with exceptional agents. Mikel is one of those agents. He has a great command of the market, is easy to work with and realistic when it comes to setting expectations. My confidence in Mikel is obvious as I've turned to him when selling two of my own residences. I recommend him highly." **Brian (Seller)**

"We found Mike online based on his 5-star reviews across multiple sites. He was the first Realtor we contacted and we feel like we hit the jackpot right away. Mike happened to live in the town we were looking in, so his local knowledge was super helpful as we evaluated properties. This was our first home purchase and Mike explained EVERYTHING. Not only is he a Realtor, but he has a builder's license so he was able to give us a lot more insight into the structure of potential homes. Mike is very thorough and extremely responsive. He answered all of our questions, and we had plenty. Most importantly, he never tried to push us toward a property that wasn't a good fit for us. He gave us the facts, stated his opinion, but ultimately helped by giving us a ton of information to be able to make decisions on our own. Mike made the process easy. His expertise helped us avoid pitfalls and mistakes that could have cost us. We feel very lucky that Mike was on our team."

Matthew (Buyer)

We really enjoyed working with Mike to buy our second house and sell our first. Buying was a tough process in this market- Mike helped us strategize which houses to look at, went to every open house with us, and made special arrangements to accommodate our toddler's schedule. He actively assessed houses when we viewed, which is something we felt was really missing with different Realtors. When it came time to sell, our home sold in the first weekend. His team takes beautiful photos. I highly recommend working with Mike! **Keelin (Buyer)**

I am so happy that I read Mike's reviews and chose him as my Realtor. I didn't have the best experience as a first time home buyer 10 yrs ago and really wanted to find someone I could trust. Mike was that guy. From the very start I felt he had my best interest at heart. He could've made an easy commission by supporting some of my interests early on but advised me to find a house that better suited my needs or cost less but had potential for future expansion. He's so knowledgeable that you feel you've got a home inspector along with you. He is patient, attentive, available, answers any and all questions quickly and thoughtfully. I'm so grateful for all of his help and guidance throughout the process and his commitment to helping me find the right home. **Katie (Buyer)**

WILLIAM RAVEIS ELITE

REAL ESTATE

The premier Canton Real Estate Agents at William Raveis Elite assist home buyers and sellers in the South Shore, and surrounding communities. We are committed to working closely with our clients to understand their essential needs and wants and offer a no pressure approach while advising, negotiating, and strategizing to get the best deal and the right deal every time. We strive to provide unparalleled knowledge of the local market, precise pricing strategies and a marketing plan that is second to none. There are no shortcuts or half-measures with us; excellence and service are our focus.



Solutions DIVISION

Our Solutions Division is a cohesive team of real estate professionals who are seasoned experts in their field. Each member of our team is Senior Real Estate Specialist® (SRES®) Certified and has extensive experience strategizing and negotiating the complexities involved in these specific transactions.

We are dedicated to consistently improving, innovating, and focusing on delivering the best service and information to our clients. Our division offers practical solutions with compassion to our clients, setting us apart from the competition. We are here to support you and act as your advocate throughout these processes.

Additionally, we have numerous trusted vendors & suppliers for moving, organizing, clearing, and donating who can assist you in every way. We have negotiated discounted prices through our partnerships with them to pass the savings on to you, our client. Whatever changes life gives you, we're here to help. We offer real solutions from real experts.



Your Expert Consultants for
DOWNSIZING • ESTATE SALES • DIVORCE SALES

Contact Me



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