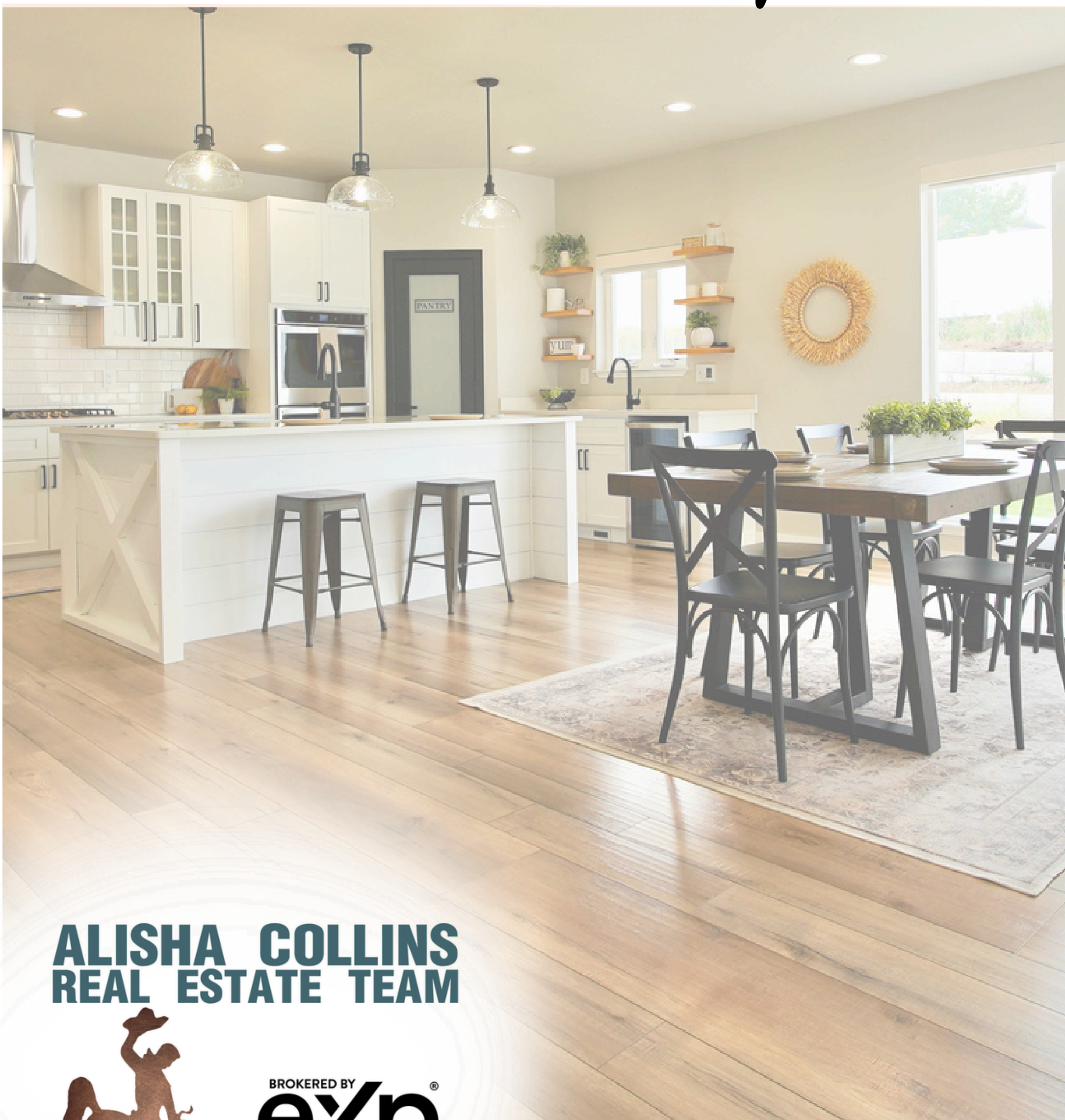
BUYER'S *Guide*



ALISHA COLLINS
REAL ESTATE TEAM

BROKERED BY eXp REALTY

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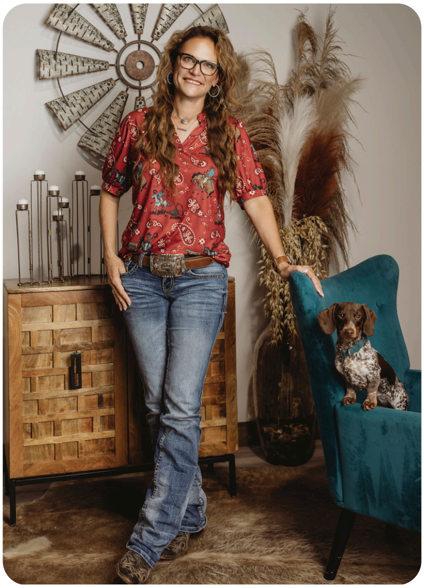
TEAM LEAD & VISIONARY 01



Alisha Collins, the dynamic leader of the Alisha Collins Real Estate Team at eXp Realty, is Wyoming's top Realtor, steering the state's #1 mega team with over two decades of unparalleled expertise. With 26 years in Casper and over 45 in Wyoming, she blends deep local insight with innovative strategies to make real estate dreams a reality with smooth, successful sales. Her visionary leadership empowers a stellar team, fostering a culture of excellence and client-first service that transforms real estate journeys.

When not crafting winning deals or creating captivating content, Alisha is riding her beloved horses, cherishing family moments, or mentoring her team to soar. Her boundless dedication to clients and community makes every transaction a masterpiece.

Choose Alisha and her team for an extraordinary real estate experience that's as big as Wyoming's skies.

See what our clients say on Google!

ALISHA COLLINS REAL ESTATE TEAM 307.247.1806

1944 CY Ave Casper, WY. 82604
307.200.3288

1837 Madora Ave Douglas, WY. 82633
307.200.3288

267 E Lincolnway Ste A-5, Cheyenne, WY.
(Wyoming eXp realty)
307.298.9741

makewyominghome.com

ALISHA COLLINS REAL ESTATE TEAM
BROKERED BY eXp REALTY

You can also find me on:

WHAT MAKES US THE BEE'S KNEES

01

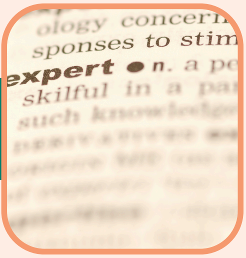
WE GO TO THE ENDS OF THE EARTH!

01

We're on a mission to make your home dreams come true. We don't just stop at the nearest listings; we go to the ends of the earth, quite literally, to find that perfect place you'll call home. Our dedication knows no bounds, and we're ready to explore every nook and cranny to match you with a home that feels like it was made just for you.

EXPERT GUIDANCE, ALWAYS

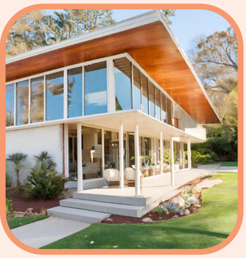
02



We know that buying a home can feel like navigating a labyrinth, but don't worry, we've got the map! Our team of seasoned pros will be by your side, offering insights, advice, and a friendly hand to hold throughout the entire home-buying journey. We'll demystify the process, answer your questions, and provide the wisdom you need to make the best decisions.

UNIQUE HOMES, YOUR WAY

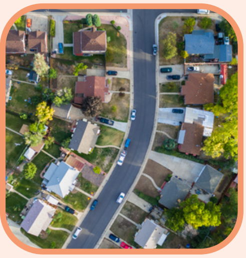
03



Whether it's a charming historic gem with stories to tell or a uniquely modern masterpiece, we've got an eye for the extraordinary. Our passion for distinctive homes goes beyond the ordinary.
We specialize in finding the homes that exude character and charisma. So, if you're searching for a place with a story or a contemporary marvel, we've got you covered.

COMMUNITY MATCHMAKERS

04



We take great pride in being the ultimate community matchmakers. We understand that it's not just about the home itself but also the neighborhood, schools, and local amenities that make it special. Our in-depth knowledge of Wyoming and its surrounding areas means we can guide you to the community that suits your lifestyle, needs, and desires.

REAL ESTATE TERMS 02

PRE-APPROVAL

A pre-approval is the first step to obtaining a mortgage to purchase your home. The banker will perform an analysis on your income, debt, and credit-worthiness. You will need one in order to be ready to put an offer on a house.

OFFER

An offer is a preliminary agreement to purchase a home, and is set between a buyer and a seller.

CONTINGENCY

A contingency related to a property is when the preliminary offer is accepted, pending certain conditions set out by the seller or buyer.

CLOSING COST

The closing cost is the amount that is paid, in addition to the sale price. This can include: taxes, insurance and lender expenses. Typically about 3%-4% of the purchase price

EARNEST MONEY DEPOSIT

An Earnest money deposit are funds that are set aside into a trust or an escrow account to show the buyer is serious about the purchase. Goes towards closing costs at closing.

TITLE SEARCH

A title search will confirm that the property that is being sold in fact belongs to the seller.

APPRAISAL

An appraisal is the value that is assigned to the real estate asset based on an assessment of the asset, neighborhood, market condition, and more.

HOME INSPECTION

A home inspection is an official review of the real estate asset's current condition. They will help to determine if there is any work needed to be done to the property to bring it to normal working order. Costs: $450- $1500 depending on services.

SELLERS DISCLOSURE

The disclosures related to a property will include everything that the sellers know about the property, including any areas that need repairs.

CLOSING

The closing part of the real estate sale is when the money and keys are exchanged.

REAL ESTATE TERMS

OFFER DEADLINE

An offer deadline for a house is usually a specific date and time that the seller sets to receive offers from potential buyers. The deadline is typically communicated through the listing agent or real estate website and is usually within a few days to a week after the property is listed.

HIGHEST AND BEST

In real estate, the term "highest and best" refers to the highest price and most favorable terms that a seller can obtain for a property in a particular market. It is the concept of getting the best possible offer from potential buyers through open bidding or negotiation. It involves weighing various offers from different buyers and selecting the one that offers the most favorable terms and highest price. Ultimately, the goal of any seller is to secure the highest and best sales price for their property.

ASSESSED VALUE

The assessed value of a home (aka Appraisal) is the value assigned by the local government assessor's office for tax purposes. This value is determined by analyzing various factors such as the size, location, and condition of the property. It is important to note that the assessed value may not necessarily reflect the market value or selling price of a home. Appraisals are paid to your lender and cost around $600 before closing.

PURCHASE + SALE AGREEMENT

This is the contract signed between the buyer and seller of real estate. It sets out the obligations of each party from the time the property is taken off the market to the closing.

SPECIAL ASSESSMENT

A special assessment is a fee charged by a condo association or HOA to finance specific infrastructure or improvement services that directly benefit a particular property. It is typically used to fund the cost of repairing, maintaining, or updating public amenities, such as roads, sidewalks, roofs, sewer systems, etc. The assessment may be a one-time charge or a monthly charge for a designated period. The payment of the special assessment is mandatory and non-payment can result in a lien against the property.

SELLER CONSESSIONS

Seller concessions are a negotiating tool used in real estate transactions where the seller agrees to pay some or all of the buyer's closing costs, pre-paid expenses, or other fees associated with the purchase of a home. The concession is often made as an inducement to the buyer to purchase the property, and it may be offered as a flat fee or as a percentage of the sale price. This can be beneficial for the buyer as it may reduce the amount of money they need to bring to the closing table, making the purchase more affordable.

HOME BUYER'S ROADMAP 03

1. Get Pre-Approval
2. Meet with agent to discuss goals
3. Begin Search
4. Write offer
5. Offer is Accepted 1st Deposit Due

1-9 Days

6. Home Inspection (optional)

Day 10

7. Purchase + Sale is signed + Second deposit is received

Day 30

8. Appraisal + Financing Commitment

Day 40-45

9. Closing Date + Home is Sold
10. CELEBRATE!!

Note: This is only a high level overview of a buy-side process. For more detailed steps, please refer to your real estate agent.

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makewyominghome.com

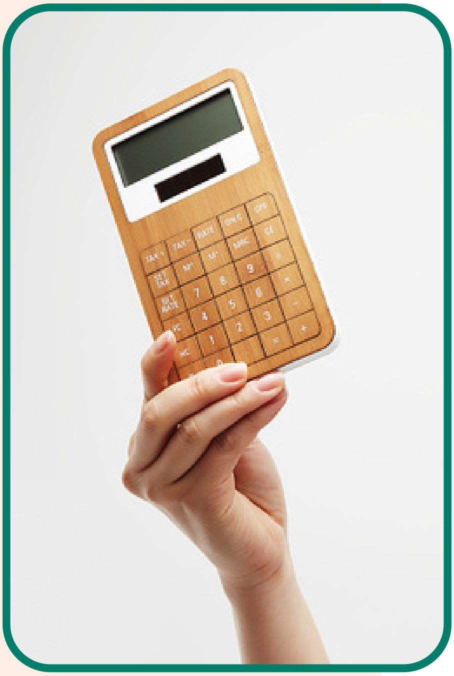
FINANCIAL PLANNING

04

Determine Your Budget

It is recommended that you stay within a budget of 3-5 times your annual income when purchasing a new home.

When determining your mortgage, don't forget other factors like: downpayment, legal fees, taxes, home inspection costs, appraiser costs, and renovation costs.



How much should your down payment be?

You DO NOT have to have 20% of the home's purchase price as a down payment. There are options available with lower down payments, such as FHA loans, which may require as little as 3.5%. Also Wyoming has a first-time home buyer program called WCDA which is as little as $1500 down.

The exact amount required for a downpayment will depend on various factors, including the type of loan, your credit score, and the home's purchase price. It's best to consult with a lender or financial advisor to determine the appropriate down payment for your situation.

FINANCIAL PLANNING

Credit Score Check

Your banker will likely perform a credit check prior to approving a mortgage and determining your interest rate. The most ideal range will be 620 or above but could be less based on the loan program.

The better your score, the lower the interest rate you will be charged on your mortgage.

Pre-Approval

Obtaining a pre-approval on your mortgage will help you in many ways. First it will help you determine your budget, and help you stay within your means. Second it shows the seller that you are serious about purchasing a home, and that you have the funds necessary to complete the purchase.

Although you are pre-approved for a loan, it does not mean that you will be guaranteed this amount in your final mortgage. You will still have to be approved for a mortgage after you have submitted an offer.

It is important not to make any significant purchases or alter your credit score in any way during this time.

PRE-QUALIFIED VS. PRE-APPROVED

05

What's the difference between being pre-qualified and pre-approved?

Pre - Qualified

In order to be pre-qualified, a lender may or may not check your credit score and won't require documentation, only going off what you tell them. This will give you an idea of what you could qualify for, but when you're serious about buying, you'll need to get pre-approved.

Pre - Approved

To be pre-approved, the lender will pull your credit and ask you for documentation to verify your finances. Before making an offer on a house, it is best to get pre-approved to show sellers your offer is serious and that a lender has already approved you for enough money to purchase the home.

HOME LOAN
APPLICATION

Document Checklist:

To determine loan eligibility, lenders typically require the following types of documents from each applicant:

INCOME:

- [ ] Federal tax returns: last 2 years
- [ ] W-2s: last 2 years
- [ ] Pay stubs: last 2 months
- [ ] Any additional income documentation: pension, retirement, child support, Social Security/disability income award letters, etc.

ASSETS:

- [ ] Bank statements: 2 most recent checking and savings account statements
- [ ] 401(k) or retirement account statement and summary
- [ ] Other assets: statements and summaries of IRAs, stocks, bonds, etc.

OTHER:

- [ ] Copy of driver's license or ID and Social Security card
- [ ] Addresses for the past 2-5 years and landlord's contact info if applicable
- [ ] Student loan statements: showing current and future payment amounts
- [ ] Documents relating to any of the following if applicable: divorce, bankruptcy, collections, judgements or pending lawsuits

TYPES OF MORTGAGES

06

CONVENTIONAL LOAN

The most common type of home loan, which is offered through private lenders.

FHA LOAN

Loans designed for those with high debt-to-income ratios and low credit scores, and most commonly issued to first-time homebuyers. Offered by FHA-approved lenders only and backed by the Federal Housing Administration.

VA LOAN

Loans designated for veterans, spouses, and reservists, offered through private lenders and guaranteed by the U.S. Department of Veteran Affairs.

USDA LOAN (RD)

Loans for homebuyers in designated rural areas, backed by the U.S. Department of Agriculture.

WCDA LOAN

Low-interest single family mortgages and education to help our customers buy and retain their homes. We also offer special programs to aid in the sustainability of home ownership. Usually used for first-time home buyers.

TYPE OF LOAN	DOWN PAYMENT	TERMS	MORTGAGE INSURANCE	MINIMUM CREDIT SCORE
CONVENTIONAL	3 - 20%	15-30 Years	On down payments under 20%	620
FHA	3.5 - 20%	15-30 Years	For 11 years or life of the loan	500
VA	None	15-30 Years	None	640
USDA	None	15-30 Years	None	640
WCDA	$1500	30 Years	Loan Specific	620

CHOOSING A LENDER

1**. Familiarity with the Local Market:** Local lenders have a better understanding of the local housing market and are familiar with the appraisal process in that area. They can help buyers understand what kind of properties are available and how much they should expect to pay.

2. Faster Turn around Time: Local lenders typically have faster turnaround times compared to big banks or online lenders. They can quickly assess a buyer's financial situation and provide a pre-approval letter within days.

3. Personalized Service: Working with a local lender provides buyers with a more personalized service as they deal directly with the loan officer. This ensures that the buyer gets the attention and care they need throughout the home buying process.

4. Competitive Rates and Fees: Local lenders often offer competitive rates and fees that are tailored to the local market. They may also have programs available to help first-time homebuyers, veterans, or those with low credit scores.

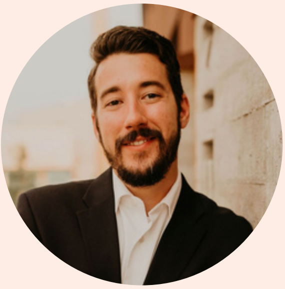
5. Stronger Offers: A pre-approval letter from a local lender carries more weight than one from an out-of-town lender. Sellers and real estate agents are more likely to view a local pre-approval as a strong offer and may be more willing to negotiate.

OUR TRUSTED LENDERS

07

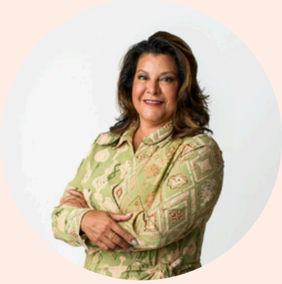
Heather Knighton
c: 307. 262. 7857
e: Hknighton@guildmortgage.net
NMLS: 1018718
WCDA Lender of the Year

Cherry Creek MORTGAGE
A Division of Guild Mortgage



Jacob Monhollen
c: 484. 515. 3898
e: jacob.monhollen@fairwaymc.com
NMLS: 1414279
WCDA approved Lender

FAIRWAY
INDEPENDENT MORTGAGE CORPORATION



Julie Condelario
c: 307. 259. 0013
e: julie.condelario@northpointe.com
NMLS: 340661
WCDA approved Lender

Northpointe Bank

Lori & Chance McLean
c: 307. 261. 6726
e: lmclean@wvista.com
NMLS: 915604
e: cmclean@wvista.com
NMLS #2247132
WCDA approved lenders

westernvista
CREDIT UNION

BEGIN HOUSE HUNTING

HOUSE WANTS & NEEDS LIST

Determine the features you are looking for in your ideal home and prioritize which items are most important to you. No house is perfect, but this will help us find the best match for you.

MUST HAVE	WOULD LIKE TO HAVE

HOUSE HUNTING TIPS

08

INVESTIGATE THE AREA

Drive around neighborhoods that interest you to get a feel of the area, how the homes are cared for, what traffic is like, etc.

ASK AROUND

Talk to family, friends and co-workers to see if anyone might know of a house for sale in an area you're interested in. One of them may even know of someone that's thinking about selling but hasn't put the house on the market yet.

KEEP AN OPEN MIND

Finding your dream home isn't always an easy task! Have a priorities list but keep an open mind when viewing houses.

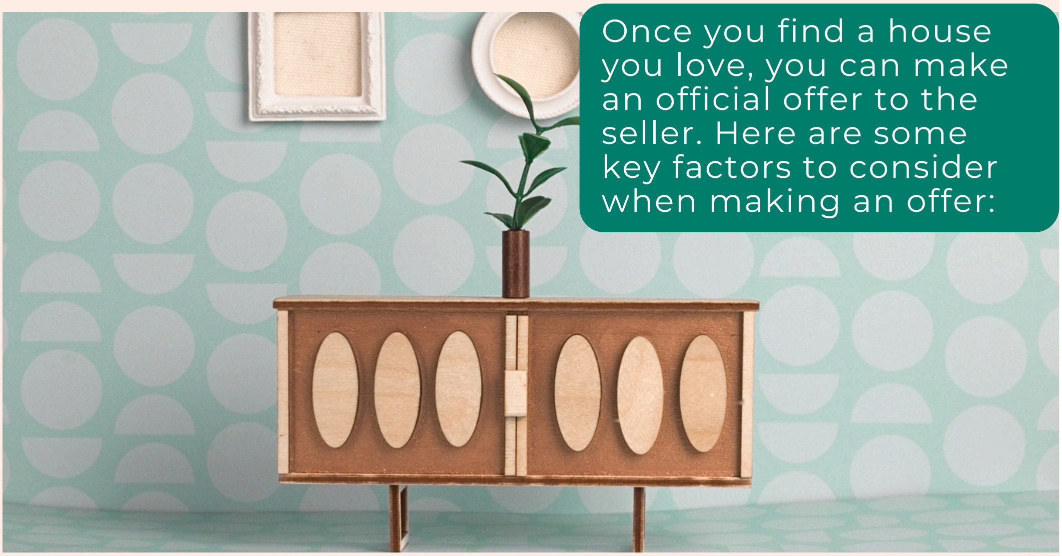
TAKE PICTURES & NOTES

When you visit multiple houses it gets difficult to remember specific details about each one. Take photos and notes while touring houses so that you can reference them later when comparing the properties that you've seen.

BE READY TO MAKE AN OFFER

When you find a home you want to buy, keep in mind there may be others interested in it as well. Be ready to make a solid offer quickly in order to have the best chance at getting that home.

MAKE AN OFFER



Once you find a house you love, you can make an official offer to the seller. Here are some key factors to consider when making an offer:

1. Market value: Research comparable homes in the same neighborhood and compare prices to determine the fair market value of the property.

2. Condition of the property: Consider the age of the home, repairs needed, and any upgrades/renovations made to the property.

3. Location: The location of the home plays a significant role in determining its value. Factors such as school districts, transportation, and nearby amenities can influence the price.

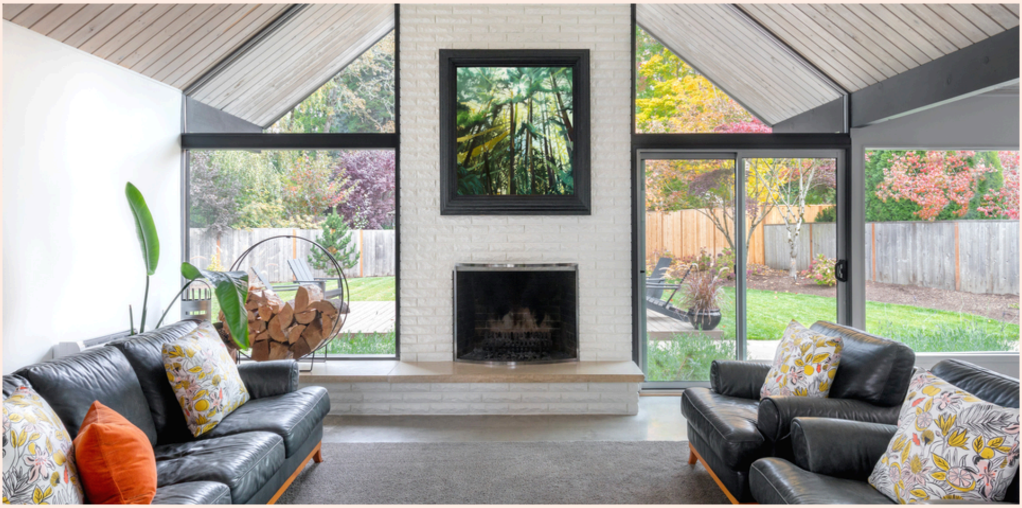
4. Your budget: Determine how much you can afford to pay for a house based on your income, expenses, and credit score.

5. Seller's motivation: This is highly dependent on the market conditions and how many buyers are looking at that specific home at the same time you are.

Ultimately, it is up to you to decide the amount you are comfortable offering for a house. It is recommended to work with a real estate agent who can provide guidance and help with negotiations.

MULTIPLE OFFERS

09



1. FIND OUT WHAT IS IMPORTANT TO THE SELLER
This could be a specific closing date or selling all of their furniture. It is important for your agent to have a conversation with the listing agent to find out this information.

2. **OFFER A LARGER EARNEST MONEY AMOUNT**
Most buyers offer 1% of the purchase price for Earnest money. By offering more money as an initial deposit, it shows the seller you are serious about your offer.

3. **MAKE YOUR INSPECTION PERIOD SHORTER**
Most inspection periods are 10 days. Seller's like shorter inspection periods because if the deal falls apart after inspection, they can put the home back on the market quickly, without losing a lot of time.

4. WAIVING CONTINGENCIES
There are a few contingencies in a standard Contract to Purchase that can be waived like your inspection and mortgage contingency. Waiving either of these is not typically something we advise.

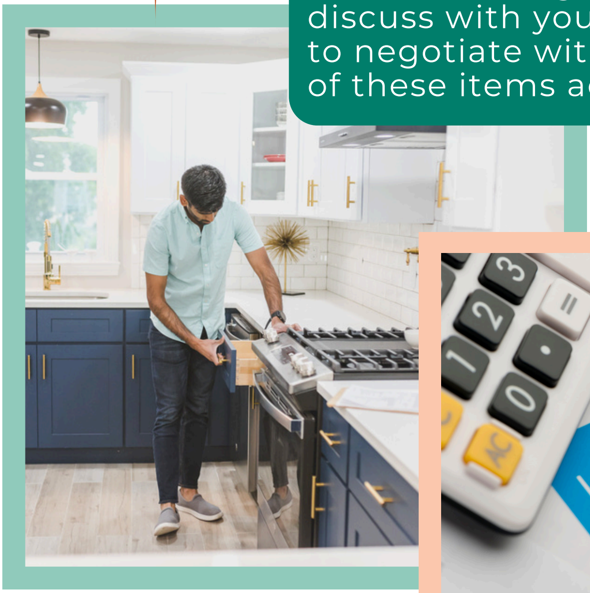
5.ESCALATION CLAUSE
An escalation clause allows a buyer to automatically increase their offer if a competing offer is received, up to a predetermined maximum price. This can help buyers remain competitive in a multiple-offer situation without immediately offering their highest price.

HOME
INSPECTION

A home inspection is not just about finding potential issues with the home. It is also a way to get to know as much about your new home as possible.

If anything serious comes out of the inspection, you have the option to back out of the agreement and get your earnest money back (but you have to pay for the inspections. You can also negotiate with the seller for money off the purchase price or ask them to repair items prior to closing.

After your inspection is complete, the inspector will provide you with an inspection report. This detailed report with have pictures of your new home and any notes about the condition and possible repairs that need to be done. After reviewing the report, you can discuss with your agent if you would like to negotiate with the seller to have some of these items addressed.



Buyer's Name: ___________________________ Closing Date: __________ Title Company: __________
Title Date: _______ EM Date_____ SQFT ____ Objection Date: ________________ Listing _________ Agent____________________ Resolution Date: ____________ Selling Agent: _______________

Is the property occupied? YES ☐ NO ☐

Does the Buyer want to be at inspections? YES ☐ NO ☐

BUYER INSPECTION AGREEMENT

Pursuant to the Inspection Clause XI on theContract to Buyand Sell RealEstate dated _____________ on the property

located at ____ Buyer requests the following inspections:

(***State name of inspector if Buyer has a specific inspector request***) Inspector Inspection Date/Time

Inspection

Air Conditioning ____

Appliance ____

Electrical ____

Environmental (Such as mold) ____

Fireplace/Woodstove ____

General Home Inspection ____

Heating ____

Insurance Co (Cue Report) ____

Jacuzzi or Spa ____

Plumbing ____

Roof ____

Sewer ____

Sheriffs Dept. Website: wysors.dci.wyo.gov ____

Sprinkler System ____

Structural ____

Survey ____

Termite ____

Well/Septic____

Other ____

Buyer(s) is ***NOT*** replying upon any representations of seller or Seller's Agents or representatives as to any condition which Buyer deems to be material to Buyer's decision to purchase this property. Buyer(s) understands
the agent is willing to make appointments with inspectors and arrange access to the property but is not warranting the quality or results of the inspections. Buyer(s) should specifically converse with each inspector as to the items which he/she deems important and as to the cost of inspection and items inspected and any warranties.

BUYERS ARE RESPONSIBLE FOR PAYMENT OF ALL INSPECTIONS ORDERED AND RECEIVED EVEN IFPURCHASEOF HOME DOESNOTCLOSE.

I (We) have authorized the inspections of the home I am purchasing at __________________

☐ I (We) was given the opportunity by my agent to have inspections done on the home I am
☐ purchasing at __________ but I have chosen NOT to have any inspections done on this property.

Buyer: ________________________________ Date: _________________________________

Buyer: ________________________________ Date: _________________________________

Witness: ______________________________ Date: _________________________________

Inspectors

Congratulations on your accepted offer! Below are some inspection providers specific to your area. Give them a call, get their pricing quotes, and set up an appointment for one of them for as soon as possible. (In no particular order)

Electric Inspection

ARC Electrical
Brandon Johnson
(307) 267.3163

Atlantic Electric
Scott Warren
(307) 247.5060

Environmental Inspection

Scott Mortimer

Scott Environmental Services LLC
(307) 262.9309

Chimney Inspection

Gale Chimney
Sam Gale
(307) 277.2995

General Home Inspection

American Home Inspections
Dan & Tanya Harris
(307) 247.2325

Cowboy State Property Inspections
Dan Gillihan
(307) 359.2734

HVAC Inspection

24 Hour Heating & Air
(307) 261.9985

Pest Inspection

Wyoming Termite and Pest
Tim Weinhandl
(307) 237.1519

Plumbing Inspection

Davidson Mechanical
(307) 577.4000

Apex Plumbing
(307) 315.7317

Radon Inspection

Wyoming
Radon Solutions
Tim Weinhandl
(307) 333.1958

American Home
Inspections
Dan & Tanya Harris
(307) 247.2325

Roof Inspection

Pinncale Construction
Ty Robertson
(307) 689.0619

Buildwise LLC
Tyler Clark
(307) 797.6697

MC Roofing
Jason Galles
(307) 315.6105

Septic/Sewer Inspection

Justin Dykes
D - Squared Excavation
+ Septic Inspection
(307) 699.4443

Sewer Doctors
Daniel Harris
(307) 247.2325

Mick Talmadge
Double T Construction
+ Septic Inspections
(307) 258.9996

Structural Inspection

Bill Russell
Structural Engineer
(307) 258.3024

Bird Contracting
General Contractor
Francis Smith
(307) 262.5669

Surveyor

Land Survey
Professionals
Aaron Money
(307) 377.2727

Spa/Stoves

Porter's
Mountain View
Supply
(307) 234.7727

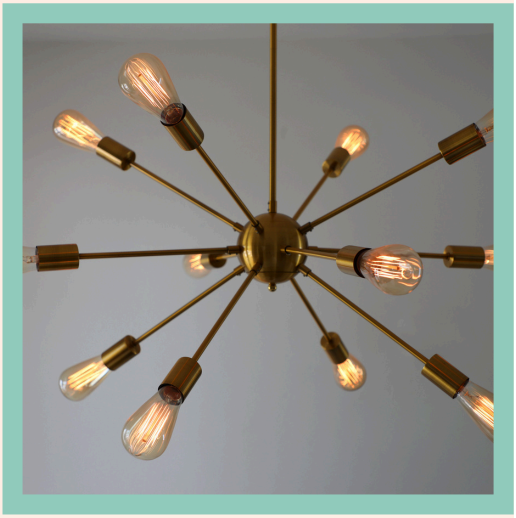
Well Inspection

Jonathon Larson
Central Wyoming
Water Well Service
(307)258.6048

Pronghorn Pump
Scott Blakely
(307) 436.8513

POST INSPECTION

Once your inspection is complete and all negotiations are done, you will review the draft purchase and sale agreement with your attorney. Once you are happy with the draft, both sides will sign the purchase and sale and you will give your second deposit. Prior to closing, the following items will need to be done:



1. Formally submit your loan application.

2. The bank will conduct an appraisal.

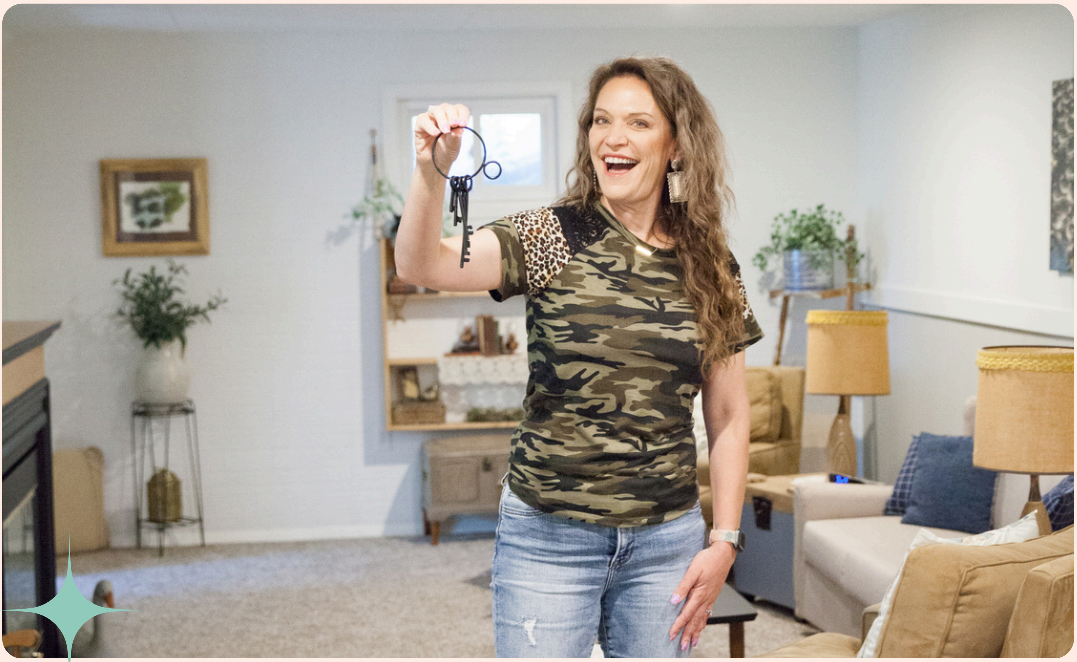
3. The Title Company will complete the property title search.

FINISHING UP

CLEAR TO CLOSE
Lenders do not issue a clear to close until all mortgage underwriting conditions have been met. Some of these conditions can not be completed until shortly before closing. After a clear to close has been issued, mortgage files are sent to the closing attorney. The attorney must prepare the documents to be signed, closing figures, and other documents for the lender to review. Corrections may need to be made before the closing documents are ready to be signed by the buyer and seller.

FINAL WALK-THROUGH
This is your last chance, usually right before closing, to make sure the house is in the same condition it was when you agreed to buy it, the seller is completely moved out, and any agreed-upon repairs are finished. It’s important because once you close, the house is yours, so I want my buyers to see it empty, with the utilities on, before they sign those closing papers.

CLOSING



Closing is the final step for you to become the legal owner of your home. You will take a final walk-through just before closing to assure that negotiated work has been completed and everything is in working order.

The closing process itself requires a lot of paperwork and patience. Be prepared with your government-issued photo ID, cashier's check (or receipt showing wired funds sent), and any other documents required by the title company or loan officer.

The deed will be recorded through the Title company, but you get your keys and can start moving in!

Don't forget to re-key all the locks and change the garage door opener code when the property is officially yours.

Congratulations on your new home!

ADDITIONAL RESOURCES

PROFESSIONAL MOVERS

THE MOVING COMPANY

307-315-0695

LANDSCAPING

PRECISION LANDSCAPING
KELLEN NIGHSWONGER

307-251-2010

HANDYMAN

CHRIS SUEPPEL
Riverside Handyman Services LLS

307-315-5697

DUMPSTER RENTAL/WASTE MANAGEMENT

BURLY PINK DUMPSTERS
CHRIS NIGHSWONGER

307-277-8463

CARPET / CLEANING

RJ’S CARPET CLEANING
JUSTIN JUAREZ

307-262-3049

PROFESSIONAL CLEANER

MARY’S CLEANING SERVICES
MARITZA HERNANDEZ

307-247-7851

HOME TOURING CHECKLIST

ADDRESS: ____________________

DATE VISITED: ____________ LISTED PRICE: ____________

BEDROOMS: ______ BATHROOMS: ______ SQUARE FOOT: ______

TOTAL LOT SIZE: ____________ YEAR BUILT: ____________

SCHOOL DISTRICT/ NEIGHBORHOOD: ____________________

CURB APPEAL

1 2 3 4 5

DISLIKE NEUTRAL LOVE

INSIDE

1 2 3 4 5

DISLIKE NEUTRAL LOVE

OUTSIDE

1 2 3 4 5

DISLIKE NEUTRAL LOVE

PRICE/ COST

1 2 3 4 5

DISLIKE NEUTRAL LOVE

LOCATION

1 2 3 4 5

DISLIKE NEUTRAL LOVE

NEIGHBORHOOD

1 2 3 4 5

DISLIKE NEUTRAL LOVE

NOTES____________________

THANK YOU FOR CONSIDERING THE

Alisha Collins Real Estate Team

Alisha and her team are AMAZING!!!
We were first time home buyers and she was helpful and wouldn't push us into something we weren't comfortable in. Very knowledgeable in everything and flexible in doing viewings. They made this experience very smooth!! I HIGHLY recommend her and her team!!

Nicole M.

Absolutely phenomenal! Alisha Collins Real Estate Team was absolutely phenomenal throughout our entire home buying process! Her extensive knowledge of the local market, excellent communication skills, and unwavering dedication to finding us the perfect fit made a potentially stressful experience feel seamless. We highly recommend them to anyone looking to buy or sell a home in the area!

Kristin A.

If I could give Alisha Collins more than five stars, I would. Buying or selling a home is one of the largest financial and emotional decisions most people will ever make.It requires strategy, market knowledge, relentless work ethic, problem-solving, negotiation, communication, and someone who genuinely cares about achieving the best possible outcome for their client. Alisha Collins delivered excellence in every one of those areas.

Ralph M.

ALISHA COLLINS REAL ESTATE TEAM

307.247.1806

1944 CY Ave Casper, WY. 82604

307.200.3288

1837 Madora Ave Douglas, WY. 82633

307.200.3288

267 E Lincolnway Ste A-5, Cheyenne, WY.
(Wyoming eXp realty)

307.298.9741

makewyominghome.com

ALISHA COLLINS REAL ESTATE TEAM

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