



SELLER FAQ

(FREQUENTLY ASKED QUESTIONS)

I'm a Seller. Do I need a Realtor?

YES! For several Reasons.

Though you think you save thousands of dollars without having to pay a listing agent, the numbers would prove you wrong. Homes without a realtor involved sell for 15-25% lower in price than a Realtor listing. Sound hard to believe? It's true. Even the C.O.O. of a FSBO website gave up on selling himself and hired a Realtor (profiting \$150,000 more than he had originally listed for). So you save 3-6% off "listing fees" but cost 15-25% in price because you wanted to do-it-yourself. Doesn't sound like much of a savings.

Properly filled out forms and disclosures are critical to avoiding law suits. A listing agent specializes in the selling field so you do not have to. This will protect your interests. With over 20 years in real estate, I analyze and calculate the value of your home in today's market. I am qualified to work with the buyer's agent when someone wants to buy your home. As your agent, I take charge of the selling and marketing responsibilities. I will strategize with you so you can earn top dollar for your home. Last but certainly not least, I screen potential buyers for your home so no time is wasted. You already have enough to worry about.

Why Should I choose you to be my Realtor?

I have an extensive background in both home lending and sales (over 20 years) and can help guide you throughout the entire process. You can read more [About Us](#) on my website. Additionally, as an added bonus, I give back part of my commission to you, the client. I want to help people, and that is my way of Giving Back. Also, check out our [Testimonials](#) to see what others are saying about us.

What's the catch? Nothing in life is "Free".

There is no catch. We don't consider your service in the Military, Law Enforcement, Fire/Rescue and Education as Nothing. You have already sacrificed for us and our children. Now we want the chance to Give Back. This program is to show appreciation for all you have done.

What does it cost to be part of the program?

Nothing! You have already paid your dues with your service in the Military, Law Enforcement, Fire/Rescue & Education. Plus we have added the Relocation Program & Friends/Family Program which are also free!

What is the best way to sell my house?

There are so many options. An open house scheduled on your timeline and under your conditions is a popular strategy. Your house would be included within the Multiple Listing Service so other agents may search for a suitable home just like yours. The methods are endless but they should be tailored to your needs.

What am I forgetting?

There is a multitude of things! Your agent will assist you based on your specific needs by pointing out the steps and options you may not realize. Did you know you may be able to input a condition of the purchase that you can repair parts of your home after closing but before the new owner moves in? Did you also know you can add a condition that you rent your home back from the new buyer for a specified amount of time to prevent having to move two times, or if the new home isn't ready for you? The agent is the expert!

I have multiple offers for my home. How do I select the best one?

Many offers look alike. As your agent, I comb through them with a fine brush. YOU are the priority. Though the offered price is the same, not all types of loans are created equal (conventional, FHA, VA, etc). Though the offer is accepted and finalized, unforeseen circumstances occur (life) and sometimes modifications are necessary. As your agent, I will lead every step of the way.

Remember, I'm always here to help. Any Questions, please ask!

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