



Things to Consider When You Sell Your Own Home :

- ✦ You have but one home to show; today, homes are bought by comparison.
- ✦ Do you know tastes and requirements of the buyer? Do you have first-hand knowledge of competitive market values?
- ✦ Do you know how to write a contract that is certain to be valid?
- ✦ The buyer is timid about discussing his/her financial status with you and you are similarly reluctant.
- ✦ Do you have time to leave your job to help the buyer arrange his/her financing? Do you have expert knowledge of the current home loan market?
- ✦ You cannot readily negotiate price with a buyer. But, the third party, your real estate professional, can work out the negotiations.
- ✦ The average visitor will not admit freely to you his/her likes or dislikes, yet these must be brought into the open.
- ✦ You may make needless outlays to improve your property for selling; the real estate professional's experience can save you needless expense.
- ✦ You cannot "follow-up," since this at once will be interpreted as your anxiety to sell in a hurry.
- ✦ You hear conflicting suggestions from well-meaning friends; the real estate professional has answers from experience.
- ✦ You may show your property to 100 would-be-buyers, spend your time, money and effort and eventually pay a commission to a broker who properly screens prospective purchasers.
- ✦ You may accept an insincere offer and then spend months, perhaps in litigation, to free your property in order to put it on the market once more.
- ✦ You may find buyer's and seller's personalities conflict, thereby losing a good sale. The real estate professional, as a third party, can diplomatically consummate the sale.
- ✦ Most buyers seek the service of reputable brokers because they realize the pitfalls of direct negotiation.
- ✦ The real estate professional will enlist the services of fellow real estate people, giving the owner the advantage of his/her entire local sales market.
- ✦ The real estate professional will price the property to sell at a fair market figure. The average owner overprices but eventually accepts a price below the market value.

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