

Why You Need A Realtor®

- A real estate transaction is complicated. Selling a home requires disclosure forms, inspection reports, mortgage documents, insurance policies, deeds and multi-page government mandated settlements. I can guide you through this complexity.
- A Realtor helps you keep focused on both the business matters and emotional issues that are most important to you.
- Selling your home is often stressful. Even if you've done it before, laws and regulations change. That's why I am here; to make the sale of your home as easy and trouble-free as possible, so you can enjoy it.
- As your selling agent, it is my duty to represent you, the seller. *

*Unless a dual-agency consent is signed.

I can show any MLS property, regardless of the listing agency, so you only need one agent!



The finest compliment I can receive is a referral from past clients and customers.

Thank you for your Trust!

Judy



Equal Housing Opportunity

Guide for Sellers



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Two Important Factors When Selling a Home

Price

I can help you determine the correct price to ask for your home by preparing a Comparative Market Analysis.

This is an informal estimate based on sales of comparable properties. It gives you a realistic value of your home, in today's market.

Competitive prices attract the best buyers. More buyers will look at your home, and more agents will make an effort to sell a well-priced home.

Condition

A buyer forms an opinion of your property within the first 15 seconds. So, make a positive first impression! This is critical in the sale of your property!



For Your Information...

What is Appraised Value?

The appraised value is determined by a professional appraiser. It is an objective opinion of value, but is not exact. Appraisals often differ.

Appraised values are not constant, when market conditions change, they can dramatically affect the value.

Market value and appraised value are different and can vary substantially. They are done for different reasons.

Listing Services

Your home will be placed on:

- centraliaillinoishomes.com
 - coldwellbanker.com
 - realtor.com
 - Egyptian Board Search
 - Sentinel Home Buyers Guide
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Closing Costs

- Mortgage payoff
 - Prorated real estate taxes
 - Title fees
 - Deed
 - Revenue stamp
 - Brokerage Fee
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Items to Give New Owners

- Owner's manuals for any items left in house
- Warranties
- Garage door opener
- Extra set of keys