

## SELLER FAQ~~~~

1. Why should I use a REALTOR?

A REALTOR has data that can help determine support an asking price, provide statistics to sellers and buyers and will coordinate the tasks for a successful transaction.

2. What do you charge?

Each real estate firm sets their own office fees. Choice Realty & Management earns a commission upon a successful closing that can range anywhere from 6.5% to 8%, depending on the property and services provided.

3. How long will it take to sell my house?

That answer can vary depending on market conditions, property conditions and the marketing season. We typically see an increase in sales during the Spring and Summer months. When a property is priced right and in very good condition, the property will sell within 3 to 6 months as long as the market conditions are favorable.

4. Will you host an open house?

We are happy to accommodate sellers' wishes and host an open house, but statistics show us that 85% of buyers search for houses online. In today's economy, it is easier and cheaper for buyers to use the internet to view virtual tours and multiple photos of interested properties rather than run from one house to another only to rule them out due to condition, floor plan, curb appeal, etc.

5. What kind of marketing will you provide?

Choice Realty & Management provides various sources for marketing a property for sale. We not only use the Multiple Listing Service (MLS) but we also use multiple websites, participate with IDX (sharing listings on other company websites), print flyers and brochures, provide virtual tours, use multiple photos, advertise in the local newspaper and home buyer magazine, just to touch on the few basics. We can also customize the marketing plan to meet the needs of a specific property.