

40 Reasons an Owner *SHOULD NOT* Sell His Own Home

1. Saving The Commission
2. Underpricing Danger
3. Over-Pricing Danger
4. Needless Repairs and Expenses
5. Time Causes Blindness
6. Difficulty in Negotiations
7. Personalities Conflict
8. Non-Objectivity
9. Home Inspectors
10. Knowledge of Financing
11. Problems in Financing
12. Qualifying Experience
13. Buyers Hidden Objections
14. Inexperience in Handling Objections
15. Well-Meaning Friends & Neighbors
16. Lack of Prospect Sources
17. Lack of Advertising Experience
18. Lack of Advertising Exposure
19. Owner Advertising Expenses
20. Market-Age Problems
21. Seller's Disclosure
22. The Urgency Situation
23. Lack of Follow-Up System
24. Contract Problems
25. Insincere Offer
26. Problem of Lookers
27. Strangers
28. Or Worse
29. Not at Home Problem
30. Marital Conflict
31. Job Conflict
32. Lack of Adequate Sales Kit
33. Buyers With Homes to Sell
34. Justification of Sales Price
35. Assurances of Conditions
36. Damage to Your Social Life
37. Possession Timing
38. Good Faith Earnest Money
39. Demand is Created
40. Problems of Settlement



Why Use A CRS Realtor?

Hiring a Certified residential Specialist makes the process of buying a home smoother and easier because:

- * A CRS, through experience of the market and an ability to compare properties for value, a CRS can easily spot overpriced homes or “good deals” and advise a buyer accurately when determining an offer price for a home.
- * A CRS knows and has a good rapport with loan officers and can provide general program guidelines, as well as special terms offered by certain institutions, to meet buyer needs.
- * A CRS takes the time to answer all questions of a buyer and is available by phone at least once a day if a buyer needs help, answers, or warm fuzzies.
- * A CRS is always up on the market, industry, and relocation trends to give his/her buyer an accurate picture of the current economic satiation. This will assist the buyer in determining price level to purchase and maybe even a time of year.
- * A CRS knows the inventory available, so a buyer can do one stop shopping rather than looking in the newspaper or driving the neighborhood; which will only give him a small portion of the actual properties available.
- * A CRS can assist not only local buyers, but also those thinking about moving to Alaska, by providing locations on the web where they may see properties available for sale.
- * A CRS can hold a buyer’s hand from start to finish, ease their fears and reservations, and help them through the process by dealing with the lender, appraiser, inspector, title company, closer, insurance agent, contractor, and other agents to make the transaction smooth.
- * A CRS knows all the active Realtors and can put the word out as to what you are looking for to be able to hear about a property before it is listed.

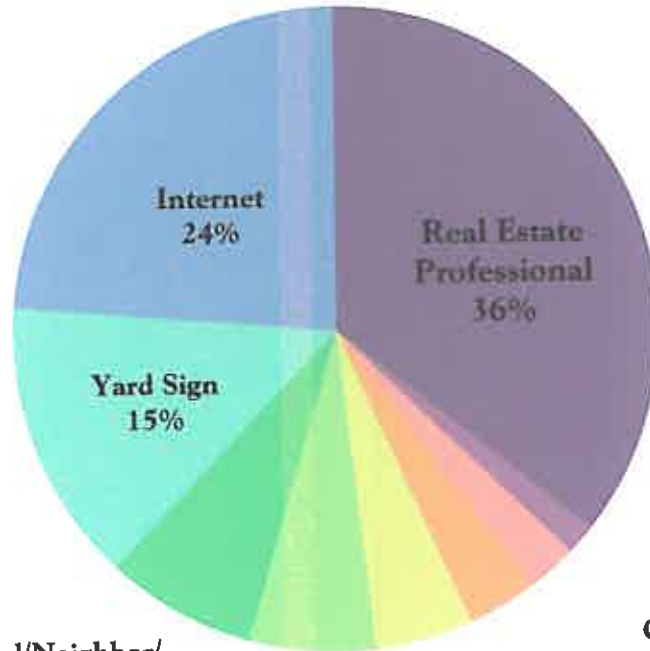
A Realtor has passed a rigorous test, required by law, to receive a license to assist buyers in purchasing real estate. This test encompasses rules and regulations for Alaska.

A CRS Trained Realtor has been trained in the procedures of listing and selling homes in your town, how to analyze the market, and how to negotiate the best deal for you.

It is important to choose a CRS Realtor who adheres to a high standard of ethics and also continues to improve their knowledge through extensive continuing education. Anchorage has about 1100 Real Estate Agents. Only 5% of those hold the CRS Designation.

Make sure you pick the best– Pick a CRS!!





Source: National Association of Realtors



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Service with a Smile



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