

Negotiation – Buying and selling real property involves negotiation. A deal that is good for the Buyer but bad for the Seller, or vice-versa, is not a good deal. I am a trained mediator and a trained negotiator – and I put those skills to work as your agent. I don't give away my money foolishly, and I won't give away yours.

Attention to Detail – Transactions are about details, and I coordinate all of them – all the way through. Listing. Marketing. Offer. Counter Offers. Qualified Buyers. Escrow. Inspections. Appraisals. Pre- and Post-Possession Issues. The whole nine yards. I don't just plant a sign in the yard and disappear. I am committed to attending to each detail from list to sell through close.

Selling Cost — Selling cost for a property is always negotiable and usually set at six percent or more. Half goes for someone to bring a Buyer. That leaves half for Seller Services. Of that half, my company gets a third, a third goes for the cost of doing business, and I get the balance. For those prospective clients who ask me to discount my services - I can't, not and stay in business.

My Goal. My objective is not just to list your house but to sell it, get your repeat and referral business, and to continue in real estate sales and service for the long haul.

My goal is to make good things happen for good people. For a long, long time.

Contact Me. For more information on how I can help you market and sell your home, give me a call, send me an email or check out my website: (623) 640-1219, sshew@cox.net, <http://sarahshew.com>.

Thanks for the opportunity to win your business and earn your trust..

SARAH SHEW
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Making Good Things
Happen for Good
People

Seller Services
By
The SHEW TEAM
Sarah Shew and Bob



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Seller Services by The SHEW TEAM



Sarah Shew and Bob her Dog

My standard employment contract with a Seller calls for a sales commission that equals six percent or more of the selling price of the property. That's a fair chunk of change. In return, this is what a seller gets from the SHEW TEAM:

Market Information – While I have no control over the market, and neither do you, I educate my clients as to what is happening in the market. That means knowing and communicating what has sold recently and for how much, what sales are pending, what the active listings are and how long it is taking for properties to sell. This is important information when listing the property, and if the property doesn't move immediately, it is important information to track regularly until the property sells.

Pricing information – Although the ultimate list price decision belongs to the Seller, I provide advice and counsel based on comparative market analysis.

Information about the process – The selling process can be intimidating, especially when considering that a home is often an individual's largest asset. I provide the Seller with written information about the process, plus discussion at listing and throughout the process, and answer questions as needed.

Staging – I help the Seller put the house's best foot forward. The extent of that consultation varies based upon the property and the Seller's wishes.

Multiple Listing Service – I take room measurements, photographs and prepare remarks designed to call attention to the best features of the property. This is entered into Arizona's MLS within 24 hours of taking the listing.

Signage – A sign post is planted on the property with a for sale sign within 48 hours of taking the listing. The sign has my phone number, and I am available to respond to sign calls all day, every day.

Lockbox – Unless the Seller chooses not to do so, I put the house on lockbox, making it available for viewing by sales agents. When the house is viewed, I contact the viewing agent for feedback and pass the information along to the client.

Fliers – I create and provide informational fliers about the property and keep the mail tube on the property stocked.

Visual Tour – I supply an on-line tour of the property that is available for viewing by realtors and the public through MLS, Google, HomePages, HomeSeekers, Prudential Properties, Trulia, Yahoo and Realtor.com 24/7. The client receives a weekly report on tour activity.

Property Tours – I arrange for realtor tours of the property and share feedback with the Seller. The more property experts who preview the house, the greater the opportunity for constructive suggestions on pricing and staging, increasing the opportunity for a sale.

Open Houses – I hold the house open when it makes sense to do so, negotiating the frequency with the Seller.

Communication with Clients, Agents and Prospects – Telephone, fax, email, in-person – I return all contacts promptly. One of the benefits of working with me is personal attention. I care, and you know it.

Legalities – There are a pile of legal documents throughout the process and I make sure the right documents are completed correctly and on time. Missing a clause in a contract or overlooking a deadline is a bad thing, potentially a deal-breaker and lawsuit-maker. It can be avoided when exercising due diligence.

Expertise and Experience – Most women do not like to tell their age. I am no exception. However, I didn't go gray overnight and I earned every shade of it. I have worked for dozens of years and learned an assortment of skills that apply to real estate transactions. Personally, I've moved over two dozen times. I've completed four designations: GRI, ABR, ePRO and CNE. I am committed to staying on top of my business. And when I need help, I ask for and get it from other Keller Williams agents.