



Team Black Bear's Real Estate Update

*Exceeding Your Highest Expectations
in Service, Performance & Results!*

December 2011



Team Black Bear

KELLER WILLIAMS
MOUNTAIN PROPERTIES

We Will Exceed Your Highest
Expectations in Service,
Performance & Results!

Team **BLACK BEAR** is a talented group of professionals with individual specialties and a team spirit that provides expert guidance for all of your investment needs. With over 20 years of real estate service in Eagle County, we possess the knowledge, skills and expertise it takes to help you make informed decisions in today's market. It is not only our business philosophy, but also our commitment to provide you with exemplary personalized service beyond your expectations. Our practice is to listen, hear and truly understand your needs.

Office: 970-337-7777

Email: info@teamblackbear.com

Web: www.teamblackbear.com



HOW IMPORTANT IS YOUR REALTOR IN TODAY'S MARKET?

A knowledgeable local realtor, who is willing to devote their time and expertise to help counsel you to take advantage of today's real estate market, can be critical to your financial portfolio. Let's look at how an expert real estate Broker can potentially save you tens of thousands of dollars as a Buyer and possibly help you keep tens of thousands of dollars if you are a Seller.

Buyers who are making some of the biggest investments in their life can save potentially thousands and thousands of dollars by getting expert advice for **FREE** by signing a Buyer Broker agreement with a highly qualified Broker. Here is how the Buyer Broker can save you so much money:

1. The Buyer Broker can show you which properties offer the best values: Bank owned? Short sales? Highly motivated Sellers? As well as appropriately priced high quality homes that the Buyer Broker has seen, since they know most of the homes currently on the market.
2. The Buyer Broker gives you their knowledge of the most desirable features and home location for maximum resale in the future.
3. The Buyer Broker coaches the Buyer on how and when to make offers and counteroffers for the very best negotiated prices.
4. The Buyer Broker coaches the Buyer on how to take care of any problems encountered during the inspection to minimize your exposure to repairs in the future.

Short Sale Sellers' (those who need to sell and owe more than the Market can bear) savings are achieved by counseling so that Sellers do not borrow more money from friends and family, nor use their retirement funds to pay on their home. Also, their home can be sold for more money in a quicker amount of time to produce less deficiency issues and reduce negative credit consequences.

Equity Sellers' (owners who can sell for more than they owe in today's market) savings are made by getting the highest possible amount in today's still declining market, due to correct pricing, excellent marketing, and negotiation skills on price and inspection items.

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Please contact the Brokers at **Team Black Bear** for a **FREE, NO OBLIGATION**, in-depth consultation on how you can maximize your financial position in today's market. You can reach, **Joan Harned, Barbara Hogoboom, Laura Sellards** or **Angela Maxey** at **970-337-7777** or info@teamblackbear.com.

What's Inside

**TEAM BLACK BEAR'S
Active Listings &
Market Statistics**

**CALL TODAY for a FREE Market
Analysis of your Property!**