

Beware of Buyer's Agents

When dealing with a Buyer's Agent, remember this:

**"You have the right to be represented by a REALTOR®.
Anything you say can and will be used against you in
negotiations for the sale of your home."**

Do you know how to get buyers to choose your home?

Do you know what it takes to sell a home during periods of inflation or recession, war or peace, seller's market or buyers' market, winter blizzards or summer heat waves?

Would you know how to handle it if someone told your prospective buyer that a stream runs under your home, but that's not true? If the appraisal comes in below your sale price, do you know how to save the sale of your home? Do you know how to increase your bottom line after all selling expenses? Margaret Woda does.

Since 1973, she has sold starter homes and retirement homes, brand new homes and run-down older homes, teeny little condos and huge executive homes, homes in urban, suburban and rural areas.

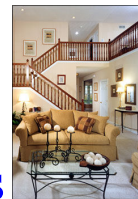
She has sold hundreds of homes like yours for people who are a lot like you - folks who want or need to sell their current home, who would like to have a smooth and pleasant home-selling experience for their families and enjoy the most possible \$\$\$ in their pockets.

Are these your goals?

Do you want more money for your home?

Sure, you might sell your home "for sale by owner" and save the commission. But you could end up with less money in your pocket than you would with Margaret working for you.

Just ask Melissa and Ty Eanes who listed their Bowie rental property with Margaret via email and fax, without ever meeting face to face, and sold it for \$6,000 more than they expected - in less than three hours. Ask Dan Stachurski, who listed his Severna Park home with Margaret, and she recommended selling the side yard separately - for a total of \$35,000 more than he expected. Most of Margaret's listings have sold at top dollar - many of them in less than a week.



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Do you know how to get your home ready for selling?

Should you paint the basement walls, or will that look like you're trying to hide something? Should you replace the carpet, or just clean it? Should you turn on the lights, or leave them off? Should you re-arrange some of your furniture to make the rooms look larger?

Any wrong decision could cost you money, or even a sale. Do you have the experience to really know what's necessary and what's not to make a buyer say "yes!" to your home! Margaret does.

Beware of Buyer's Agents!

Since most of today's qualified homebuyers are busy people with demanding jobs, family commitments, long commutes, and other responsibilities, they hire a buyer's agent to help them find and buy a home. The buyer's agent will always advocate for the buyer and protect the buyer's best interest - *never* yours.

Your most casual and innocent conversation with an experienced buyer's agent may provide valuable information to help the buyer take advantage of you in negotiations.

Yet, it is very likely that any offer you receive will be conditioned upon YOU paying the fee for the buyer's agent, usually about 3-4% of the sale price. And there may be other conditions in the offer that are unfavorable to you. Will you even realize the impact of language in the small print of the offer? Margaret will.

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