

# My Service For Sellers

*Making the Move With Ease*



**Jennifer Ruud-Johnson**

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206-909-7883 | [Jennifer@JenniferRuud.net](mailto:Jennifer@JenniferRuud.net) | [www.JenniferRuud.com](http://www.JenniferRuud.com)  
Eastside King - Snohomish Counties

# FAQ

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## **Can't I just sell my house by myself?**

Of course. Historically, many sellers have sold their homes as For Sale By Owners (FSBOs). Back in the day, buyers would get in their cars and drive around for hours on end to locate a property. With the advent of the internet, Multiple Listing Services (MLS's) and real estate websites are the ultimate source of property information. However, MLS sites are available only to the real estate agents who subscribe to them. Having your home listed by a real estate agent vastly increases your visibility in the marketplace. Statistically, 89% of homes which are sold each year are listed by a real estate agent via an MLS.

## **What if a buyer approaches me directly?**

If your home is listed and a buyer contacts you directly, please refer them to me. I would be happy to put them in the hands of a good agent who can both show them your home and represent them in preparing an offer. Or I would be happy to show them your home. If they have any interest in moving forward with an offer, I can then put them in the hands of a good agent who can help them prepare an offer.

## **I'm torn between two agents. Can more than one agent list my property?**

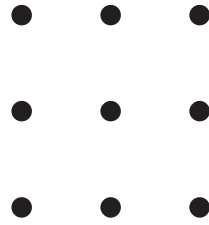
Possibly. If both agents are licensed in the same office (and both agents are amenable to a shared listing), your property could be "co-listed" by two agents. It's rare – although possible – to have agents licensed with competing companies involved in a co-listing situation.

## **What if I am unhappy with my agent?**

To do the best job for you, your agent will need the best information you can. Let your agent know that you're unhappy, and the reasons why. It may be a simple misunderstanding that can be corrected. Buying and selling real estate are complex transactions, and it's important that you have an agent to represent your interests.



# Thank You!



Thank you for taking the time to preview my qualifications and resume. This information package was prepared for you to answer any questions you may have about the selling process.

I recognize that selling a home is one of the most important decisions you will ever make. Therefore, I treat our relationship with the utmost care and respect. When you decide to hire my services, please keep this binder to use in retaining all your important real estate documents.

I look forward to working with you in the near future and feel certain that you will be happy with my services.

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www.JenniferRuud.com



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