



Reasons to use Michelle Naumovski, Realtor vs. For Sale By Owner

People who try to sell their own homes are denying themselves the benefit of a real estate professional who is trained to sell real estate on the terms most advantageous to the party he or she represents.

- Michelle is a Real Estate Specialist, Accredited Buyers Representative, New Construction Specialist, Property Image Consultant & Property Staging Consultant
- Michelle Follows A Strict Code of Ethics
- Michelle has Strong Negotiating Skills

Michelle can help you objectively evaluate every buyer's proposal without compromising your marketing position. This initial agreement is only the beginning of a process of appraisals, inspections and financing -- a lot of possible pitfalls. Michelle can help you write a legally binding, win-win agreement that will be more likely to make it through the process.

- Michelle is Working for Her Clients' Best Interest
- Michelle Provides Frequent Status Reports

When selling your home, I can give you up-to-date information on what is happening in the marketplace and the price, financing, terms and condition of competing properties. These are key factors in getting your property sold at the best price, quickly and with minimum hassle.

- Michelle Has a Clear Understanding of the Housing Market
- Michelle Has a Clear Understanding of Financing Terms
- Michelle Has The Ability to Get Buyer Pre-approval
- Michelle Offers Day, Evening & Weekend Appointments
- Michelle's Website & Over 100 Others Provide Exposure 24/7
- Michelle Has Access to More Buyers Through Local & Relocation Services
- Michelle Offers Aggressive Advertising & Marketing to Other Agents & the Public through Virtual Tours, Just Listed & Just Sold Postcards, Full Color Brochures & Open Houses

Michelle knows when, where and how to advertise your property. There is a misconception that advertising sells real estate. The NATIONAL ASSOCIATION OF REALTORS® studies show that 82% of real estate sales are the result of agent contacts through previous clients, referrals, friends, family and personal contacts. When a property is marketed with the help of Michelle, you do not have to allow strangers into your home. Michelle & Realty Executives Group will generally prescreen and accompany qualified prospects through your property.

- Michelle Can Recommend Repairs or Cosmetic Work that will enhance the salability of your home.
- Michelle Offers Notary Services
- Michelle Offers Home Warranty Services
- Michelle Offers New Construction, Decorating and Remodeling Services
- Michelle Deals with Home Inspections and any Unforeseen Issues That May Arise
- Michelle Prepares the Sales Contract, Deals with the Title Companies, Mortgage Companies for Payoffs & Financing Options, Home Inspections, Appraisals & Issues, Homeowner Walkthroughs, and FINALLY Closing the Transaction.

While I know that selling on your home may save you money, is it really worth it when your most expensive investment is on the line. You wouldn't trust just any kind of doctor if you needed open heart surgery, you would want the best which is why using Michelle Naumovski and Remax Suburban is the best decision you can make when deciding to sell your most prized possession. Let me assist you in making life a little easier.