



Brand-New FREE Seminar for 2006:

"Sell Your Home In Today's Slower Market" Or Rental Property

Discover New Strategies For This New Market

Wednesday, March 1, 6-8pm @ UTC mall in University City

Gone are the rabid buyers, multiple offers, & 24-hour home sales for WAY over list price. Today's new market means you need new strategies. Now you can discover how to get top dollar, avoid hassle, and sell your property weeks faster. Hear veteran broker **Gary Kent**, the **All-Time #1 In San Diego County for RE/MAX**, share his experience, strategies, secrets, & past mistakes from two previous "down" markets to help you sell for top dollar today. *You'll learn:*

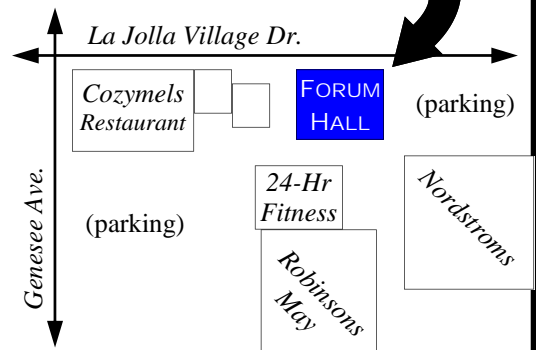
- **San Diego Real Estate Forecast—2006: "Soft Landing" or "Bursting Bubble"?** _____
- A step-by-step plan to get your home (or other real estate) sold in 90 days or less...in today's market
- Why what you see on the news & read in the paper about real estate prices is often DEAD WRONG
- Savvy investor tricks you can use to "Ginger-Bread" your property & up it's value by \$1,000s
- Why some homes sell quickly for top dollar in down markets...while others languish unsold
- The "Carrot & Stick" approach to hiring & MOTIVATING your broker to work hard for you
- The 8 common HUGE Pricing Blunders...& how to price your home RIGHT
- How to avoid getting legally STUCK with an agent who's not performing
- **Find out your property value free, even Over-the-Phone**
- The "Rearview Mirror Rule" to negotiating & accepting offers
- Motivating buyers' agents to show YOUR home or property
- A lucrative strategy common in the Bay Area, but not here
- The ONLY 3 reasons a home doesn't sell in today's market
- The best time to list your home? It's NOT what you think!
- Why you must INSIST that your agent OFFEND you...???
- 10 Questions you MUST ask when interviewing agents
- The "Homeseller Kiss of Death" in a buyer's market
- The HIDDEN ADVANTAGE in today's slower market
- Get on buyers' all-important "want to see" list
 - Creative ways to get interest & higher offers
 - 6 Steps to selling your home, fully explained

Attendees Receive The Free Guide:
"How To Sell Your Home In A Slow Market"

Tell a Friend! Bring a Friend!

- TO REGISTER -
GaryKentSeminars.com
 Or Call (858)457-KENT

Over Wells Fargo Bank, north of Nordstroms. Free Parking.



GARY KENT
RE/MAX ASSOCIATES

"Today, you need every edge to sell your property. This seminar gives you that edge. Come learn from my experience, get your questions answered, & feel good selling your home or rental property in our challenging San Diego market. I look forward to seeing you there." — Gary