

FREE Seminar

"How To Sell Your Home For Top Dollar in 2010"



Includes insider tips "fix & flip" investors & savvy brokers use to sell their homes

Saturday- February 13, 2010, *10am-Noon • University City UTC Mall

Veteran 26-year broker Gary Kent reveals the strategies he uses to consistently sell clients' homes faster and for more money. He'll also share 7 steps to selling your home for the highest price, in the shortest time, with the least hassle and legal risk.

***9:45 am Sign-In**

You'll learn:

- Market forecast: What's you can expect in 2010
- *That crazy "Value Range Pricing" explained...can it get you a higher price?*
- How to tell if a broker you're interviewing is honest...or just B.S.ing you so you'll sign a listing
- *Find out how much higher your buyer will pay—this only works half the time, but when it does...!*
- This one document can protect you and make your sale smoother...and why 99% of agents don't use it
- *Price your home to get more offers & more money in less time (it's the opposite of what people think)*
- How some agents purposely sabotage their clients & cost them \$1,000's...and it happens every day
- *Spend peanuts & boost your home value by \$1,000s: profitable fix-ups vs. big money-losers*
- How to sell your home 100% tax-free after living there 2 years using IRS Code 121
- *Put more money in your pocket by getting over your asking price*
- Avoid the common trap of paying 3 times for the same repair!
- *3 likely reasons your sale may fall thru & how to avoid them*
- The truth: why it's 100% irrelevant which company you hire
- *Creatively turn your home's biggest drawback into a benefit*
- 10 Interview questions so you choose the best Realtor®
- *How to handle multiple offers so you get the most \$\$*
- Should you—and CAN you—sell your home "as is"?
- *When is the best time to list your home?*

- Why Realtors overprice homes
- *How to stay out of court & not get sued*
- 5 dumb avoidable mistakes sellers make
- *Find out your home value free over-the-phone*
- How to REALLY know if your buyer is qualified
- *The oldest real estate agent trick in the book*



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