

SOUND OFF *Jean O'Neill*

Is it possible to sell my home without the help of a Realtor?



Essentially in order to keep your sanity and get the highest and best price for your property, you need a Realtor.

As a full-time Realtor, I provide step by step guidance for my seller clients in the preparation of their property for sale, current market information toward correct pricing and what to anticipate during the process.

In 2015, For Sale by Owners accounted for 8 percent of home sales. The typical FSBO sold for \$185,000, compared to \$240,000

for agent-assisted sales — that's 23 percent less. (National Association of Realtors).

Oftentimes, I meet with clients well before scheduling a photographer and placing the property on the multiple listing service. The pre-listing check list involves my knowing the house well including design and mechanical details. Discussions include property disclosures, the seller's exit plan; less is more in regard to personal property; safety factors; showing instructions; and what to expect

during buyer visits, and home and property inspections.

In addition, as a Realtor, my experience and ongoing education allows me to problem solve quickly. Whether a pipe springs a leak, or a permit is missing for a finished space, my extensive relationships with those in the service industry, movers, municipal departments, attorneys, lenders and other brokerage houses gives me a tangible edge, whether it's a routine bump in the road or an 11th hour concern.

A seller can navigate the process on their own, but working with a Realtor with knowledge of legal and local contracts, disclosures, customs and practices along with relationships, tools and experience in marketing and ultimately getting to the closing table quickly, will likely put more money in their pocket and save a trip or two to the hair colorist.

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