

The most important decision you have to make about selling your house is which Realtor to choose

As Realtors, we can tell you about how big and fancy our office is, how many agents are in our company, how much we spend on marketing, how many websites our listings appear on, how many visitors we get on our website each month, how we market on Facebook, Twitter and whatever the latest social media trend is.....

**But behind all that noise,
the truth is quite
simple.....**

You need an experienced, full time Realtor with an impeccable reputation who has the **documented track record** to show you that he or she gets your house sold for top dollar in a reasonable time frame

May I share my
background with you to
see if I fit the bill?

Reputation...

A quick google search or visit to LinkedIn will provide a multitude of information and reviews on me...

But before I share a couple of those reviews, I would like to share that in 2010 I was honored to be elected by my fellow Realtors to serve as a Director on our Board of Realtors – a great vote of confidence from my peers!

“We just listed and sold our place using Julian. All the way around Julian exceeded our expectations. Not only did we get more than our target sales price he walked us through every step of the process. Something that was extremely valuable to us was his hands on help in fulfilling our contingency agreement. We needed to do some repairs as part of the sale and he found reliable and very well priced contractors that completed the punch list. Thanks Julian!”

Mike Waters 970-948-4591

“Julian was very easy to work with and prompt on returning phone calls and answering questions during our rental house selling process. He was knowledgeable of the process and very helpful to us, as we had no idea what we were doing. All went smoothly and we sold the house quickly with only 6 days of unrented time, before the sale was completed. Julian did a very good job at working well with our renters to make the house showings easy on them. For any further real estates needs, my husband and myself, will not hesitate to have Julian Hardaker represent us.”

Cyndie Rippy 970-379-1463

To see more reviews from
past clients you can visit:

<http://www.zillow.com/profile/Julian-Hardaker/Reviews/>

So do I have the track record?

2013	Julian Hardaker	MLS Average
Average days from Listing to Sold:	107	166
Average % of Sale Price from List Price	96	88
Number of Transactions	36	7
% of Expired Listings (that did not sell)	0	25
% of Listings that Agent brought buyer	25	20

Put another way...

- I close 80% more deals than the average agent.
- On average, my deals close 35% faster for 8% more.
- I find 20% more buyers for my listings and.....
- Not one of my listings failed to sell last year when the average is for 1 in 4 not to sell!

Did I mention experience?

- I have been a full time Realtor for 10 years
- I have closed over 200 deals
- I hold the highest professional designation available to residential realtors: CRS
- As well as traditional sales I have done short sales, bank owned, investment and fix and flip

A myth and a misconception..

- The myth is that it makes sense to pay your Realtor 6% to sell your home.....You might hear that it allows them to spend more on marketing and that buyer's agents will be more likely to want to bring a buyer....

Based on MLS stats for 2013, on average, listings offering 3% to buyer's agents took slightly longer to sell and their average sales price was slightly lower than those offering 2.5%

The Misconception...

The agent or company that spends the most on marketing is most likely to get you the best price and sell it fastest.

The reality is that all the marketing in the world will not sell an overpriced listing.

An accurate and competitive pricing strategy is the key, along with the negotiating experience and knowledge to bring a purchase contract to the closing table.

My Hassle Free System

- You pay no advance fees and only pay me if I sell your house.
- My fee is 5% of the final sale price, payable at closing (with 2.5% offered to any other agent who brings a buyer).
- If you are not happy, you may cancel at any time!

How does that sound?

I have tried to keep this simple and I am sure you have lots of questions for me....as I do for you if we are going to work together...

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