



Kim Starr ★ Hotaling

RE/MAX Results

301-624-5427 (o)
301-788-5099 (c)
kim@janwest.com
www.janwest.com

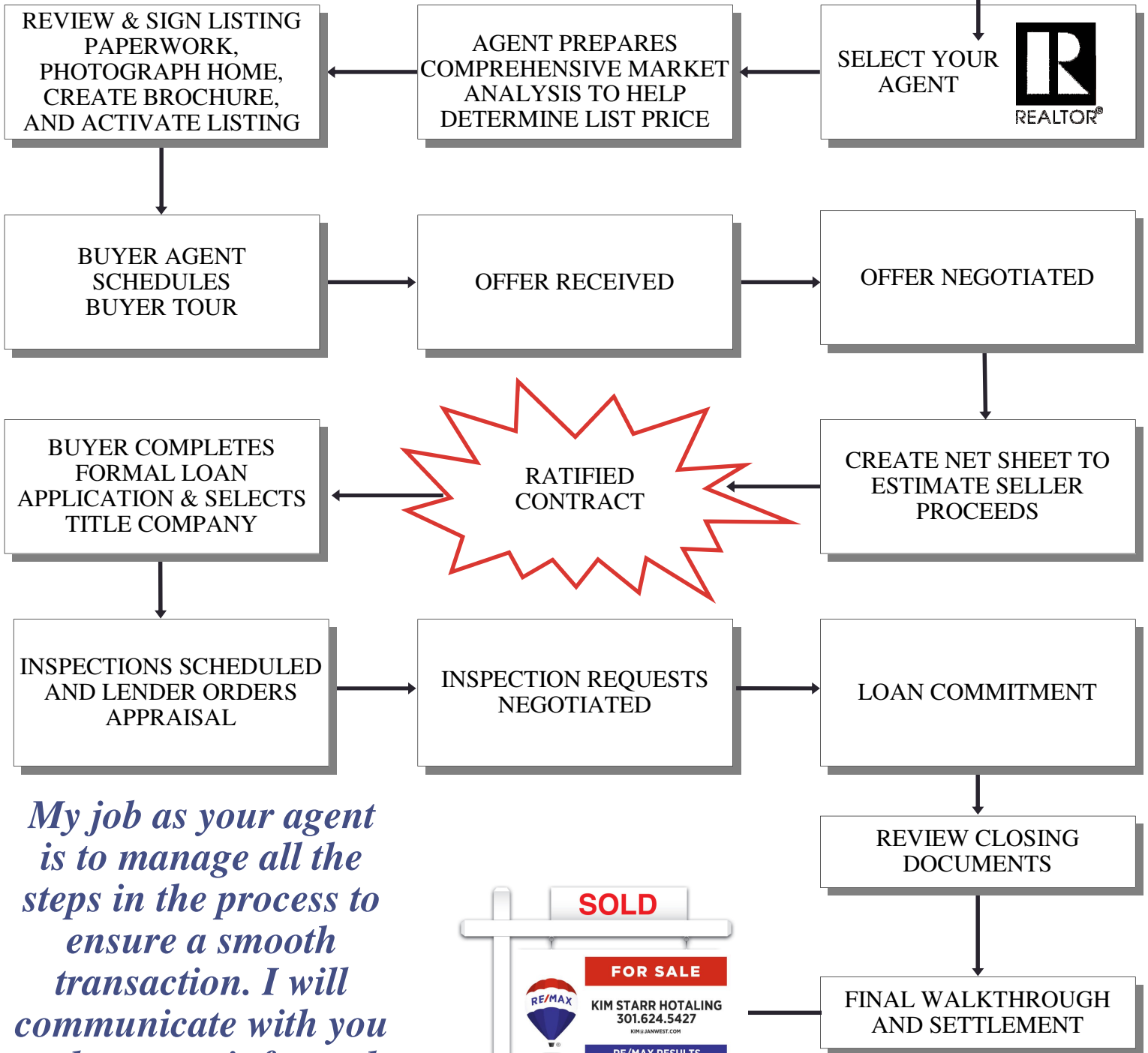
*Putting my clients first is the key to providing the very best service. You can expect me to go the extra mile in delivering unparalleled results. With years of proven real estate success, we will work as a team to get your home **SOLD!***

Re/Max Results • 7210 B Corporate Ct • Frederick, MD 21703 • 301-698-5005 (main)

Each Office Independently Owned and Operated.

THE SELLING PROCESS

Even if you have bought or sold a home before, the process can still be confusing. This chart will help you better understand the steps involved in your transaction.



My job as your agent is to manage all the steps in the process to ensure a smooth transaction. I will communicate with you to keep you informed every step of the way.



My goal is to sell your home at the highest possible price, in the shortest amount of time, and with the most favorable terms. Agents and sellers cannot change current market conditions or the location/layout of the home. We will focus on factors we can control to get the maximum value: price and condition.

Items to consider when choosing a real estate agent:

- ☑ Experience
- ☑ Knowledge of the local market
- ☑ Knowledge of the buying and selling process
- ☑ Marketing, advertising and sales tools
- ☑ Compatibility
- ☑ Quality of service
- ☑ References

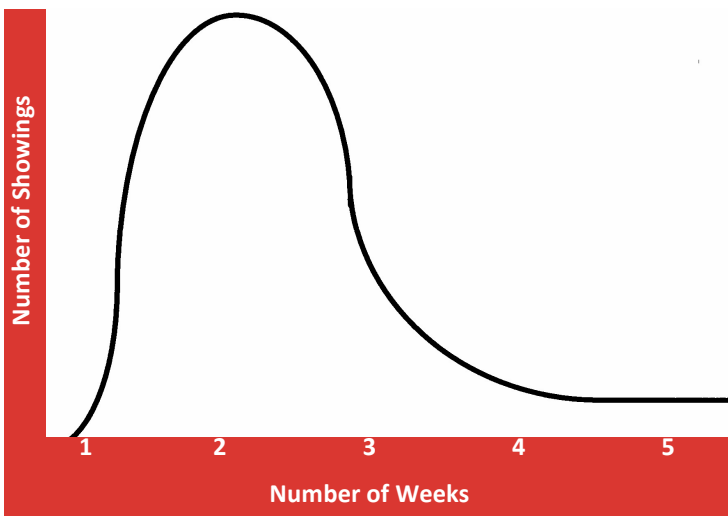
Price

Price is always determined by market value, which is based on comparable homes in your area. It is not determined by what you paid and have invested in your home. The recommended list price is determined by comparable home sales, current listings and the location, features and condition of your home as compared to other homes on the market.

Condition

You are competing for buyers in today's market. Ensure everything in your home is clean and in working condition. Little problems may make buyers think larger problems might be lurking. We will discuss staging, updates and cosmetic enhancements that can make your home more appealing. Condition is a critical factor in determining price.

WHEN SHOWINGS OCCUR



Even in more challenging selling markets, the greatest number of showings occur when your property first comes on the market. If your home is priced too high, you lose the competitive edge. Too much time on the market indicates to buyers that your home is overpriced. List price close to fair market value yields a quicker sale usually at a higher sales price.

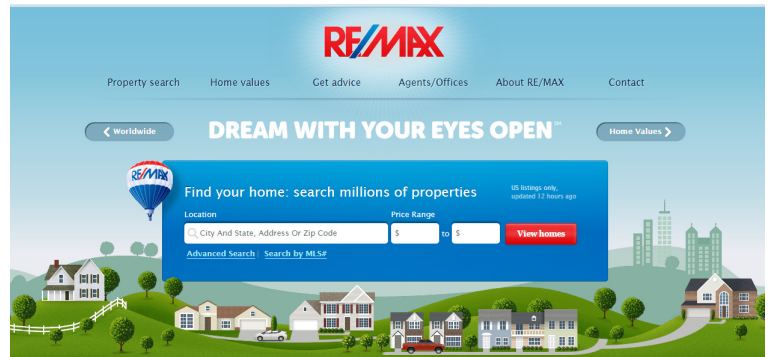
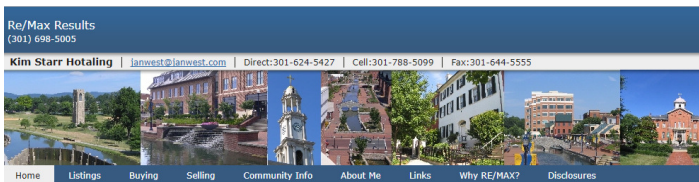
GLOBAL MARKETING EXPOSURE



Expertise in the local market, combined with the widespread awareness of the Re/Max brand enables us to get your home SOLD!

LOCAL PRESENCE

Native Frederick County residents with over 25 years of real estate experience. We have established credibility through honesty, professionalism and commitment to quality service.



NATIONAL PRESENCE

When you partner with RE/MAX, you are receiving the benefit of billions of dollars of advertising that have made RE/MAX the real estate leader it is today. This national presence and name recognition drives millions to REMAX.com, increasing the exposure of your home.



Mobile Search



Online Search