



BAKHTAVAR & ASSOCIATES,
PLLC

The Better Broker Slater Bakhtavar

In the current state of the economy, especially in real estate, homeowners can't afford to be downplayed, downsized or shortchanged in their initial investment of their home. At least not wholesale. Not only is the initial investment at stake but also all the investments in modifying or enhancing their home which is the home they have to sell to temporarily handle the bleak economic situation.

For homeowners who invested for example, an initial quarter million dollars and later another quarter for the additional bedroom, garage, kitchen and pool, an asking price of only a quarter million would be insane. In the current economy, the best price would be chipping off one-fourth of the homeowner's total investment. Many desperate homeowners have lost fortunes because 'the broker said so', and 'the market is slow'. But there are better and more aggressive brokers out there. How can homeowners get these super brokers?

- Asking Around – There's a chance that a friend, a relative or a co-worker made a successful sale of their home. It means they know somebody.
- Background checks – Some brokers have informative websites that document previous sales and advertise the property at the same time. Homeowners also need to personally ask the broker regarding previous sales and possible low commission charges.
- Buyer incentives – Aggressive brokers offer buyers many incentives like assistance in financing. This speeds up the sale usually at the price the homeowner needs.

A perfectly good home shouldn't be shortchanged otherwise why sell it and take only a slice of the pie some mediocre broker hands out? There are always better options.

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