

Why Pay CHRIS a Commission ?

Homeowners wanting to sell their home without the assistance of a real estate professional generally do so for one, and only one reason... to avoid paying a service fee.
That's definitely understandable, *but is it worth it?*

Consider the benefits, from **A** to **Z** you will receive by working with
[Chris Thompson](#), Realtor®, ABR & RSPS certified and trained professional:



Waterfront Properties

- A**dvertising – Chris and Waterfront Properties will pay the advertising costs.
- B**argain – research shows that 77% of sellers felt their commission was “well spent.”
- C**ontract Writing – Chris will supply the necessary forms to execute the transaction.
- D**etails – Chris will free you from the many details of marketing & selling your property.
- E**xperience – Chris has the expertise in marketing, financing, negotiations, and more.
- F**inancial knowledge – Chris will help your buyer with the many options for financing the sale.
- G**lossary – Chris understands and can explain real estate and contract lingo.
- H**omework – Chris will study the current conditions and advise how to best market your property.
- I**nformation – If you have a real estate question, Chris will know (or can get) the answer.
- J**uggle Showings – Chris and her agency will handle the scheduling of all showings.
- K**nowledge of the current and changing real estate market – Chris spends full time at her job!
- L**aws – Chris continues education in NC & VA & stays current on real estate laws affecting you.
- M**ultiple Listing Service – The most effective means of bringing together buyers and sellers.
- N**egotiation – Chris will manage the back and forth of contract negotiations.
- O**pen Houses – a popular marketing technique Chris practices.
- P**rospects – Chris and Waterfront Properties have a huge database of prospective buyers.
- Q**ualifying Buyers – Chris will help avoid opening your home to “curiosity seekers.”
- R**ealtor® – Chris is a member of the National Assoc. of Realtors® & adheres to a strict code of ethics.
- S**uggested Price – Chris will research & provide a market analysis to establish a fair price range.
- T**ime – One of the most valuable resources Chris will spend... and give back to you.
- U**nbiased Opinion – Chris will bring objectivity to the process where you might be subjective.
- V**IP – That’s how you’ll be treated by Chris!
- W**isdom – Chris can offer the wisdom that comes with experience.
- X**Marks the Spot – and Chris will be right there through the final signing of papers and closing.
- Y**ard Signs – Chris will provide professional signs, encouraging serious buyers.
- Z**ero-hour Support – Selling a home can be an emotional experience. Chris will handle it!

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