

## 10 QUESTIONS YOU SHOULD ASK YOUR REALTOR BEFORE LISTING YOUR HOME

1) How many of your listings have sold in my area over the past year?

Mike Albin has been the number 1 realtor for getting home listings sold in Fairfield Glade 7 years in a row! In 2021 26 of his home listings sold.

2) What are you doing to market my home once we list it?

Mike Albin made his living as a professional fine art photographer for 17 years prior to becoming a realtor. He will get great photographs of your home and also a 4K high resolution, true walk thru video of your home. In addition he markets the video not just on the MLS but all over the internet and social media sites, over 4500 friends across the country on Facebook, LinkedIn, Youtube, Instagram, Twitter, on his website [www.buyffg.com](http://www.buyffg.com) and more. Will also make full color flyers to go in a box next to the for sale sign in your yard.

3) Will I get feedback from the realtors that show my home?

Mike personally calls every agent that shows your home and will call, text or email you the feedback he receives from the agents that show your home.

4) Do you offer staging services?

Yes, Better Homes and Gardens Gwin Realty has a stager that will come by your home and make suggestions to maximize the flow in each room and put your home in the best light to get you more showings and hopefully the best possible offer for your home.

5) What is your average days on market for your listings compared to average days on market for sold homes in my area?

Mike's listings in Fairfield Glade average days on market are consistently lower than the average days on market for the area. In 2021 ADOM for Fairfield for all homes was 27 days, Mike's listings that sold in 2021, ADOM was 18 days.

6) What is your list price to sold price average for your listings in my area?

In 2021 there were a total of 478 homes sold in Fairfield Glade. The average list price to sold price was a drop of \$9,000. On average homes sold for \$9,000 less than they were listed for. Mike had 26 of his listings sell in Fairfield Glade in 2021. Mike's listings, on average, sold for \$3,000 more than asking price! Quite a few of his listings sold with multiple offers, over asking price. 9 days sooner than average and above asking price! The marketing Mike does is working and getting results!

7) What do you charge for listing a home, how much commission?

Commissions are always negotiable and agents now, typically newer agents, are offering discounts. Your home is typically your largest investment and really should not be trusted to an agent who's biggest selling point is they will do it cheaper. Currently Mike charges 6% commission for listing a home.

8) Is your realtor easy to get a hold of?

This is more of something you will find out when you call or email your agent then something you will ask. Does your realtor answer their phone when you call or call you back quickly? Do they respond quickly to your emails and texts? Mike usually answers every phone call or will call you back within 15 minutes. Give him a try 931-287-3539.

9) How much experience do you have listing/selling homes in my area?

Mike has been the top producing realtor at Gwin Realty 7 years in a row. Mike was the top dollar volume producing realtor in all of Cumberland County in 2016 and again in 2020. Mike has been the top dollar volume producing realtor in Fairfield Glade for 5 out of the past 6 years! Mike has been recognized by RealTrends.com as one of the top 100 Realtors in the state of Tennessee, out of more than 29,000, in 2020 and again in 2021. Also for 2020 and 2021 recognized by RealTrends.com as one of the best Real Estate Agents in America!

10) Will you be there with me all the way through the transaction and attend the closing with me?

Mike will be there to answer every question, help you negotiate the best offer on your home, help when the repair proposal comes, recommend contractors to make any repairs, help negotiate your closing costs and show up at the closing to make sure your entire experience is smooth and stress free as possible. In one review a seller wrote "concierge level service" in describing how well Mike took care of her.

See why Mike has been the number 1 realtor in Fairfield Glade for getting home listings sold for 7 years in a row. Call Mike today at 931-287-3539.

**WORKING HARDER, WORKING SMARTER, GETTING RESULTS!**

**Better Homes and Gardens Real Estate Gwin Realty**

**5731 Peavine Rd, Crossville, Tn. 38558**

**931-484-0077**