

## *How It Works!*

- Your home is listed in the Downriver Multiple Listing Service along with all of the other listings offered by real estate companies.
- Your homes listing is uploaded to national websites like realtor.com, homegain, homestore, yahoo and many more
- Buyers call you directly to inquire about buying your home directly from you.
- If a REALTOR wants to show your home, that agent will call you to make an appointment to show your home to their client. If the REALTOR produces a buyer, you only pay the REALTOR the amount you think is fair, 1, 2 or 3%. You decide!
- If you sell it your self or only have to pay one realtor you can save thousands of dollars on the sale of your home
- We have professional consultants standing by if you need additional help. Just hire us for that part of the transaction and start saving money now.
- Why pay 5, 6, or 7% when you can do it yourself.

Call Today For More Information!

**John Gonzalez**

Broker / Owner  
CENTURY 21 A1A Realty  
Wyandotte, Michigan

**(313) 690-5971**

**Century 21 A1A Realty**

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**Century 21 A1A Realty**

## **MLS ENTRY SERVICE INFORMATION**

**List and Sell  
Your Home  
For Only  
\$539.95**



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## Do It Yourself!

Some people are talented enough to Do-It Themselves when it comes to many things. Whether it's home improvement, auto repair or selling their own home, consumers have found that they can save money by only hiring professionals for the thing they cannot do.

For decades the biggest obstacle the For-Sale-By-Owner crowd faced when selling their own homes was that they had no access to Multiple Listing Services unless they hired a real estate agent for a full commission of 5, 6, or 7 percent of the sales price of their home.



**FOR SALE  
BY  
OWNER**

Now you can place your home in the MLS for a flat fee of only \$539.95 and have access to the same resources that REALTORS have. When buyers call you directly you show them the home and negotiate with them. If you sell it yourself the savings can be tremendous. If real estate agent representing the buyer wants to show it, you only pay what you want to pay them or have the buyer pay their real estate agents fee. Even if you help them pay their agent you still save big.

## FREQUENTLY ASKED QUESTIONS.

Q. *If I find that I need additional, professional help with anything can I get it?*

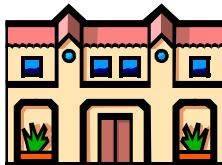
A: Yes. You can call us anytime and we can help you for an additional fee, depending on the depth of your problem. Our rates for additional services start at only \$75.00. We can do a Comparative Market Analysis, prepare purchase agreements, review any offers you receive, help solve title problems, prepare closing documents, obtain financing etc. You only pay for the services that you need.

Q. *Can any REALTOR sell my home?.*

A. Yes. Since there is no *Listing Agent* to pay, when you list your home in the MLS, you decide how much you will pay a *Selling Agent* if they bring you a buyer. You can offer to pay them anything you want from as low as \$100. Or 1, 2 or 3% of the price of the home. You can also stipulate that the buyer pay their own agent fees.

Q. *Can I price my home at any price I want*

A. Yes. You decide how much you want for your home. Because you are saving so much on the commission, some of the harder homes to sell can be offered for less so that more buyers will be interested.



**FOR SALE  
BY  
OWNER**

Q. *Do other companies offer this program?*

A. To my knowledge, at this time we are the only *DOWN-RIVER* real estate company offering Fee-For-Service. There are internet based companies that offer it also, but who knows where in cyberspace they are located. If you have a problem you have to deal with it through email or 800

numbers. Most of them cannot offer additional consulting services or professional help because they are not licensed in this state.

We are the oldest CENTURY 21 office in the DOWNRIVER area that has been in the same Wyandotte location since 1975. If you need help or have issues you know where to find or call us. It's good to Do-It-Yourself and save money but by hiring us you will have the peace of mind that help is just down the street.



**FOR SALE  
BY  
OWNER**

Q. Do you have traditional, full service listing plans?

A. Yes, We can do the whole job for you if that's what you wish, or we can convert it to a full service listing at a later time.

CALL ME TODAY FOR MORE INFORMATION

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