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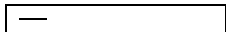


ART & ALICIA's Electronic Newsletter

February - 2004

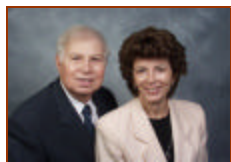
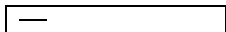
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alicia fahey

CONGRATULATIONS
 ****ALICIA FAHEY****
 2003 was a very good year! At a CENTURY 21 awards breakfast Alicia was congratulated for her performance during 2003. She was recognized for her Outstanding Achievement as a Multi Million Dollar Sales Associate.



More good news....
 Mortgage rates dropped last week to their lowest levels in seven months. Our greatest satisfaction is helping people find the perfect home. If you or someone you know is thinking about a move,

On the List

When you hire a real estate professional to represent you throughout the sale of your home, you will be asked to sign a listing agreement. A listing agreement is a document that details the responsibilities of each party during the listing period. Here are some things you may expect to see in such a contract.



Type of Listing – There are several different types of listings, but the most common is called the “Exclusive Right to Sell.” This version empowers your agent to market your home to buyers and their representatives. He or she may use any number of methods to showcase your home to interested parties, from newspaper advertisements to open houses. In this arrangement, the listing agent is guaranteed a commission when the home is sold.

Commission – The contract will outline what percentage the agent will earn as payment, as well as when that payment will be made. Typically, any commissions are paid to agents on the day of the closing.

Terms and Conditions – The listing agreement should also consist of a number of specific details, including the asking price for the home, the length of the listing period, and any special considerations that you or your agent may have. For instance, if you would like to include certain appliances in the sale of the home, that may be outlined in the listing agreement.

Market Mania – Sometimes, listing agreements will outline what steps the agent promises to take when marketing the property to ensure that it receives a

Home Inspection Do's and Don'ts

As a seller, you have two opportunities to have your home inspected. Many sellers opt to have a pre-sale inspection done before they list their home. This professional inspection allows you to identify the strengths and weaknesses of the home before it is placed on the market. In this scenario, the results of the inspection are the property of the seller.

The home will likely be subject to inspection again after you have accepted a purchase offer. The buyer will hire his or her own inspector to examine the home and identify potential problems. In this case, the results of the report are the property of the buyer. In each case, there are things you can do as a seller to aid in inspection process.



- 1). Ensure that the attic, basement, and garage, as well as electric panels and crawl spaces, are accessible.
- 2). Turn on all services, including water, electric, gas and HV/AC.
- 3). Keep pets, both friendly and unfriendly, out of the inspector's way.
- 4). Provide records of all improvements made to the home, such as additions, new home systems, a replaced roof, etc.
- 5). Disclose any problems with the home, such as chronic flooding.

It is important to remember that a home inspector is looking at the function and structure of a home, not its aesthetic appeal. However, things like cleaning appliances, washing out gutters, removing excess debris and cleaning the chimney can enhance the outcome of an inspection.

Black and White

please call us. We can make your dream come true.

great deal of exposure. Some common steps include entering it into the local Multiple Listing Service (MLS), posting it on real estate Web sites, placing ads, and holding open houses.

Dispute Resolution – As your agent, your real estate professional is bound to act in your best interest. If there is a dispute between you and your agent, the listing agreement should determine how it would be resolved.
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Home decorating magazines often show groupings of black and white photos, an arrangement that is eye-catching and classic. To achieve the look, select photos from your collection and bring them to a camera shop. These stores have the

ability to create black and white copies from color photos.

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