



When choosing the best agent to sell your home, I recommend treating it like a job interview. Who is the best agent for this position and why?

## What Seller's Need To Know



### A few of my answers...

**1. How long have you been in real estate?**

Since 2019 here in Whatcom County. I had my license for a time in the late 90s and worked as an assistant to a very successful agent in Skagit County.

**2. Are you a part-time or full-time agent?**

Full-time. The nature of the business is "flex time." I work both traditional business hours in addition to evenings and weekends as needed by my clients. I am available when your need me.

**3. What is your average days on market?**

In 2022 my average days on market was 2, that's because I sold 3 homes off market before they were listed. Of those listed, the average is 4.5. The market shifted in the last 1/2 of 2022 and the average days on market in Whatcom County was 41.

**4. What is your list-to-sold price ratio?**

I have never sold one of my listings for less than list price, most often 5%+ over list.



What makes me different than the other real estate agents you know?

## It's All About You!



I will earn your trust and give you **PEACE OF MIND** for a smooth and enjoyable experience.

### My Personal Commitment

- **CARE** about you as a person - not as a transaction
- **LISTEN** and act on your goals and objectives, not push my agenda
- **EDUCATE** you on what to expect every step of the way
- **STRATEGIZE** and **NEGOTIATE** to maximize your success
- **STREAMLINE** the process and champion the details

## Optimize Your Success By Leveraging My Experience & Service

Negotiator,  
Problem  
Solver,  
Results  
Oriented

Experienced  
Contractor

Participated  
In Multiple  
Transactions

On Top of  
Current  
Market  
Conditions

Multiple  
Weekly  
Trainings on  
Real Estate  
Issues and  
Trends

Guided  
Listing Prep,  
Staging and  
professional  
photography  
to make your  
home stand  
out among  
the  
competition.

Professional  
Marketer  
Creating  
Upscale Online  
Presence &  
Showings  
Experience

CHARLOTTE  
WELLS  
Real Estate