

## How to **FINALLY** sell your home (and get the price you deserve for it)

Dear Homeowner,

The answer is **yes**.  
**You can sell your home.**  
At the price you deserve.

Your house was on the market. Ads in the Advance. Open houses eating up your precious Saturdays and Sundays. And months of waiting. And more months. And sometimes, long droughts when no one looked or even cared. Months and more nervous months.

*And still no sale.*

Meanwhile, the prices people are getting keep going up.  
You look in the paper and can't believe it.

*You've done everything.*

And still no sale. Your house just won't get sold.

### What went wrong?

It's not the house – you know that. You've lived there, you know that it can make a great home for someone. In fact, in a lot of ways it's unique, it's special...

It's not the price – you see what other people are getting, you are in the same range...

It's not you – you've kept the house neat and clean and ready to be shown. You've even added all kinds of touches to make it even more attractive, homey, ready to be sold.

*But still – no sale.*

What is it? What went wrong? Why won't the house sell?

### Could it be...

The thought has crept into your head. I've done everything right...except maybe one thing –

Did I pick the right realtor?

## How the Right Realtor Can Make ALL the Difference

The right realtor is very often the MAJOR factor in whether you sell your house at the right price for you, and even if you sell it at all.

Ask the following questions about the realtor who was not able to sell your home:

Ask yourself...

- Did my realtor really get to know me and my family...If I called her in the middle of the night, would she know who I was, which house was mine, how much I know I should get for it?
- Did my realtor really understand what is special about my house? Why it's a home? Where all the really good parts of it are, what to point out to potential buyers, what to say to them to really make them understand the specialness of it, how to respond to objections they may have?
- Did my realtor treat me with professionalism and respect? Did he always tell me the full story, what I can expect, what's reasonable...Was he accessible? Did he make the process easier for me?
- Did my realtor succeed in selling my house?
- Can I find a better one, can I find -

## The RIGHT Realtor

You can. You can find the right realtor, who will do the right job for you.

Picture it...

- Your realtor knows your name. What neighborhood you are in. What your house looks like, inside and out. How much you want for your house. What's realistic and what's not... What it feels like to be inside your house, and how to help prospective buyers see themselves living in your house, loving your house, BUYING your house...
- Your realtor is a real person. He lives on the Island. He works on the Island. He eats on the Island. He reads the same newspapers, sits in the same traffic. His family is here. He does things for the community he lives in. He knows this place, loves it, and knows every benefit there is to know about it.

- Your realtor is a real professional. He treats you with respect and treats customers with respect. He screens potential visitors, and can really sense when someone is a realistic prospect, or just wasting your time. He always calls you first, never surprises you with prospects. He always tells you what's going on. He is the go-to-guy, the centerpoint for this whole sales effort. He sweats the details, so you don't have to. He makes it easy for you.
- Your realtor is part of a larger organization known for its professionalism, great success rate, good prices, and dedication to the customer.
- Your realtor works for you. To get your house sold.

## Andrew McDermott - Your Realtor

Do you want your house sold, finally?  
 Then you need to get the right realtor.  
 The realtor described above.  
 Andrew McDermott - your realtor.

Call Andrew McDermott, at **718-967-6888** or e-mail him at  
[andrew@andrewmcdermott.com](mailto:andrew@andrewmcdermott.com)

### **Andrew knows your name –**

You'd be amazed how many clients have expressed shock when Andrew remembers **all** the details about their house, how much it's going for, where it's located, who it's been shown to, who visited, who's interested...he knows his clients...he really cares.

### **Andrew is a regular guy –**

Andrew has lived on Staten Island all his life, gone to school here, worked here. He is not going to intimidate you, or push you into anything you are not ready for. He really knows how to listen to your requests, and treats you with respect. And (ask his clients -) he is *extremely hard working* to make sure your house gets sold.

### **Andrew knows what he's doing –**

Yes, he's nice, really pleasant to work with, friendly, all that. But he is also extremely good at what he does. He knows the details to look out for. He guides you through the process. He acts as the central point for this whole, complicated, process. And he gets the job done. That's why he was voted 2002 Realtor Associate of the Year. That's why he has so many satisfied clients.

And most importantly...

**Andrew gets your house sold –**

Are you ready to finally get your house sold? Then you need the right realtor to sell your home. Contact Andrew McDermott, today.

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Access Realty Group  
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PS – When you contact Andrew, you get a **FREE** consultation to find out how much money you can expect to get for your house. Based on your home, your neighborhood and the market, are your expectations realistic? Find out, with no obligations, and no pressure whatsoever.

PPS – When you sign Andrew as your realtor, you get your house listed on his well-visited website, [www.andrewmcdermott.com](http://www.andrewmcdermott.com). The website not only has pictures of the inside and outside – it also has a personal narrative (blog) about the home, about what it's like to be there. About how warm and good it feels to be in that home. About how good it would be to own that home. This tool is very effective in getting houses sold, in getting *your* house sold.

Note: If you are presently listed with another realtor, please disregard this notice.