

According to The Windsor-Essex County Real Estate Board, residential listings were selling at 95.4% of asking price at an average price of \$161,841. This would constitute an average fair market value of all residential real estate sales. During the same period, my listings sold for over 98.34% of asking price. That's 2.94% above the real estate board's averages and above fair market value.



**Averages taken for
2004 & 2005**

By using our unique "Home Selling System" and capitalizing on the latest technology, consumer programs and a strong Team Support Staff, we are able to fetch homeowners more money in their pockets. You will rarely sell your home at the guaranteed set price and will likely sell it for more than your home is worth.



The **SASHA MILETIC**
Broker
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Preferred Realty Ltd., Brokerage
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**How to
Avoid
Getting
Stuck with
Two Homes**

Putting an offer “Conditional on House to Sell” (HTS) will end up costing you more or leave you with two homes!

Here are the facts! Typically, less than 50% of all homes listed end up selling. That means that over half of the homes available for sale are overpriced and do not sell. Moreover, if you look at all of the houses on the market, the average asking prices are considerably higher than the average selling prices. *If a home is priced right, it sells within 30 days.*

If you see a home that you like and end up putting an offer conditional on selling your home first, here are the 3 *outcomes* of what will happen:

1. You end up getting the home at the agreed upon price once your home is sold. What this is saying is that you are the only bidder on the home. Nobody else wants to pay the price you paid. In other words, you drastically overpaid for the home.
2. You did not overpay for the home and agreed upon a fair price. Inevitably, another offer, either cash or conditional on financing, will put you on notice and it will force you to remove conditions. Since you put an HTS offer to begin with, you probably cannot remove the conditions and you will end up losing the home. The second offer will usually end up being for less money than the offer you submitted.
3. You agree on a price and are put on notice by another offer and end up removing your conditions. Now if your home is not sold, you are stuck owning two homes. Worst of all, you could have negotiated a better price had you gone in originally with a cash or financing offer.

Don't get stuck owning TWO HOMES



Your biggest dilemma when considering purchasing another home is deciding whether to buy first or sell first. Either way is risky. You don't want to get stuck owning two homes, or worst of all end up homeless with none at all...

My 'Trade Up' program solves this

When you list your home with me, you receive my better than risk-free offer. In fact, you are double protected and here's how.

1. You receive my up front guaranteed price in writing that I will sell your present home before you take possession of your next one.
2. If you receive an offer that is higher than the guaranteed price from an outside buyer, you get the higher offer, not me.

This means that when you see a home that you like, you can react immediately and negotiate the lowest price possible with a firm, cash offer with no conditions.

Here is How it Works

When you see one of my listings that you want to submit an offer on, I will guarantee the sale of your home. In fact, you will receive a cash offer from me on your home within 24 hours of you submitting an offer on one of my listings. Of course there are certain conditions that apply.

1. You have to move up to and buy one of my listings using me as your agent. If you use another agent to put the offer on my listing, obviously this guarantee does not apply.

2. My offer on your home will be for a mutually agreed amount acceptable to you based on fair market value. This is a value based on current market conditions and supply and demand, NOT reproduction cost. This value will be supported by current sales statistics of similar home in the area.
3. This guarantee only applies if you are moving up in value NOT down. The guaranteed sale must be less than the home you are purchasing.
4. Your home is to be listed at a price equal to fair market value as determined by Sasha Miletic and an appraiser of his choice. Fair market value is determined by recent comparable home sales.
5. You pay my standard commission rate.
6. There is a small guarantee fee (insurance) of 5% that applies.
7. I will have 120 days to sell your home.
8. I will not guarantee home sales greater than \$250,000 in value.
9. This guarantee is conditional upon Sasha Miletic getting a home inspection on the subject property, at his own expense, to his absolute satisfaction, failing which this guarantee is null and void.
10. I will not guarantee sales of farms, vacant land, mobile homes, recreational property or any other non-conforming property in an area.
11. For a guarantee to take place all agreements and conditions set fourth must be in writing and signed by all parties involved.

Basically, I will guarantee the sale of your home at 95% of fair market value so that you can move up to your dream home and have piece of mind.

This guarantee fee is like purchasing insurance. We still have 120 days to get you more money than our guaranteed amount and you receive all of it not me.

