



Here is a note concerning the sale of my house on 125th St NE (Haller Lake) by Judith Card a few weeks ago (July 2nd 2009).

I decided to sell my house a bit over a year ago.

I knew a guy, who was in Real Estate and I liked him, so I gave him a call. He got back to me and told me that the market was off but he could list it, and "Wait and see what happens."

I told him that I wanted to sell, not "Wait and see what happens." He told me that it won't sell if we don't list it, so we listed it.

The waiting game started. I would call him and ask questions. Once in a while, at my urging, he would have an Open House for a couple of hours. (It turned out that he never advertised any of the few Open Houses he had.) We played the "WAITING" game for 5 months, without an offer and I finally pulled it off of the market.

I still wanted to sell but I figured that there must be a better way. I did nothing for several months, but I knew that I wanted out of the house. I met Judith Card and we talked.

She did some educating with me about what people want when they are looking for a house. She complimented my house by saying that she liked the "UNCLUTTERED" look but that it looked like a single guy lived there.

I told her I am a single guy. She said "Couples buy Houses."

I gave her the lead role in engineering what needed to be done and we engaged a lady to "STAGE" the house. She got rid of (almost) all of my stuff, and brought in stuff for every room that went with other stuff in other rooms. My friends started to compliment my house. Some people who knew me said "the place never looked better." We fixed some things also.

When she figured it looked good enough, she listed it.

There was an unending flow of people looking at the place. Many of their Real Estate Agents said things like "THIS PLACE WON'T LAST UNTIL THE WEEKEND." All of them loved it. The people loved it.

We got the first offer on the 4th day.

I can tell you that there has been a serious correction with the Real Estate Market but if you want to sell and find someone who will Engineer a Sale, rather than just list the house, The Buyer will find your house.

If you get someone to list your house without implementing any plan, The Buyer will probably find another house.

I can strongly recommend Judith Card. In my opinion, she is an extremely competent Sales Agent.

Jim Hall (Happy Home Seller)