

Marietta REALTOR® Ken Mandich Explains What Homeowners Should Expect When Working With A Listing Agent

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Georgia REALTOR® Ken Mandich, from Complete Realty Team, is guiding homeowners on what they can expect when being represented by a sellers' agent in a real estate transaction.

Real estate agents can work as listing agents, also known as sellers? agents, or buyers? agents. The former helps property owners list their property for sale while the latter represents those who are in the market looking to buy. Being a successful listing agent requires an insight into the state?s laws and regulations surrounding real estate transactions, a keen eye for interior design, excellent salesmanship, and strong negotiation skills.

The result is that experienced real estate agents can add significant value to a real estate transaction for the seller. In a publication titled ?2021 Profile of Home Buyers and Sellers,? the National Association of REALTORS® reported that FSBO (For Sale By Owners) Sellers sold their properties for a significantly lower

median price of $260,000 as compared to the median price of $318,000 for agent-assisted home sales.

Ken Mandich then talks about the many ways listing agents make the process easier for the seller by saying, ?Listing agents are trusted advisors during the listing, marketing, and closing stages. They provide information about similar properties in the area and offer informed advice on staging and improvements that will generate interest and maximize the sales price. They help you price your property, market it, navigate the many forms, documents, and disclosure requirements involved, negotiate the best price and terms for you, review all written offers, and promote your interests.?

Homeowners need to sign a listing agreement to authorize a real estate firm's agent to act as their sellers' agent in all their dealings. Agents from other firms may also be allowed to assist a homeowner in finding a buyer for their property. The listing company will charge the homeowner a commission fee for representing them and marketing the property. The listing agreement will state how the fee or commission is calculated and whether the firm will share its commission with the buyers' agents.

Ken, who leads a team of Marietta seller's agents at Complete Realty Team, then explains the specific advantages that listing agents can offer when it comes to marketing a property by saying, ?A listing agent will make sure that your home garners a lot more interest than if you went at it alone. Apart from putting up a listing on the local Multiple Listing Service (MLS), sellers? agents have access to many other effective marketing channels. The real estate agent can list the property on their website, social media profiles, blogs, and newsletters to gather interest from buyers who are following its updates. The listing agent can even propagate the deal through their professional networks which can catch the attention of buyers? agents.?

Readers who are planning on selling their property soon can head over to Complete Realty Team?s website to determine its worth by filling out and submitting a contact form. The company asks for the visitors? contact information, whether they are ready to list or just trying to preemptively determine their property?s value, its address, and other details about it such as the number of bedrooms, full bathrooms, and half bathrooms. The contact form also urges the applicants to write a custom message informing the company?s representatives whether the home needs repairs or if it was recently renovated.

The Georgia real estate company assures potential customers that the value of their property is not determined algorithmically. Instead, every submitted application is given personal attention by a team of expert real estate professionals who will calculate the estimated value of the property using their years of knowledge and experience. Applicants can usually expect a reply to their inquiry within 24 hours.

Readers in Marietta, Georgia, or anywhere else in Cobb County looking for some of the top listing agents in

their local area can find contact information for Ken Mandich on his Google My Business listing at https://g.page/realtorken?share.

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For more information about Complete Realty Team, contact the company here:Complete Realty TeamKen Mandich(404) 410-6465admin@completerealtyteam.comComplete Realty Team1642 Powers Ferry Rd #150Marietta, GA 30067

Complete Realty Team

REALTORS® and Real Estate Agents Serving Cobb County GA. Experienced listing agents that help you sell your house for top dollar as quickly as possible. Skilled buyer's agents that know the local market and can help you find and buy the perfect home.

Website: https://completerealtyteam-kenmandich-realtor.business.site

Email: admin@completerealtyteam.com

Phone: (404) 410-6465