

Listing Services

Melanie Brooks, Associate
Broker

256-652-8185

List in MLS and on Internet
Sign in the Yard

Lockbox for easy showings

Automatic Showing

Notifications

Agent to Agent Requests for
Feedback

Listing ON-Trac Updates

Weekly or Daily Calls

Presentation of All Offers

Spreadsheet for Multiple
offers

Presentation of Owner Net
Profits

Communication with the
Other Agent

Communication with Lender
Coordinate:

- Home Inspection
- Any Repairs
- Appraiser
- Title Company
- Closing Date and Time
- Final Walk Through
- Completion of Repairs
- Moving Companies

Many people believe they can save the commission by selling on their own. They look at the savings and remember stories of friends or relatives who managed to get through the process with seemingly little trouble.

"Other people have sold their own homes, they say-so why can't I?"

There is more to it than saving money.

REAL
ESTATE

**THINKING ABOUT
BEING A FOR
SALE BY OWNER?**



Approximately 10% of American homeowners handled their own sales. But in order to do this, you will need to realistically assess exactly what is involved.

The routine parts of my job involve:

- pricing your house accurately, determine whether a buyer is qualified,
- creating and paying for your own advertising, but mere rising yourself with enough basic real estate regulations to understand (and possibly even prepare) a real estate contract,
- coordinating the details of a closing.

These are serious responsibilities to take on, and they include the concerns that your house is only on the market when you are home, your marketplace is limited to those you can reach locally, this mistake may cost you the money you are trying to save.

The best reason for working with a real estate broker is the enormous amount of information they have at their disposal-information that can help make your house sell faster and easier.

Professionals know about market trends, houses in your neighborhood, and the people most likely to buy. They also know how to reach the largest number of people who may be interested in your house. Through both old-fashioned sales skill and the Internet resources.

I am trained in areas like screening potential buyers and negotiating with them.

Finally, I am always “on call” and willing to do the things most do not like: working on the weekends and answering the phone at all hours.

Mission Statement

My Values and promises to my clients are to act in my best ability to always have my client's needs in mind. To always be honest, friendly, easy to talk with and create a relaxed but professional atmosphere. Provide consistent customer service to each client.

About Melanie Brooks

Licensed since 1993, currently holds an active Alabama Broker's License Has been a Certified Real Estate Instructor since 2008 and teaches statewide. Experienced in Listing and Selling residential property and Property Management

I hold the REALTOR designation and am a member of Huntsville Area Association of Realtors, Alabama Association of Realtors, and National Association of Realtors.

I hold the following designations:

- RENE Real Estate Negotiation Expert
- Graduate of the REALTOR Institute
- Military Relocation Professional
- Cartus Network Certified Agent