### January 2020 Newsletter

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### Happy New Year!

# It's 2020, the start of a new decade and a time of new resolutions.

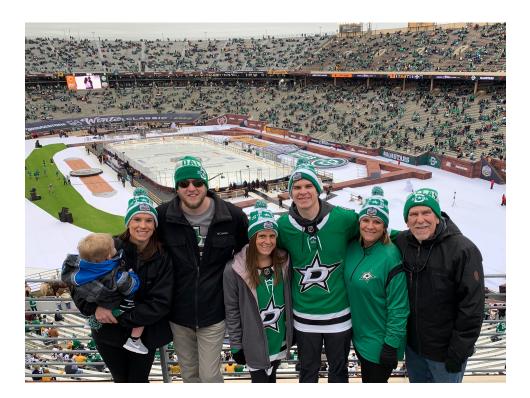
#### 20 Reasons to work with Janice Busovne this year.

- 1. I am a full-time professional Realtor. I don't "dabble" in real estate as a hobby.
- I pay attention to detail before, during, and after the sale to avoid potential problems and added paperwork.
- 3. I am personable and easy to get along with, which makes the process more enjoyable.
- 4. I am punctual, and I don't keep clients waiting for appointments.
- 5. I can help you avoid costly mistakes by making suggestions based on experience.
- 6. I know the language of real estate and have been speaking it for more than 20 years.
- I can pare down the large inventory of the MLS to save my buyers' time, view only the houses they might be interested in based on the features they want.
- 8. I have top-notch negotiating skills. It is essential, particularly when it comes to contracts, terms, inclusion or exclusion of repairs, furnishings, or equipment.
- 9. My negotiating skills extend to financing, closing information, inspections, and possible unforeseen issues.
- I have a wide range of local connections and a long list of preferred references to aid both buyers and sellers.
- I am objective when it comes to a property because I want my clients to make the best decision about their purchase or sale.
- 12. I am your advocate and protect your interests. I don't hesitate to point out flaws or problems in the

process of buying or selling that I may see, and you may have missed.

- I take the burden off of my clients when it comes to communication. I am in frequent contact with you as well as other realtors.
- For buyers, I have many lender contacts that are available to help you get proper and fair financing.
- **15.** For buyers, I can provide local community information about utilities, zoning, schools, and contractors.
- 16. For sellers, I make sure that you are compliant with all laws relating to the sale of your home.
- 17. For sellers, I can help position your house in the best possible light against comparable properties.
- 18. For sellers, I insist that buyers be pre-qualified so that any offer you may receive is solid.
- **19.** I adhere to a stringent code of ethics. As my client, you can expect honest and ethical treatment in all transaction-related matters.
- 20. I don't forget you after the sale. I am always available to answer questions!

#### THE BUSOVNE'S ATTEND HOCKEY WINTER CLASSIC AND BRAVE THE COLD!



## And, A Little Bit Of Business! December Sales Of DSF Homes In Niceville: 52 "Like" Me On Facebook! Call Me If You Need Real Estate Assistance!



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