

# HOW TO CHOOSE A Realtor to Sell Your Home

Your home is typically one of your largest investments. Consequently, when you decide to sell, who you hire can make all the difference. "It's sometimes tempting to choose a friend or someone you socialize with as your selling agent but this can be a very costly mistake," said Jane Hollansworth. As the #1 Agent in Hot Springs Village for 19 years in a row, she should know! Clearly the objective is to sell your home for the most money in the least amount of time, however that's not as simple as it may sound. Hot Springs Village is a great example of a shifting market. "Home values have gone up over the last two years but unless you are a Realtor that handles many transactions, you won't be able to effectively price a home given the prevailing demand," said Hollansworth.

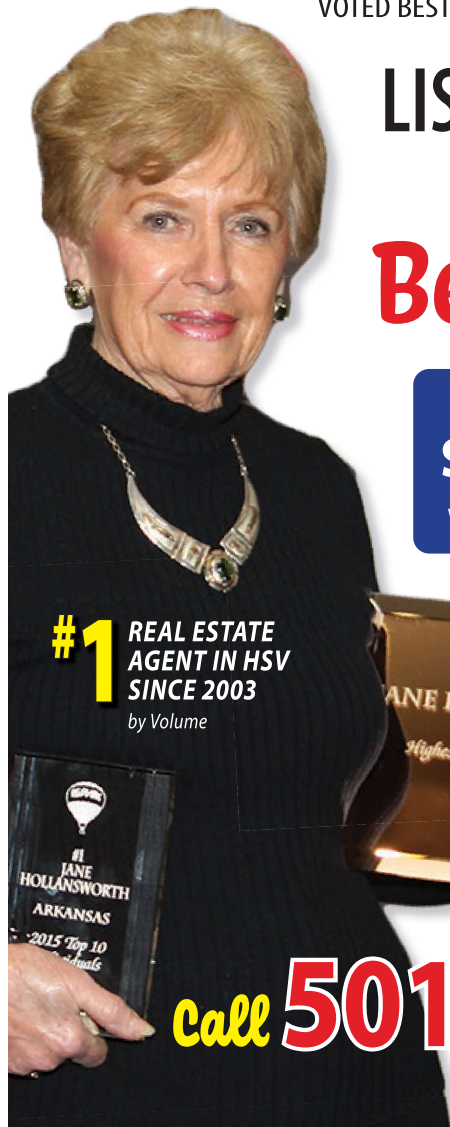
Price is ultimately set by the buyer and what they'll pay. A top Realtor doing many transactions, knows fair value and can help sellers negotiate and get the very top dollar for their home.

Equally important is to choose a Realtor that has a long history in Hot Springs Village. Good Realtors have an extensive data-base of buyers that can be matched to your home. Realtors like Jane Hollansworth that have been selling for over 25 years in HSV know just who to call when they list your home for sale. "I call myself a match-maker," said Hollansworth. "It's very rewarding to introduce a prospect to one of the homes I have listed and hear them say how they've been hoping to find this perfect house."

Successful Realtors in any market don't fly solo. They have a Team that handles the complete transaction from start to finish. "I have a checklist of over 20 items that must happen with every successful transaction," said Hollansworth. If you miss even one of those steps you risk disappointment for your seller as well as lost money and time. Top Realtors like Jane have a Team that oversee all the details so nothing gets left to chance. And, don't forget to go with a National firm. Doing so ensures your home is displayed on thousands of websites nationally making a HUGE difference in finding a buyer. Also, companies like RE/MAX of HSV have over 30 local agents that immediately begin marketing your home. You don't pay a dime more to go with the Top Agent and Agency.

# Jane Hollansworth

VOTED BEST REALTOR | HSVVOICE READERS' CHOICE 2021



## LIST WITH THE BEST & GET THE Best Results!

Sales Volume of **\$28,548,277** in 2021 with 129 Properties **SOLD!**

**#1** REAL ESTATE AGENT IN HSV SINCE 2003  
*by Volume*



DESIGNATED #1 IN THE STATE BY "RATE MY AGENT" REVIEWS FROM MY BUYERS & SELLERS!

call **501.922.8177**

EMAIL: [janeholl@ipa.net](mailto:janeholl@ipa.net)



# RE/MAX®

OF HOT SPRINGS VILLAGE

1400 DeSoto Blvd.  
in the RE/MAX Centre  
501-922-3777