# 7 Reasons to list your home with Fraida Varah ...and the stories behind them.

*"Your positive attitude, enthusiasm, knowledge, professional staff, negotiating skills and most of all you listening to what my needs were, made this experience easy. You negotiated the price that I wanted to pay for my dream house and sold mine in a day for the full asking price. Your free moving truck was also great for moving all my items from storage. You even found me a painter who was available to come right away to help finish the staging to put my house on the market. There is no way that any other realtor could top that."*

Patricia Jordan

***"Fraida is not just a realtor, she is a friend. Her staff is wonderful and no question ever went unanswered. You could not put your trust in anyone more qualified to make your dreams come true than Fraida Varah"***

Ginni & Rob O'Malley

*"From the first time we sat down, your knowledge, professionalism and attention to detail were evident. Because you advised me to get my house on the market as soon as possible and helped me price the house right, sure enough, we had it sold in one day. Clearly the answer is to go with your team first!"*

Mary Curley

***"I contacted my lawyer for advice, and he suggested your office. What a great piece of advice. From our first meeting, I knew I had hit the jackpot. Your professional approach and timely response to my initial inquires made me comfortable from the start. Your honest advice and assessment of the property helped us establish an excellent market price. However, none of that even compares to the work you and your team did on the sales side. I remember seeing the sign posted on Monday and by Wednesday morning, less than 48 hours later, you called me with the news of an offer."***

David Hans

*"Today we closed the sale of my house. You sold it in one day at a higher price than we agreed upon and in an "iffy" market. You demonstrated skill and acumen in strategizing the sale through negotiating away any potential deal killers."*

Gordon Dolph

***"I regret you were not my first choice for a realtor. You made a difficult process easier than other realtors I contracted with. You really know how to move a house and get a home displayed so a potential buyer would want to purchase it without much conjecture."***

Paula Ainspan

*"Tomorrow's my closing date. As I sit here in my living room surrounded by the packed boxes of all my household furnishings and belongings, all ready to go to a new destination, I think of how fast this all took place from the day I called your office to set up an appointment to meet with you concerning the selling of my home to now, the day before my closing, asking myself, "is it really happening"? Fraida, I owe it all to you. You truly are a miracle worker."*

Patricia Eck

## Fraida's 2007 Statistics

**Closed Transactions: 136** **Average Days on Market: 38**

**Average Sale/List Price Ratio: 100.2%** **Percentage of Listings that sold: 96%**

**Ranked #3 in the Business Review's 2007 List of top realtors in the Capital Region.**

**Since 1997, Fraida has closed more residential real estate transactions in Albany County then any other Realtor!**