

# *Resume of:*

**John L. Graber**  
Realtor / Appraiser  
419-445-6846

## **HOBBIES**

Listening to Southern Gospel Music

Enjoying 12 Grandchildren

Traveling

## **PERSONAL**

Married Since 1958

Father of (4) Sons

Family Life is Important to me;---and YOU are Important to me also

## **SCHOOL**

Graduate Senior Appraiser Since 1991

Real Estate is My Business, and My Full Time Business

## **TESTIMONIALS**

" Thanks John for helping my daughter & son-in law find a home." S. H.

" We sure appreciate working with you and the whole gang at Short Agency, Inc." K. & S. S.

" Thanks John I truly am a happy camper." J. R.

" We can't believe our move is over, it went so smooth and fast. Thanks Again." M. & K. M.

## **MARKETING STRATEGY**

■ Increase your property's market appeal by helping you prepare it for successful showings.

- Choose a competitive asking price, which will create market activity and positive demand for your property.
- Determine a "profile" of buyers who will be most interested and qualified to purchase your property.
- Promote your property to other agents and encourage them to show it to prospects they are working with.
- Advertise and market your property aggressively to give it complete exposure to prospective purchasers, at our expense.
- Coordinate opportunities for agents and qualified prospects to view your property.
- Keep you informed of all activities and progress, and provide feedback and suggest changes, whenever necessary.
- Generate serious interest and create bidding competition among prospects, when possible, to bring about better offers.
- Encourage prospects to take action by following up directly or through their agents.
- Assist in the buyer's effort to obtain financing and cooperate with the buyer lender to facilitate a speedy loan approval.
- Coordinate the preparation of the necessary paperwork until the sale is successfully closed.