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Columbia, Maryland

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Home Sellers,

Are you Considering Jim Bim?

Hello, My Name is Bob Coburn and I have sold numerous homes over the years. Because of this, I assumed that I could sell our own home; how hard could it be, right? The market is fantastic. The best real estate market in years. Besides we have a great home in fine condition and in a great neighborhood. Well, after 60 days of no shows, shoppers and bargain hunters, I said "for get it" and listed our home with a top Re/Max agent who agreed to charge a discount fee when he sold our home. What a mistake! We wasted another 60 days with a "reputable" agent who promised the world and delivered nothing except skimming buyers off of our home.

We decided to take our home off of the market and for get about the move south. We were so upset, tired and disappointed. How could our home not sell? It's a great market and we have a great home.

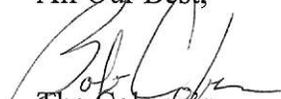
A few days latter, I received a phone call from Jim Bim (what a memorable name) confirming with me that my home was no longer for sale. I was a very reluctant participant in our conversation but after 5 or 10 minutes, I agreed to meet with him.

Jim came to our home and made all sorts of recommendation (staging, as he put it). We did not want to do it even though it did not cost us any money, just time. Then, he spoke with us about pricing, showed us the market, presented market strategies and clearly explained to us how each strategy would cause different actions from potential home buyers. My wife and I felt that we had nothing left to loose so we agreed to let Jim Bim handle the sale for us and listen to what he suggested.

What a difference! We heard from Jim and his staff on a regular basis and we now had someone who really listened to us and was on our side. At the end of 2 weeks and several visits form Jim Bim we had a different home. At the same time, Jim and his staff were doing what he called a pre-sale alert and when we hit the market, the buyers came flooding in. By the end of the second weekend, we had several offers and sold our home while netted more money in our pocket than we had ever hoped for. Jim Bim and his staff handled all of the details and made the transaction actually enjoyable.

Thanks Jim, you did exactly what you said you'd do and now we are happily able to move to our retirement home.

All Our Best,



The Coburn's