

—  
**Your Home  
SOLD  
For Top Dollar**

Selling. Simplified.



**Brady Dutchak  
Realtor®**

**701.690.1554**

**BradyHomesND.com**



**CENTURY 21®**  
**Morrison Realty**

1142 W Turnpike Ave, Bismarck, ND 58501

# BRADY DUTCHAK

Since 2014, Brady has dedicated his career to helping others achieve their goals. He spent the early part of his career as a coach before launching his real estate career. His clients most appreciate his no pressure approach and keeping his clients' needs front and center.

Brady is a western North Dakota native. With a background in coaching, Brady takes pride in his ability to teach. He specializes in simplifying the real estate process for his clients, whether they are buying or selling. As a proud member of the CENTURY 21 Morrison Realty family, Brady carries the values of hard work, integrity, and outstanding client service into everything he does.

When Brady isn't making home ownership dreams come true for his clients, he enjoys spending time hunting, fishing, and engaging in local sports.



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# MISSION STATEMENT

It is my mission to provide you top-tier service. I strive to create a positive experience where you feel comfortable and secure throughout the process knowing that I am prioritizing your best interest. I believe working hard and helping others achieve their goals is one of the most rewarding experiences in life. I am dedicated to building long-term relationships and earning referrals from my clients by being honest and straightforward. When we work together you can trust that I am committed to serving you.

"Commitment is when you refuse to give yourself an excuse." - Drew Brees



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# WHAT PAST CLIENTS ARE SAYING

"Brady was great to work with from start to finish. He provided excellent advice on how to approach the sale and price the property, got it posted online quickly, and even helped coordinate a needed repair while we were on vacation. He went above and beyond to make the sale happen as smoothly and quickly as possible. His help was worth every penny." - A.K.

"Brady was exceptional to work with from the beginning to end. The visuals presented during our first meet up was so useful. Overall our experience with Brady Dutchak was wonderful and I have already sent his name to others in my life looking for new homes!" - A.B.

"We were very happy working with Brady. He was very informative and patient. He was quick to find answers to our questions and helpful in all matters. There was no pressure while we made up our minds. I highly recommend Brady as a Realtor." - L.H.



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# SELLING YOUR HOME

## Power of the Brand

Century 21 is one of the most recognized and trusted brands in real estate. We will leverage the brand's extensive network, branded signs and marketing materials, website syndication, and more.

## Marketing

I belong to two Multiple Listing Services allowing your listing to be visible across central and western North Dakota. We also syndicate your listing nationally and internationally to nearly 200 sites. A custom website will be created for your property with a slideshow, video, and more. We will run a digital ad campaign to get your property in front of the best prospective buyers using target marketing.

## Negotiating

I will work and negotiate with potential buyers on your behalf to get you to the closing table. Negotiating starts with accurately positioning your property in the market with price and marketing. It is enhanced with local and specialized knowledge of both the market and the property type.

## Team Behind the Agent

You aren't just hiring me, you will have a team of non-competing brokers, marketing and technology specialists, and dedicated office staff to help facilitate the sale of your property. Our focus is on getting your property sold for the most money in the shortest amount of time.



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# VALUE

## 8 Seconds

That's how long it takes most buyers to form a first opinion of your house. Let's make them count!

## Home Staging Can Help

Highlight your home's best features and appeal to the buyer's senses.

Maximize your home's attractiveness to form an emotional connection.

Captivate the buyer with a great first impression that stays in their memory.

Ideally, your home should impress and motivate a buyer to swiftly make an offer. Follow simple exterior and interior design ideas and home-improvement suggestions to get started.



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# Determining Market Value

A Comparative Market Analysis (CMA) is essential to determine the value of your home. Location and characteristics of the property are the key elements in determining this value. Similar properties in your area form the basis for valuation of your home.

## Here are some things to consider about pricing:

- A house that is priced right from the beginning typically achieves the highest proceeds.
- Realistic pricing will achieve maximum price in a reasonable time.
- The market determines the price.
- Improper pricing may lead to below market value sale price, or even worse, no sale at all.
- A property attracts the most interest when it is first listed on the market. Capitalize on it!



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# SELLING. SIMPLIFIED.

## SERVICES INCLUDED



NET TOP DOLLAR



NO LONG-TERM CONTRACTS



PROACTIVE MARKETING



PROFESSIONAL PHOTOGRAPHY



PERSONALIZED VIDEOGRAPHY



DIVERSIFIED MARKETING STRATEGY



MULTIPLE FULL MLS LISTINGS



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# TRUST THE PROCESS

Sign listing agreement and complete seller homework

Install lockbox with spare key

Order yard sign

Schedule and coordinate photographer

Create MLS listing and review with you before we hit market

1

2

3

4

5



Offer consultation and negotiate all offers

Pre-qualify buyer offers before presenting you an offer

Weekly updates with feedback from buyer agents

Coordinate showings

GO LIVE!

10

9

8

7

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Coordinate with title company, lender, inspector, and appraiser



Coordinate and schedule closing

Review the final numbers before closing

Buyer final walkthrough



CLOSING!

11

12

13

14

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# WHAT'S NEXT?

Contact me today to book your FREE, no obligation, Seller consultation!

- Identify Your Unique Needs
  - Every scenario is different. This is where I take the time to learn about your specific situation and you get a chance to interview me. We see if we are a good fit and if it makes sense to work together.
- Answer Questions
  - What are your biggest fears about selling your home? Ask your questions. Together we can make the home selling process less intimidating and ultimately more enjoyable!
- Get Prepared
  - We can run through a Market Analysis, Pricing Strategy, Full Marketing Plan, and Net Sheet Estimate so you know exactly what to expect.
- Create a Plan
  - If we choose to work together, we will leave this meeting with clear expectations and a path forward. Whether you're ready to sell your house today, or it makes sense to wait for a year or more, I can help you get where you want to go.



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I'm looking forward to hearing from you  
and helping you achieve your home  
selling goals.

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