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Selling Your Home That Doesn't Sell the First Time

From STAFF REPORTS

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Michael B. Bell, a highly referred real estate broker who works with Sotheby's International Realty in Pasadena, is a specialist who has 20 years of residential brokerage and investment experience, and promises to sell homes "that don't sell the first time."

Ninety percent of Bell's business is repeat and referral-based, and many of his referrals are from Pasadena area attorneys who describe him as a resourceful, high-level fiduciary specialist.

Michael B. Bell with Sotheby's International Realty

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"Having done this for 20 years, there's something I know for certain: there's a right way, and there's a wrong way of selling a home," Bell says in one of several instructional videos he has produced to guide his clients into successfully selling their homes or buying one. "If your house doesn't sell, usually it isn't the fault of the house; it's most definitely because the agent is doing it the wrong way."

With over two million real estate agents in the nation, Bell says selling a house could be a completely overwhelming task to know who to trust to sell your home for the most amount of money and in the quickest amount of time.

The Wall Street Journal has rated Bell as outselling 99.9 percent of all agents across the nation, mostly because he does what other agents don't do, can't do, or don't know how to do.

"I'm a family man, and I know how important it is to get the most for your home," Bell says. "For this reason, we are 100 percent dedicated, we're always available to you, and we do get prices that other agents can't, and that's because we focus only on statistical proven strategies and technologies that very few agents use. And everything is customized to you and your home."

Bell is nationally rated as in the top 0.1 percent of real estate agents all over the U.S. as ranked by the Wall Street Journal.

In his 20-year career, Bell says he has successfully handled almost \$500,000,000 in sales along with his own real estate investments.

After graduating with a BBA in Finance at Gonzaga University, Bell processed consumer loans at a Federal Credit Union, moved to co-managing a portfolio at Charles Dunn Company, underwrote loans at CB Commercial, and then moved onto flipping homes.

In 1999, he opened Bradmont Realty and grew it to 10 agents. In 2005, Prudential Realty bought his brokerage, and since then, he has outsold 95 percent to 99.5 percent of all agents locally and nationally.

His family lives in Pasadena's Bungalow Heaven.

Sotheby's International Realty, with offices at 800 E. Colorado Blvd. Suite 150 in Pasadena, is part of NRT LLC, the nation's largest residential real estate brokerage company. It is a member of the Sotheby's International Realty global network, which currently has more than 20,000 independent sales associates located in approximately 880 offices in 70 countries and territories.

Among The Wall Street Journal's Top 250 agents, ranked according to average sales price, seventy-five are connected with the Sotheby's International Realty brand.

For more information about Michael Bell and Sotheby's International Realty, visit www.michaelbell.com.



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A Beautiful Craftsman-Style Home with Large Yard in Historic Garfield Heights, Pasadena



A Stunning Craftsman Style Home Located at North Grand Avenue Pasadena



PASADENA NOW

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