

To whom it may concern

Re: Mike Salkin
Berkshire Realty

I was concerned, as I know many potential sellers might be, about employing a “discount” broker, so I did a lot of checking before signing with Mike Salkin and Berkshire Realty. I researched the internet, checked credentials and called references. All good. In fact the prior clients I spoke to were ecstatic. I also asked a “full service” realtor with a large well known company, what they could do that Mike couldn’t that would justify the approximate \$7500 dollar difference in realtor fees. The only thing they could come up with was a vague assertion that their marketing would sell my house faster for more money. No specifics on what they would do better though.

Well, I went with Mike. I put the house up for an amount he recommended which was about \$6000 more than 3 other agents suggested. He put the sign up in the yard and the house sold for the asking price in just 4 days, in this depressed market! There are many houses for sale in my area that have sat for months and months and months with no offer, even after significant price reductions. Most of these are being represented by big name realtors.

My advice, if you want a lot of frills, promises, big names and hand holding, pay the extra \$7500. But if you want a highly experienced, knowledgeable straight shooter, save the money and call Mike. He’ll sell your house, make sure everything that makes a difference happens, and save you a bundle.

Dennis Miller
Omaha Nebraska