

Sellers:

Your goals as a seller are easy to list: obtaining a good price in a short time, and no complications. But those goals are not so easy to achieve. *All* property transactions are potentially complicated and you need experience and expertise on your side.

That's where we come in. The Lario Team specializes in unique Western Slope properties and in the 30 years we've been in this business we've listed many of the really spectacular farms, ranches, inns and other unusual offerings that have come on the market. And nobody does it better: Western Colorado is *our* home range and we know how to get the most out of your sale.

Choosing the right team of Realtors is as important as choosing the right attorney or financial planner - the stakes can be just as high. We know that, and are honored when sellers choose to work with us. You can be sure that all of our skills are at your service. Here are some of the ways we help you:

We Know Western Colorado: Our combined sales history includes every possible 'gotcha' - we know what to look for (and what to look *out* for) when it comes to water rights, easements, utility availability, boundary issues and all the other possible pitfalls of rural land transactions. We've sold commercial farms, vineyards, ranches, undeveloped mountain pass acreage, orchards, remote log homes... you name it! That's why we *know* we can sell *your* property!

Listing: We place your listing in up to *seven* multiple listing services: Delta County, Montrose, Glenwood Springs, Durango, Cortez, Grand Junction and Aspen - not all Realtors use this many services.

Web Presence: Your property will be placed on the following websites, complete with virtual tours - rmwrealestate.com, REALTOR.com, yahoo.com, HomeDebut.com and [duPont REGISTRY.com](http://duPontREGISTRY.com). In addition, your property is placed on our specialized farm and ranch site, western-colorado-ranch.com. These sites automatically link to our RE/MAX.com website.

Networking: Over the years, we've built up a large network of brokers, top prospects, and others connected to the real estate business. We know how to get the word out fast - by mail, email and phone - when a premier property comes on the market.

Presence: Listing with the Lario Team is a quick way to get your property noticed nationally - we have a reputation for listing outstanding sites. For example, our placements in the semi-annual RE/MAX Mountain West

Premier Ranch, Recreational, and Land Properties Magazine are distributed to over 650 Realtors specializing in Farm and Ranch properties, and that's just one of our marketing efforts aimed at unique properties.

Market Knowledge: When setting prices on unique Western Slope properties, one problem is... they're unique. Unusually detailed knowledge of the farm and ranch market is needed in order to establish the highest obtainable price. That's one reason we're both members of the Realtors Land Institute, the national organization of farm, ranch and land Realtors. The Colorado Chapter of the RLI meets 4 times a year, twice in Denver and twice in Grand Junction. We meet with the top land agents from around the West to attend marketing forums and to pitch our properties. We also study new listings and sales weekly; remember, the Western Slope is *our* stomping ground and we've been students of the market for more than 30 years.

Brochure: Our beautifully prepared brochures with full color professional photography are immediately sent to more than a hundred hand-picked agents and prospects, and promptly delivered to anyone expressing interest.

Why not give us a call today? We're eager to answer all your questions and start working for you - selling beautiful Colorado acreage is a passion for us and we can't wait to start selling yours!