

**Grace Realty** is in the industry of Offices of Real Estate Agents and Brokers. Grace Realty has been providing Ocean City New Jersey real estate services since 1947. Their dedicated team of professionals in Marmora and Ocean City NJ will be able to answer all buyer and seller questions and help people find their next investment or home. Their customer friendly staff have also been providing vacationers with high quality Ocean City NJ rentals for generations. Although Grace Realty has a strong presence in Ocean City New Jersey for Sales and Vacation Rentals, we also have a convenient office location in Marmora which features Upper Township homes for sale.



Real estate agents make money by helping people buy and sell homes, usually pulling in between 3% and 6% of the sales price. A \$250,000 home would net between \$7,500 and \$15,000. To become a licensed realtor, one would need to research the requirements and processes in the local market — typically, this will include taking some courses and passing a test.

Like other seaside real estate agencies, Grace has a specific marketing plan that starts with a professional Competitive Market Analysis (CMA). This CMA will determine what a property is worth in today's real estate market. After a price is determined they will go over estimated closing costs and alert clients of any unforeseen costs such as transfer tax, recording fees & NJ's 2% estimated gross income tax. Agents will also advise clients on how to prepare homes for showings by cleaning up the clutter, doing minor upgrades and jazzing up the outside landscaping.



After placing an attractive "for sale" signs are placed in the property's yard, it will be inputted into the Multiple Listing Service (MLS) with numerous high-quality photos. Most buyers look at the online photos before physically previewing a home.