

# Why Work With Jeff Williamson — Cincinnati REALTOR® for Buyers & Sellers

**Licensed REALTOR® serving Hamilton, Butler, Warren & Clermont Counties since 2006**

Whether you're buying your first home, selling an inherited property, or navigating a buy-sell simultaneously, you need someone who knows Cincinnati's older housing stock, county tax differences, and how to keep deals together when appraisals fall short.

**Call or text: (513) 205-7904**

**Visit: [realtorincincinnati.com](http://realtorincincinnati.com)**

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## Quick Answer

Jeff Williamson is a licensed REALTOR® with nearly 20 years of experience in the Greater Cincinnati real estate market, serving Hamilton, Butler, Warren, and Clermont Counties. He specializes in pricing strategy, inspection negotiation, appraisal risk management, and buy-sell coordination. His clients include first-time buyers, veterans using VA loans, and families handling estate sales or simultaneous transactions.

Want to talk through your situation and see if I'm the right fit? Call or text **(513) 205-7904**.

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## What Makes This Different

### You Get a Process, Not a Pitch

Most agents talk about "going above and beyond." Here's what that actually means:

#### For Buyers:

- Pre-inspection strategy for homes built before 1980 (most of Cincinnati)
- Appraisal gap planning before you write the offer
- Lender coordination to avoid last-minute surprises
- Neighborhood-specific advice (Mason vs. Milford vs. Montgomery—different tax rates, different schools, different resale)

#### For Sellers:

- Honest pricing conversation using recent appraisals, not aspirations
- Pre-listing inspection option to avoid deal-killing surprises
- Staging advice that doesn't require spending thousands

- Negotiation strategy when inspection reports come back (they always do)

## How I Approach Greater Cincinnati Real Estate

Area of Focus	What It Means for Clients
<b>Pricing Strategy</b>	Data-driven pricing using recent appraisals and comps—not wishful thinking. Protects you from overpricing or leaving money on the table.
<b>Inspection Negotiation</b>	I prioritize structural and safety issues, ignore cosmetic noise, and negotiate credits or repairs that actually matter.
<b>Appraisal Risk Management</b>	Pre-appraisal planning, gap clauses, and lender coordination to avoid deal-killing surprises at the finish line.
<b>Buy-Sell Coordination</b>	Rent-backs, bridge strategies, and simultaneous closing timing so you don't end up paying two mortgages or moving twice.
<b>Local Market Expertise</b>	Nearly 20 years navigating Hamilton, Butler, Warren, and Clermont Counties —I know which townships require reinspections, where taxes jump, and what foundation issues actually matter.

Want to talk through your numbers or timeline before making a move? Call or text **(513) 205-7904**.

### Nearly 20 Years in Cincinnati

I've closed deals in every market cycle since 2006. I bought my first house in Loveland, renovated it, sold it. I know what foundation cracks matter and which ones don't. I know which townships require reinspections and which don't.

This isn't my second career. It's the only one.

### I Work With People Who Need It Done Right

- **First-time buyers** who need the process explained in plain English
- **Veterans** navigating VA loans (I deployed to Kosovo in 2004–2005)
- **Families** handling senior transitions, estate sales, or inherited properties
- **Simultaneous buy-sell clients** who can't afford a gap or double mortgage

## How I Work

### Initial Consultation (30-45 minutes)

We talk about your timeline, your concerns, and what you've already tried. I'll tell you if your expectations match the current market. If they don't, I'll show you why—with data, not opinions.

### Strategy Before Action

**Buyers:** We don't chase every listing. We build a target list based on your must-haves, then move fast on the right one. I'll tell you when to offer over asking and when to wait.

**Sellers:** We price it to appraise, not to test the market. I'll walk your property before we list and flag anything that'll come up during inspection. No surprises.

## Execution

- I answer texts within an hour during business hours
  - You get copies of everything—inspection reports, appraisals, title work
  - I explain every contract addendum before you sign
  - If the deal starts falling apart, I don't panic. I fix it.
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## Three Real Examples

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### Case 1: First-Time Buyer, Appraisal Fell Short

**Situation:** Client offered \$285K on a Mason home. Appraisal came in at \$275K. Buyer had 5% down, couldn't cover the \$10K gap.

**What I Did:** Negotiated seller down to \$280K, buyer covered \$5K gap with gift funds from family (properly documented), deal closed 3 days late but closed clean.

**Result:** Client still in the home four years later. Refinanced in 2023, pulled out equity for renovations.

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### Case 2: Inherited Property, Multiple Heirs

**Situation:** Three siblings inherited a Montgomery home. Needed it sold to split proceeds. Property hadn't been updated since 1987. Estate attorney involved.

**What I Did:** Recommended pre-listing inspection (\$400). Found HVAC on last legs, main panel needed upgrade. Priced \$20K under market to account for deferred maintenance. Sold in 11 days, as-is.

**Result:** Clean sale, no renegotiation, heirs got checks within 45 days of listing.

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### Case 3: Simultaneous Buy-Sell, Tight Timeline

**Situation:** Family outgrew West Chester condo, needed to sell and buy a Warren County single-family. Couldn't carry two mortgages.

**What I Did:** Listed condo with 60-day rent-back negotiated into sale terms. Gave them time to close on new house without moving twice. Coordinated both closings same week.

**Result:** One move, no gap, no storage unit, no double housing payment.

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## What Clients Say

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*"We are moving to Cincinnati from another state because of a new job. After feeling overwhelmed by the massive amount of realtors in Cincinnati we decided to go with Jeff based off of the myriad amount of positive reviews. Jeff has been everything and more that we were looking for. He has been patient with us after we viewed a multitude of houses in a short amount of time. He took the time to do leg work in researching whether a house we were interested in could be in another school district by making phone calls for us. While we were looking at the houses we had our two small children with us. Jeff was very understanding of this and patient with us as we toted them around with us. When we found a house we wanted to make an offer on he assisted us in how to make the most attractive offer. Jeff is excellent with his communication skills. I feel that he goes above and beyond to make sure that you get the home that you will love."*

— Buyer, relocating from out of state

*"We had an aging family member in crisis and needed to sell a home in Ohio. My local realtor recommended Jeff and I can't imagine getting through the situation without him."*

— Seller, estate sale

*"Jeff answered my call right away and put the offer in minutes later to get us the winning bid. Always let us know how the process was going along all the way up to closing. Very helpful. I have dealt with numerous Real Estate agents and Jeff is at the top of his game."*

— Buyer, competitive offer situation

*"Always very responsive and willing to go the extra mile for clients. Extremely knowledgeable about the Cincinnati market and surrounding suburbs. Has been an agent for a long time and will walk you through the process if you're a first time home buyer."*

— First-time buyer

*"Jeff was very helpful in helping us sell our home....and buy our new one! He was always available to answer my questions and provide good advice on how to move forward."*

— Seller & Buyer, simultaneous transaction

*"Jeff knows the area, and is always immediate in response. He set up many showings for us with same day viewing. Jeff was proactive in helping us through the entire home buying process."*

— Buyer

*"He's consistent, knowledgeable, and always sends the best match property. He doesn't bombard you with homes outside your price range and he's diligent in helping with your home search."*

— Buyer

*"Great Job! We were very happy to work with Jeff. I will recommend to everyone I come across looking to buy or sell a home. He is very knowledgeable and very timely in responding."*

— Client

"Jeff helped us find a home in 2018. He follows the basic business principle of communicating personally and often. He was very prompt in answering queries and setting up showings. He is a professional realtor."

— Buyer

"Jeff is great work with! I've sold one home with him, and he's helped me in my current search. He's very knowledgeable, professional and responsive."

— Repeat client

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## Frequently Asked Questions

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### **Should I buy before I sell, or sell before I buy?**

It depends on your equity, monthly budget, and local inventory in the Greater Cincinnati real estate market. If you have 30%+ equity and can qualify for two mortgages temporarily, buying first gives you leverage. If not, we sell first and negotiate a rent-back or extended closing. I'll model both scenarios with real numbers before you decide.

### **How do I avoid appraisal problems in a competitive market?**

Three ways: (1) Don't offer more than 5-10% over list without knowing recent appraisals in the neighborhood, (2) Include an appraisal gap clause with a cap you can actually cover, (3) If you're stretching, get a pre-appraisal before you write the offer. It costs \$500-\$650 but can save the deal.

### **What's the real cost to sell a home in Cincinnati?**

Realtor commission (typically 5-6% split between agents), title insurance, transfer taxes (vary by county), prorated property taxes, and any negotiated buyer credits. On a \$300K sale, expect \$20K-\$25K in total costs. I'll give you a net sheet before you list so there are no surprises at closing.

### **How much should I offer on a home that needs work?**

Depends on whether it's cosmetic or structural. New paint and flooring? Offer close to ask and budget for updates after closing. Foundation issues, old roof, or HVAC on last legs? Deduct estimated repair costs plus 10-15% buffer. I can connect you with inspectors who'll give pre-offer assessments for \$150-\$250.

### **Do VA buyers really have a harder time getting offers accepted?**

Not if the offer is structured right. VA appraisals are strict, so we account for that up front. I'll include language that protects you but doesn't scare sellers. I'm a veteran—I've done this dozens of times. Sellers care about certainty, not loan type.

### **What happens if the inspection report is a nightmare?**

We prioritize. Structural, safety, and major system issues get negotiated first. Cosmetic stuff gets

dropped. I've never had a client walk away over outlet covers or caulk. If the seller won't budge on real problems, we use the inspection objection deadline to exit with earnest money intact.

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## Who I Don't Work With

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I'm not the right fit if:

- You want someone to tell you what you want to hear instead of what the market says
- You're only calling agents to "pick their brain" with no intent to transact
- You want to list your home \$50K over appraisal value "just to see"

I'm responsive—I answer calls and texts same day, and I'm available when deadlines matter. I treat clients the way I'd want to be treated, and I expect the same in return.

Real estate transactions get stressful. Negotiations get tense. I can handle that, and I'll advocate hard for your interests. But this works best as a partnership built on mutual respect.

I work with people who value honesty, clear communication, and getting to the closing table.

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## Helpful Cincinnati Real Estate Guides

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- **First-Time Homebuyer Guide for Greater Cincinnati**
  - **VA Loan Benefits for Ohio Veterans**
  - **Estate Sale & Inherited Property Guide**
  - **Simultaneous Buy-Sell Strategy Guide**
  - **Cincinnati Home Inspection Negotiation Checklist**
  - **Appraisal Gap Planning for Buyers**
  - **Neighborhood Comparison: Mason vs. Milford vs. Montgomery**
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## Let's Talk

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No pressure. No 45-minute listing presentation with glossy folders.

Just a straight conversation about what you're trying to do and whether I can help.

### **Jeff Williamson**

REALTOR®, The Jeff Williamson Group at OwnerLand Realty

License #SAL.2006003705

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**(513) 205-7904**

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