

WHAT TO EXPECT IN YOUR HOME SALE



What we as your realtors will do to prepare:

- Arrange a meeting for a complimentary staging consult.
- Set up a time for the professional photographer to come and take pictures. We will attend and help to stage!
- Prepare listing and get it on line. All of the realtors in the state will have access to your listing. It will also go on Zillow, Trulia, Realtor.com, etc.
- Order a sign for your yard
- Create a marketing plan and prepare marketing materials, social media posts

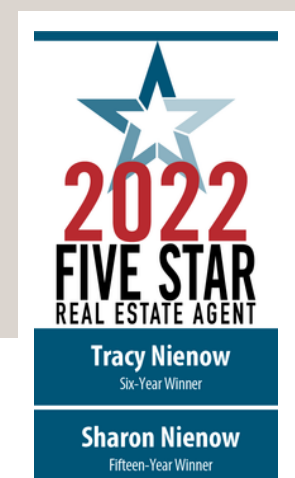
What will happen next:

- You will want to prepare your home and make sure it's "showcase ready" . Its amazing how much more money you will get if your home is clean, well maintained, and uncluttered.
- Most often, showings will be extremely busy during the first 2-3 days on the market. You will want to strategically list your home when you and your pets can be out of the home during the day and evening for that time period of time.

- We have an app that notifies you of showing requests.
- Any feedback provided by showing realtors will be shared with you.

When someone writes an offer:

- We will review the offer/s with you and decide if you agree to the terms of the offer. If you do, you will sign it and accept it!
- If there are terms that you are not comfortable with, we can write a counter offer to see if the buyers will agree to the adjusted terms.
- Once the terms are agreed upon, buyers may set up a home inspection. If there are defects discovered in the inspection, the buyer may ask you to fix them or adjust the price accordingly. We will help you to navigate through this.
- The buyer's lender will have an appraisal done on the home to see if the lender agrees that the home is worth the amount in the offer.
- Closing usually happens 30-45 days after an accepted offer. You will need to be completely moved out before closing, unless otherwise agreed upon.



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