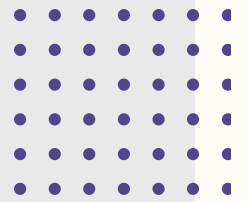


MAY 2022



SELLER'S GUIDE



FROM

Courtney Chott,
Associate Broker

PREPARED FOR

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MEET OUR TEAM



Valerie Bentien
Broker/Owner



Mike Bentien
Realtor[®]/Owner



Courtney Chott
Associate Broker

WHAT YOU CAN EXPECT FROM US

Honesty & Integrity

Loyalty & Respect

Responsive & Timely

Expert Guidance

MEET YOUR AGENT

Hi, I'm Courtney



New to the real estate business, but not new to the business of helping people, Courtney will put your needs first. Courtney started her career in social work and specialized in the treatment of PTSD for Veterans. After living in various states as a military spouse herself, Courtney experienced the love of finding hidden gems in the real estate market. Her professionalism, attention to detail, and natural ability for compassion and empathy makes Courtney the perfect real estate agent. She knows what it takes to compete in this market and has the support of Silver Key Realty, a woman owned business with over 20 years of experience.

THE HOME SELLING PROCESS



Pre-Listing Preparation

- 1 Schedule a tour of your home with your agent.
- 2 Discuss any potential repairs, upgrades or staging to be completed before listing your home.
- 3 Establish an asking price based on the current market and comparable property listings.
- 4 Prepare your home to be photographed and put on the market.

PRICING YOUR HOME TO SELL

The market value of your home is based on a combination of factors including:

- ✓ The Current Market
- ✓ Comparable Listings
- ✓ Location
- ✓ Neighborhood
- ✓ Age of the Home
- ✓ Condition of the Home
- ✓ Improvements



Pricing strategy plays a key role in the home selling process, and can mean the difference between selling right away or sitting on the market for months.

It's important to understand that the amount you want for your home may not be a realistic price for the market, and the amount of money you have spent on it does not determine the market value.

7 EASY CURB APPEAL TIPS

To Make Buyers Fall in Love

1 FRESH COAT OF PAINT ON THE FRONT DOOR

Make a great first impression of your home with a freshly painted front door. Evaluate the condition of your home's exterior paint as well as the front steps, patio and railings. A fresh coat of paint can make all the difference!

2 ADD FLOWERS TO THE FRONT PORCH

Sometimes the simplest things can make the biggest difference. New planters on the front porch filled with beautiful, vibrant flowers will make your home appear more inviting, warm and welcoming.

3 PRESSURE WASH THE DRIVEWAY

While a dirty, oil stained driveway gives the impression of a home that may need some work, a pressure washed driveway and walkway presents a clean, well maintained home.

4 UPDATE EXTERIOR LIGHT FIXTURES

Replace faded, builder grade exterior lighting with new, up to date fixtures. Shiny new fixtures will brighten up your home at night, and look clean and polished during the day. Evaluate the front door handle and lockset as well.

5 KEEP THE LAWN & GARDEN TIDY

An abandoned looking yard makes buyers think the home might be neglected, but a freshly cut lawn and well manicured gardens shows a well cared for home. Be ready for showings by staying on top of lawn mowing.

6 ADD OR REPLACE HOUSE NUMBERS

Clear, crisp numbers that can be seen from the street make your home easier to find as well as giving the overall appearance a little boost. You may also want to evaluate the condition of your mailbox.

7 ADD A WELCOME MAT

Add a brand new welcome mat to greet buyers as they walk through the front door. Even the smallest details like these can make a home feel more inviting.

PHOTOS AND SHOWING PREP

Having your home photographed is an important first step in getting ready to sell. Photos are buyers first impression of your home, and they need to be able to envision it as their own. This checklist gives you some recommendations to get your home photo-ready, as well as preparing it to be shown to future buyers.



THINGS YOU CAN DO AHEAD OF TIME

INSIDE

- Clear off all flat surfaces - less is more. Put away papers and misc. items.
- Depersonalize: take down family photos and put away personal items.
- Clear off the refrigerator: remove all magnets, photos and papers.
- Replace burnt out light bulbs and dust all light fixtures.
- Deep clean the entire house.
- Touch up paint on walls, trim & doors.

OUTSIDE

- Increase curb appeal: remove all yard clutter and plant colorful flowers.
- Trim bushes and clean up flower beds.
- Pressure wash walkways and driveway.
- Add a welcome mat to the front door.

PRO TIP

Don't be tempted to shove things inside closets! Curious buyers look in there too.

ON THE DAY OF PHOTOGRAPHY OR SHOWINGS

KITCHEN

- Clear off countertops, removing as many items as possible.
- Put away dishes, place sponges and cleaning items underneath the sink.
- Hang dish towels neatly and remove rugs, potholders, trivets, etc.

BATHROOMS

- Remove personal items from counters, showers and tub areas.
- Move cleaning items, plungers and trash cans out of sight.
- Close toilet lids, remove rugs and hang towels neatly.

IN GENERAL

- House should be very clean and looking it's best.
- Lawn should be freshly mowed and edged.
- Move pet dishes, toys and kennels out of sight.
- Make beds, put away clothing, toys and valuables.
- Turn on all lights and turn off ceiling fans.

PRO TIP

Before a showing, make sure there are not any lingering cooking aromas, pet odors, or other strong smells. This can be a deal breaker to some buyers.

Top 5 Ways to Prep Your Home *To Sell Fast*

1 START WITH THE RIGHT PRICE

Homes that are priced strategically from the beginning are much more likely to sell faster than those that are priced too high for the market. Comparing similar homes in your area that have sold and that are currently for sale will help determine a fair market price to list your home.

2 DEPERSONALIZE & MINIMALIZE

To make your home feel more spacious, try to minimize as much of your belongings as possible. No clutter around the house lets buyers see your house and not your things. They need to be able to picture your home as their own, so put away the family photographs. Evaluate what you can potentially live without for the next several months and start packing. It all needs to be packed anyway, so you might as well get a head start!

3 CLEAN, CLEAN & THEN CLEAN SOME MORE

Everyone loves a clean home, so clean yours like you've never cleaned before! Show your home at its best with a spotless kitchen, super clean bathrooms, and shiny floors. You don't have to live like a clean freak forever, but buyers are sure to appreciate your efforts!

4 MAKE HOME MAINTENANCE A PRIORITY

Preparing to sell often requires putting some money and work into your home. When buyers see repairs that need to be done, they start looking for what else could be wrong with the house. This could cost you thousands off your asking price or even risk losing the sale. Being proactive and completing home repairs before listing will help selling go smoother and quicker. You can even have a pre-listing inspection done if you want to avoid the possibility of surprises later on.

5 BE READY & WILLING TO SHOW

Showing your home is an important part of the selling process, and being accommodating to showing requests will increase the likelihood of finding a buyer. Keep your home as "show ready" as possible at all times so that you can quickly tidy up on short notice and leave your home (taking your pets with you) before the potential buyers arrive.

Marketing Plans

Chrome



MLS Listing

Your home will be put on the MLS where it can be seen by other real estate agents who are searching for homes for their buyers. Your listing will also be posted on websites like Zillow and Realtor.com where potential buyers will be able to find your home.



Signage

A For Sale sign will be placed out in front of your home, as well as Open House signs before an open house takes place.



Lock Box & Showings

A lock box will be put on your door once your home is on the market. It's best for sellers not to be present at the time of showings, and a lock box allows agents who schedule showings to access your home with interested buyers.



Open House / Virtual Open House

An open house will be strategically scheduled to attract attention to your home. Virtual Open Houses are advertised with an incentive to the viewer to look through all photos of your home.



Shoe Covers

We will provide Shoe Covers to help keep your floors and carpets clean during showings



Professional Photos

We will Hire a Professional Real Estate Photographer to take High Definition Photos of the interior and exterior of your property



Website & Internet Marketing

Along with several popular websites that you home will be marketed to, we will create an exclusive property website www.123MainStreet.com where you home will be showcased to nationwide buyers.

5.5% Professional Fee

Marketing Plans

Silver

In addition to the Chrome plan, the Silver plan will also include:



Home Warranty

We will place a home Warranty on your home during the listing period. This will cover most major home failures such as appliances, electrical, plumbing, etc



Postcard Promotion

We will send out a postcard promotion to "Buy-Up" neighborhoods. This type of marketing will help get your home noticed by people who are looking to upgrade their current living situation.



Property Brochure

We will have professional brochures created which are full color, front and back, printed on high quality cardstock paper



Virtual Walkthrough Tour

We will hire a professional company to create a virtual walkthrough tour of your home which will enable out of State buyers an opportunity to "Virtually Walk" your home.



Residential & Community Resource Book

We will put together a resource book specific for your home to include everything a buyer would want/need to know about your home and the area.



Floorpan

We will hire a professional company to render a floorpan of your home. This helps buyers visualize the home and the location of the rooms.



Home Highlight Cards

We will create custom Home Highlight cards which will highlight certain features of your home to help buyers see every option of your home.

6.0% Professional Fee

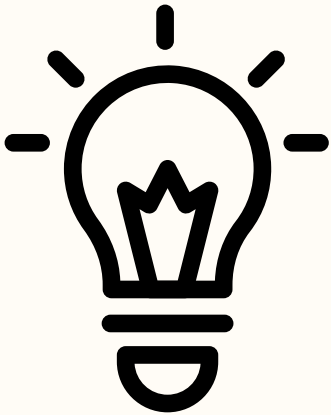
Marketing Plans

Platinum

The platinum plan will include all of the options in the Silver Plan, as well as a design consultation and service.

You can either choose to stage your current home, or choose a design service for your next home.

Professional Fee for Staging: \$250 per room *minimum of \$500
Professional Fee for New Design: \$50 per hour with a minimum of \$400



Did you know...staged homes sell 88% faster and up to 20% more than non-staged homes?

Offers and Negotiations

Accepting the highest price offer seems like a logical choice, but there are many factors to consider when reviewing an offer and knowing your options lets you come up with a plan that works best for you

Cash Offer



Some sellers accept a lower priced cash offer over a higher priced loan offer because there are typically less issues that come up, like for example a loan falling through. Consider your timeline and finances to evaluate if it is worth accepting a lower offer for a faster closing and often a much simpler process.

Closing Date



Some buyers may be looking to move in as soon as possible, while others may need more time in order to sell their own house. You may be able to select an offer based on a timeframe that works best for you, or you might have to be more flexible in order to close the deal.

Closing Costs



Closing costs fall under the buyer's list of expenses, but buyers may ask the seller to pay for a portion, or all of this expense, as part of the sale negotiation.

Contingency Clauses



A contingency clause is a qualifying factor that has to be met in order for the buyer to move forward with the sale. Contingency clauses often include details of financing, inspections and home sales, and the terms can be negotiated between the parties. The contingency allows the buyer to back out of the contract without penalty if the terms are not met.

Under Contract

Steps Before Closing:

1. Inspection

- a. Property inspections are done to make sure that the home is in the condition for which it appears. If the property inspector finds any issues, the buyer can decide if they want to back out of the contract or renegotiate the terms of the sale.

2. Possible Repair Requests

- a. After an inspection, buyers may have repairs they would like completed before purchasing your home. Typically there is room for negotiation, but some of these items can be deal breakers. It is necessary for both parties to come to an agreement on what will be repaired and what will not, and if there will be a price deduction in order to accommodate for the repairs.

3. Appraisal

- a. If the buyer is applying for a loan, the bank will request an appraisal to confirm that the home is worth the loan amount. The appraisal takes into account factors such as similar property values, the home's age, location, size and condition to determine the current value of the property.

4. Final Walk Through:

- a. Before a buyer signs the closing paperwork, they will come to the home to do a final walk through. This last step is to verify that no damage has been done to the property since the inspection, that any agreed upon repairs have been completed, and that nothing from the purchase agreement has been removed from the home.



Cleared to Close

Closing is the final step in the selling process. On the day of closing, both parties sign documents, funds are dispersed, and property ownership is formally transferred to the buyer.

CLOSING EXPENSES FOR SELLERS CAN INCLUDE:

- > Title insurance policy
- > Home warranty
- > Real estate agent commissions
- > Recording Fees
- > Property Taxes (split with the buyer)
- > Remaining balance on mortgage
- > Any unpaid assessments, penalties or claims against your property



Items to Bring to Closing:



Government Issued Photo ID House Keys

Garage Openers

Mailbox Keys

Sell with Confidence

*Silver
key*
REALTY

IN PARTNERSHIP WITH SILVER KEY ADVANTAGE

