Stephanie Rush RE/MAX Legends

860.449.2699 | realtor.srush@gmail.com

HOW TO SELL: STEP 1 TO 10.

Hiring a Realtor means passing off tasks and responsibilities to sell your home. Here is a simple explanation a Professional process, step-by-step

Questions & Discussion
Setting the price & signing paperwork
Scheduling Photos & Reviewing Repair work as needed
Setting the Dates & Open Houses
Reviewing Offers & Choosing an offer (get copy and send to attorney)
Buyer Inspections & Remedies
Buyer Appraisal
Buyer Mortgage Commitment
Buyer Clear to close
We all CELEBRATE!

You did it!! Woohoo! Congratulations, let's happy-dance together! Time for your next chapter ahead!

PHOTOS & SHOWINGS CHECKLIST

PRE-PHOTOS	
INSIDE □ Less is more. Put away papers and misc. items. □ Depersonalize: take down family photos. □ Clear off the refrigerator. □ Replace light bulbs and dust all light fixtures. □ Clean the entire house. □ Touch up paint on walls, trim and doors.	OUTSIDE Increase curb appeal. Trim bushes and clean up flower beds. Pressure wash walkways and House. 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.
DAY OF PHOTOGRA KITCHEN Clear countertops completely. Hide it all Put away dishes, place sponges and	APHY & SHOWINGS BATHROOMS Remove personal items from counters, showers and tub areas. Move cleaning items, plungers and
cleaning items underneath the sink. Hang dish towels neatly and remove rugs, potholders, trivets, etc. GENERAL House should be clean and looking it's be Lawn should be freshly mowed.	there are not any lingering
 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. 	

LISTING YOUR HOME



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

An open house will be strategically scheduled to attract attention to your home. Open houses are a great way to generate interest and get more potential buyers to see your home.



FLOOR PLANS & VIRTUAL TOUR

We will create a walkthrough to give your listing an advantage over other listings by allowing buyers to see your home in more detail online.

OUR MARKETING STRATEGY

EMAIL MARKETING

Your home will be featured in our email newsletter as well as sent out to our active buyers list of clients who are currently looking for homes.

NETWORK MARKETING

Your listing will be shared with our extensive network of real estate agents to increase your home's visibility.

SOCIAL MEDIA MARKETING

We use a variety of social media networks like Instagram and Facebook to get the word out about your listing.





facebook

TOP 5 WAYS WE WILL GET A GREAT VALUE

CHOOSING THE PRICE

To determine Price, we will review a few things:

- 1. Interest Rates
- 2. Supply and Demand
- 3. Economic factors and Buyer mentality
- DEPERSONALIZE & MINIMALIZE

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.

Z DISINFECT

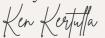
Everyone loves a clean home, so clean yours like you've never cleaned before!

- HOME MAINTENANCE
 - a. Keep the exterior of the house clean appealing.
 - b. The lawn and driveway are maintained in any season.
 - c. All overdue maintenance is done. (ie Boiler, well, gutter cleaning.)
- **SE SHOWING READY**

Being accommodating to showing requests will increase the likelihood of finding a buyer. Keep the house "show ready" at all times.

HEAR FROM OTHER SELLERS

"If you truly want someone their before and after Steph is the Realtor for you. She went above and beyond for my deal. She was strong, she went to bat, she knows her stuff. When she doesn't she is NOT shy about asking or getting the answers. She will get the deal done and has your back 100%! Combine honesty, passion and drive you will achieve success and Steph represents all that and more. Thank You Steph for all you have done."









"Steph is AMAZING! My house was under contract within a week and she took care of everything, and I mean everything! We had issues with old permits and she handled it right away! 10/10 would absolutely recommend buying/selling with her."

Replecea Thomen



Stephanie was absolutely amazing! We put our home up for sale and within a week had it under contract! We had issues with our solar company and she quickly took care of it asap. We also used her skills to buy a new home and we found one. Working with her has been an absolute pleasure!

Adam Poffer ***





Attorney

Real Estate and Evictions

Hoops and Associates Peter Hoops 8604458911

Real Estate and Estate Planning

Hoops and Associates Joseph St.Rock 8604458911

Bankruptcy / Divoce Attorney

Kevin Wickless Law LLC Kevin Wickless 8608898804

Personal Injury and Litigation

Messier, Massad, Bardic & Associates LLC Alexa Massad Powers 8604437014

Home Inspections

Anchor Home Inspections LLC

Ryan Hartman 8609613213 Connecticut

Anchor Home Inspections LLC

Randy Gallogly 8607108587 Connecticut

Sunrise Home Inspections

Kevin Power 8609089782 Rhode Island

Lenders

Homestead Funding

Keith Turner 8604440650 **Annie Mac**

Todd Cooke 8602305494

Insurance

Health Insurance, Medicare, Employee Benefits

Jane Ryan Insurance Jeremy Doyle 8605312838

Home, Auto, business Liability, Jewelry Insurance

Jane Ryan Insurance 8605312838

Contractors

Gutters

Larger Contractor Jobs Exterior Solutions, LLC

Capital Home Improvement LLC Dino Tudisca 8606081842 **Route 85 Flooring**

Ryan Archembault 8604448772

Larger Floor Jobs

National Floors Direct 8662970458

Paint By Nate - NECT Area

8605569464

Nate Taylor 8606173036 **CertaPro Painters**

Tyler Sholes 8609174330 **ABO Plumbing**

Mike Tate 8602303899 Two Brothers Moving

Christopher 8603981825

Tree Services

Mike Scott 8604603379 **Larger Tree jobs**

A&D Tree Service LLC 8605372443

Septic

County Line Septic LLC 8603310444

Septic

CT Septic Inspections 8608237324

Daily Cleaning

Mary's Cleaning Services 8608571589

Industrial Cleanup

Pure One Services Matthew Fleisher 8609084496

Tara Lee Interior Design Masonry Marvels LLC

Tara Braatz 8602150230

Nick Labonne 8609349755

Junk Removal

O'Grady's Junk Removal 8605726994

Lercara Handyman Services LLC

John Lercara 7723532772

HVAC

Dunklee Heating and Cooling LLC 8605352552

