



# TODAY'S PROCESS

*To Sell Your Home*





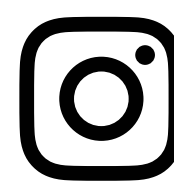
OUR *Mission*



Delivering *Magical* Moments



**KVUE**





Stephanie Hansen

Director of Client Experience



Clay Byrne

Team Leader & Listing Partner



Lesley Estes

Director of Sales



Bailey Rubal

Marketing Manager

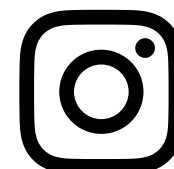


Christine Bui

Transaction Coordinator

## THE LISTING TEAM

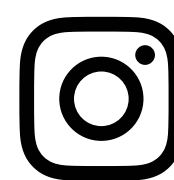
One of the reasons so many people **hire us** to work for them is because we have an elite operations team covering your specific needs to ensure your home selling experience with us is **extraordinary**



Do you have a few minutes for some questions so that Clay is fully prepared for the meeting?

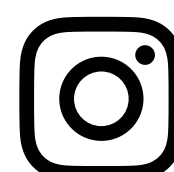
1. Why are you moving?
2. Where are you moving to?
3. How soon do you need to be there?
4. Do you need the proceeds from this sale to buy your next home?
5. If we sell your home in the next 30 days, would that pose a problem for you?
6. What would happen if your home does not sell in the next 90 days?
7. Will you be receiving any corporate relocation assistance?
8. On a scale of 1 to 10, 10 being extremely urgent, how motivated are you to sell your house in the next 90 days?
9. Tell me about your house. Have you done any updates or work on it since you've owned it?
10. Do you have a copy of any builder plans or a list of upgrades you can send us prior the appointment?

... 20 more questions!





1. **Pricing (low, medium, high)**
2. **Net Sheet - confirm information**
3. **Buyer Psychology**



## THE BUYER CLUB

Our team of executive agents are out everyday working closely with buyers and obtaining information on the current **buyer psychology** in the market place



Chris Huckabay  
Director of Relationships



Lesley Estes  
Director of Sales



Tammy Costello  
Showing Partner



Antineous Ray  
Residential Partner



Adrian Maldonado  
Residential Partner



Cody Waffle  
Residential Partner



Kelly Duderstadt  
Residential Partner



# SELLER ESTIMATED *Proceeds*



- Staging & Decluttering
- Landscaping
- Painting
- Clean Carpets, Clean the house
- Maintenance
- Allow Buyers to be EMOTIONAL

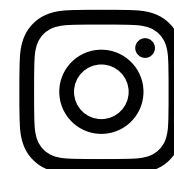


# THE *Elbow Grease Process*



1. On The Market
2. Showings
3. Open House and Showings and  
collecting offers
4. **NEGOTIATION DAY!** Review  
Offers and Invite to resubmit
5. Under Contract

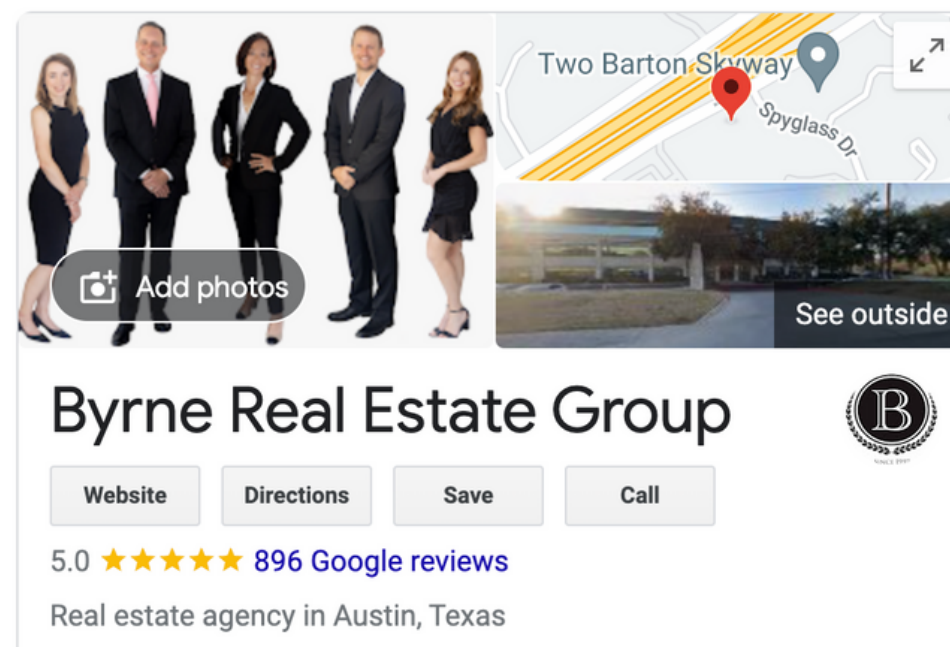
1. **Hire Us**
2. **Prepare for Picture (Presentation)**
3. **Pricing Review**
4. **Launch Marketing**
5. **Showings, Open Houses, Feedback**
6. **Elbow Grease (price, patience, paint)**
7. **Repeat 2-6 until under contract**



# TOP RATED TEAM IN *Austin*



895+ Reviews  
[byrne-austin.com](http://byrne-austin.com)



## Products

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