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RE/MAX®
COMPASS

SELLER'S GUIDE

RE/MAX Compass
Licensed in MA, CT & VT

📍 108 Elm Street, Westfield, MA 01085
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📍 17 Main Street, Suite 1, Lee MA, 01238
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SELLER'S GUIDE

From determining your home's value to closing day, learn more about the home selling process.

The decision to sell your home is a big one. Whether this will be your first time on the selling side of the real estate process, or you've done it several times before, we would love to assist you with the sale of your home. Our trusted RE/MAX® agents can help you navigate the process and help answer any questions you may have.

Choose a RE/MAX Agent



The best thing you can do to make the selling process as quick and as easy as possible is to hire a real estate professional — and our RE/MAX agents are here to help every step of the way. We can offer cutting edge technology, comprehensive marketing strategies, and can effectively and efficiently guide you through the real estate process. We understand the nuances of the market and can work with you to determine a competitive and fair price for your home.

Prepare Your Home for Sale



Before you list your home, you'll want to make sure your home is as marketable as possible. You may want to consider some repairs that could help add value to your property, such as fixing any water damage or foundation concerns. Even small cosmetic changes can have a big impact in the eyes of a buyer, such as replacing outdated light fixtures or giving your home a fresh coat of paint. Your agent can work with you to help identify updates that may help increase the value of your home.

Determine Your Home's Value



Choosing the right price for your home is one of the most important components of the selling process. While online estimates can be a good place to start, your agent will be able to provide a more accurate estimate based on local trends, the condition of your home, similar homes in the area, and more. Equipped with the insight and knowledge on the local real estate market, you can rest assured knowing your RE/MAX agent is committed to finding a fair value for your home.



Accept the Offer

Once your home is on the market and a buyer is interested, he or she will submit an offer to your agent through their own agent. While the offer may differ from your asking price, you are able to reject or counter it if you'd like. Once you accept an offer, you'll be officially under contract! During the due-diligence period between signing the purchase agreement and closing the sale of your home, your agent can help you understand the conditions, provisions, and obligations of your contract.



Close on Your Home

Once you've gone through the process you are ready to officially sell your home! You'll sit down and sign paperwork with the help of your Attorney and transfer the ownership of your home to the buyer. Now it's time to celebrate — you've just sold your home and are ready to move on to your next adventure.

MARKETING YOUR PROPERTY

Our RE/MAX agents have access to advanced technology and marketing strategies, and have the knowledge and expertise to help sell your home. A few highlights include:



Online Listing for Your Home

Online listings feature information specific to each property and the surrounding area, as well as property images. An invaluable marketing tool, the property images give potential buyers an instant preview, which saves time and visually sparks interest.



Mobile Presence

Prospective buyers will be able to access the same great search technology available on our website while on the go! Our home search app is available for both Mobile and Android, increasing the opportunity for your home to be shown to potential buyers anywhere and at any time.



Advanced Marketing

We have advanced marketing and digital strategies that can help drive more traffic to your listing. The RE/MAX network of agents is one of the largest in the country and can be a great resource for spreading the word about your property by word of mouth, online marketing, and other advertising opportunities.



Print Marketing

RE/MAX Compass still uses 2 local print publications to market your property. While the majority of buyers find your property via digital marketing, we feel it is important to have a presence in the local print Market.



Open Houses

When your house is ready, talk to your agent about an Open House. An Open House for a new listing that is priced right can attract Buyers and create a perception of increased demand for your property. The end result is higher offers for your property.



WHAT TO EXPECT & SELLERS CHECKLIST

List your property for sale

Review a Comparative Market Analysis provided by your RE/MAX agent.

Sign a listing agreement with your agent.

Discuss inclusions/exclusions of items conveying with the property.

Discuss Disclosure Items with your agent. (underground Oil Tanks, Flood insurance etc.)

Do you need to find suitable housing?

Arrange an appointment with your agent for photographs

Think about showing availability and access.

- Discuss Buyers "Love Letters" with your agent. RE/MAX Compass discourages accepting and reading Buyers "Love Letter"

Schedule an Open House with your agent.

Do you have a septic System?

- Massachusetts Title 5 laws require that a seller have the Septic System inspected for Title 5 compliance. <https://www.mass.gov/guides/buying-or-selling-property-with-a-septic-system>

Homes built prior to 1978 require a Lead Disclosure.

- Do you have knowledge of lead paint?
- Has it been inspected? If so, provide all the reports.

Offer and Purchase contract

Have a real estate attorney in mind to review any potential contracts.

Review all Offers with your agent. Counter, accept or reject.

Discuss any and all contingencies. Understand them and the deadlines. Standard contingencies are Home Inspections and Mortgage Commitment.

Showing your home.

While all Buyer Showings will be accompanied by a professional Real Estate agent we cannot always control the actions of our clients. Be aware.

Secure all valuables and any prescription drugs.

Disclose any monitoring equipment, Video and or Audio.

Do not leave any bills out.

Password protect any computers.

Discuss options with agent if you have pets.

How does an agent access your home? Do you want a lockbox?

While Under Contract

Buyer will want to Schedule a home inspection through your agent. (within 10-14 days of signing a purchase and sale agreement. Check with your agent or review your contract)

If you agree to repair any items due to Inspection, use a professional and get a paid receipt.

Buyer's Bank will need to schedule an appraisal. Usually after the home inspection, and required for Buyers Mortgage commitment.

Passing Title 5 for septic. (unless other agreements have been made) See Vendors for inspectors.

Contact a mover. There are 3 in our preferred vendors list.

A-Z Moving and Storage 413-736-4440 <https://www.a-zmovers.net/>

All Points Movers 413-992-8931 <https://www.allpointsmoversllc.com/>

Haul of Fame Movers 413-345-2019 <https://www.hauloffamemovers.com/>

Prior to closing and Mandatory by Massachusetts State Law, you will need to get a Smoke/Carbon Certificate from your local fire Department. (see Flyer in folder)

Prior to closing. Contact your utilities and insurance companies.

Contact your local post office or go to:

<https://moversguide.usps.com/mgo/disclaimer?referral=UMOVE>

Schedule a closing day & time with your Attorney.

Property must be in "broom clean" condition and empty of all personal items prior to closing.

Buyer will want to schedule a final walkthrough prior to closing through your agent.

Sign closing paperwork with your attorney.



Now it's time to celebrate

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OTHER PREFERRED VENDORS

Lenders & Mortgage Officers

Matina Geanopoulos

Movement Mortgage | 413-351-1310
<https://lo.movement.com/matina-g/home>

Don Murray

Northpoint Mortgage | 413-454-4409
<https://www.trynorthpoint.com/loan-officer/don-murray>

Mary Quesnel

Mortgage Network | 413-531-1310
<https://www.mortgagenetwork.com/mary-quesnel>

Lee Thurston

Flagstar Bank | 413-297-4064
www.flagstar.com



Insurance

Eric Dembinske Insurance Advisor-Sales,
Ormsbeys Insurance
347-962-0569
edembinske@ormsbyins.com



Custom Interior Wood Working

DelfsHaven Designs
(413) 455-5408
<https://delfshavendesignsma.com>



Custom Cabinetry & Woodworking

Grabowski Woodworking
(413) 351-0770
<https://grabowskiwoodworking.com>



Remodeling & Construction

A Dorsey Construction & Remodeling
(413) 579-2827
<https://adorseyconstruction.com>

****Preferred Vendors have sponsored an interactive property search display at RE/MAX
Compass 108 Elm St. Westfield office through Prem Media**

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