

HOME SELLER'S GUIDE

A comprehensive toolkit for selling your home



WELCOME TO YOUR HOME SELLING GUIDE

Trust me, I know that selling your home can feel overwhelming! My goal is to make this process as stress-free as possible, which is why I made this guide to help you know where you're at, from making any needed repairs to what to bring to the Closing table.

As your Realtor, I will support you step by step, ensuring that you're on track. In this guide, you will find valuable information and practical tips designed to simplify your home selling journey. This guide will provide you with checklists, referrals, and tips to support you through the process.

We'll start by sharing the timeline, from start to finish. From there, we'll move on to marketing your home, pricing your home, and then to navigating the under contract process. Each section of this guide is crafted to provide resources to best navigate the stage you're in, along with checklists and advice to keep you organized and confident.

By the end of this guide, you will be equipped with the knowledge to make the transition smooth and straightforward. Remember, I am here to support you every step of the way. Together we'll get top dollar for your home and secure an offer that will get you to the Closing table.

THE HOME SELLING PROCESS

From start to finish

FIND A REALTOR

Your Realtor will be your partner in the home selling process, so it's important to work with somebody that you trust and who will have your best interests at heart throughout the process

PRICING AND TIMING

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 for your home.

RENOVATE, REPAIR, AND DECLUTTER

We'll discuss how to make your listing stand out, and what needs to be done to get us there.

STAGE AND PHOTOGRAPH

Homes that are staged and marketed with professional photography sell quicker, and for more, than homes that aren't. We will make sure your home stands out!

FILL OUT AND SIGN DISCLOSURES

You'll have a few forms to fill out prior to listing to ensure that you disclosure everything required to keep you legally protected.

GO LIVE AND GET NOTICED!

It's time to hit the market! Our listings will reach potential buyers in every way possible: syndicated services like Zillow and Redfin, word of mouth, and social media, to name a few.

OPEN HOUSES AND SHOWINGS

The more potential Buyers that see your home in person, the more likely you will receive multiple offers on your home.

ACCEPT AN OFFER!

Not all offers are made equal. Other than simply the offer price, we will evaluate any and all offers to ensure that the offer you accept is the one that is most likely to get to Closing.

PREPARE FOR CONTINGENCIES

As the Buyer schedules their inspection and appraisal, I will be working with you to make sure your home is in the best shape to prepare for those.

MOVE OUT

Throughout the contract period, you will want to be preparing to move out prior to the Closing date. I can recommend movers and other professionals to support you in this stage.

CLOSING!

Closing day means you get paid! After you and the Buyer attend Closing and sign all of the Closing paperwork, you will receive your funds from the transaction.



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HI, I'M HANNAH!

Educating and empowering,
never pressuring.

Buying or selling a home is a big step...financially and emotionally. As a REALTOR®, I always go above and beyond to advocate for my clients, while holding their hand through every step of the real estate process.

First time homebuyers enjoy that I take the time to help them understand what can seem like an overwhelming process, while experienced property owners appreciate that I offer new, competitive, and strategic ideas to the table.

With buyers and sellers, I orchestrate the entire process from start to finish with a detail-oriented eye, making sure you are protected through it all. I bring a down-to-earth attitude and no-pressured approach so clients can be comfortable and confident that I've got their back the entire time.

A longtime resident of Boulder and, more recently, Longmont, I really know and love the Front Range. I've enjoyed seeing changes over the years as the surrounding areas continue to bloom into culture centers of their own! Originally from Georgia, I understand what it's like to move your life across the country, and I know that I've found my forever home out west. I find special joy in helping others take their leap and discover how much you can love where you live.

**Top Producer 2022, 2023, 2024
Best of Boulder 2025
Accredited Buyer's Representative
National Association of Realtors
Colorado Association of Realtors
Boulder Area Realtor Association
Boulder Chamber Member**

- *Hannah*



WHO IS LIVE WEST?

Focused on you, 100% of the time

MY TEAM

I work with a trusted team to ensure you're fully supported every step of the Selling process. Whether it's hosting an open house, stopping by your house to turn on the lights for a buyer, or creating top notch marketing content, my team and I are always in sync—so nothing slips through the cracks, and you are always taken care of.



Rich Dana
Managing Broker



Kristen Teel
Managing Broker



Danya Rivlin
Listing Partner



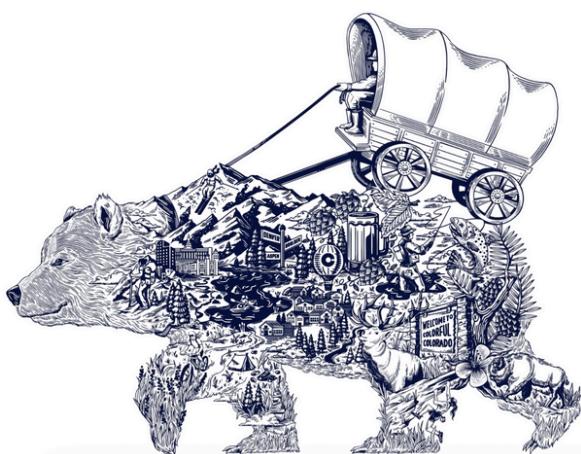
Kris Van Buskirk
Listing Partner



Lori Buechner
Listing Partner



Danielle Tumanov
Marketing Manager



THE LIVING WEST FUND

For every transaction, we donate a portion of our commission to one of three non-profits for you to choose from.

community
FOOD SHARE

CASA
Court Appointed Special Advocate
FOR CHILDREN
VOICES FOR CHILDREN
OF BOULDER COUNTY

Rocky Mountain Conservancy

WHAT TO EXPECT

..and what we'll discuss in this packet



1

ENHANCED MARKETING

Your Realtor should take marketing seriously. Expect professional photography, far-reaching advertising, elevated open houses, and above-and-beyond details.

2

COMMUNICATION

You should expect to hear from your Realtor more than just when your house goes on the market. You deserve regular communication with updates and check-ins.

3

ACTIVE LISTENING

This process should be done in a way that feels 'right' to you. This is your home, so you choose how decisions are made in this transaction. A Realtor's job is to educate and guide, not force.

4

DATA-DRIVEN DECISIONS

Your Realtor might not be able to tell the future, but a combination of experience and local data should drive decision-making to make informed decisions and foresee challenges.

5

STRONG NEGOTIATION TECHNIQUES

There are six negotiation points in the selling process. Your Realtor should be able to guide you through each one in a way that supports your goals.

6

REFERRAL NETWORK

Need a landscaper? Plumber? Roofer? Your Realtor should have connections that makes it easy for you to choose someone to trust.

TESTIMONIALS

Don't just take it from me

I cannot overstate how wonderful Hannah is. My husband and I handed her an extremely difficult situation to work with; we came in burnt out from multiple offers falling through and having a straight up bad time trying to sell our house. Hannah was professional yet managed to be compassionate and made us feel so comfortable right off the bat. She made great suggestions without ever being pushy, and really helped our listing stand out. Hannah additionally offers staging services and managed to completely transform our space while keeping it comfortable and livable. Throughout the process she was extremely responsive, helpful, and stayed one step ahead of any issues that arose. With Hannah's guidance and expertise, we were able to quickly sell our house and move on after an incredibly discouraging journey prior to hiring her. I would recommend Hannah again and again.

Morgan and Erik

I've worked with more than 10 real estate agents over the years, and Hannah was one of the best, if not THE BEST. She was so on top of everything, always available, and seemed to be able to anticipate questions and issues even before I did. Hannah is also extremely knowledgeable and extremely nice! I can't recommend her enough.

Don M

My wife and I cannot recommend Hannah Hester at Live West Realty enough if you need to buy or sell a home! We needed to sell our home in the Denver metro and we went to Hannah to help us get the job done. We were immediately impressed by how intelligent, responsive, and hard-working she was. She knows the housing market in Denver, the I-25 corridor, and related professionals in the area like the back of her hand. We had to purchase a home immediately following the sale of our Arvada home, so things were very time sensitive. Hannah kept us on track. We sold above asking price. What more could we ask for? Thank you Hannah and Live West Realty for all of your help. We could not be happier with your service helping us take our next step!

Mark S

We had a fantastic experience with Hannah as our realtor. I would highly recommend her to anyone looking to work with a realtor who is down to earth and interested in the human experience of moving homes. She was kind, patient, always communicative and extremely organized. I felt comfortable with her and our transactions went smoothly and as anticipated.

Harriet and Mat

WHAT IS LIVING WEST?

Giving back with every transaction

FIND A REALTOR



“There’s a myth that real estate is about buying and selling homes. Our truth is that it’s about the people buying and selling them.”

As Live West Realtors®, we are dedicated to Living West which means being the best neighbors we can, by being a better company for a better community. The success of our business is rooted in our commitment to support our local Colorado communities in every way we can.

For every transaction, we donate a portion of our commission to one of three non-profits for you to choose from.

PRICING YOUR HOME

We look at the whole picture

Ultimately, you will decide what to price your home. However, we provide all of the tools you need to determine market value as well as insight into what will be competitive in today's market.

COMPARATIVE MARKET ANALYSIS

To start the pricing conversation, I will provide you with a Comparative Market Analysis (CMA). This will provide data from comparable sold properties to drive the decision on what is considered to be the 'market value' for the home.

MARKET CONDITIONS

In addition to market value, we will discuss the current state of your particular sub market. What percentage of homes on the market are under contract? Are they selling quickly? This will help guide us on how we should price the home and what to expect after listing.

CAN'T CONTROL

- The current market
- Comparable listings
- Location
- Neighborhood
- Age of the Home

CAN CONTROL

- Price
- Condition of the Home
- Improvements
- Concessions



Statistically, your most interested buyers will see your home within the **first 14 days of listing**. Pricing accurately gives you the best chance at the best price in the shortest amount of time.

COSTS TO EXPECT

Our goal? Zero Surprises

PAID BEFORE CLOSING

Professional Cleaning	\$100-\$300
Repairs	Varies
Photography	\$0
Staging	\$0-\$4,000
Negotiated Inspection Items	Varies
Movers	\$400-\$3,000

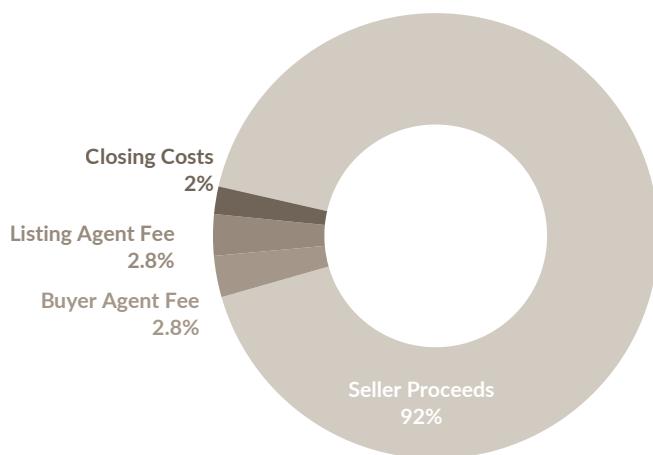
PRICING

Commission Costs	5.6% of sales price
Title Insurance (Including OEC)	~\$1,500
Property Taxes	Depends on taxes
Water Escrow	\$200-\$500
HOA Transfer Fees	\$0-\$600
Closing Fees	\$0-\$450

PAID AT CLOSING

COMMISSIONS

Commissions are negotiable, and vary agent to agent. For the services that I offer, I charge a 5.6% commission, and that gets split with the Buyer's Broker. Here's how that works:



SELLER'S NET SHEET

Prior to listing, I will prepare a breakdown showing your estimated proceeds, called a 'Seller's Net Sheet'. This will help you understand the amount you will walk away with after all fees, as well as after paying off your current loan if you have one.

HOME PREPARATION CHECKLIST

Get top dollar with a well-prepared home

EXTERIOR

- Remove peeling and chipped paint; replace with a fresh coat
- Clear gutters and downspouts
- Make sure there is good exterior lighting and all walkway lights and front-door lanterns work
- Clear garage of clutter and tidy shelves
- Inspect chimney for damage

YARD

- Mow and trim grass; re-seed and fertilize where necessary
- Prune overgrown trees and shrubs
- Weed all noticeable areas
- Remove or replace dead or diseased plants, shrubs, and trees
- Add fresh mulch to mulched areas
- Plant flowers to brighten the walkway and enrich the entry

DECK/PATIO/FENCING

- Paint or stain worn areas on decks
- Remove grass growing in cracks
- Clean deck rails and make sure they're secure; replace missing slats
- Clean outdoor furniture
- Repair fence as needed

WINDOWS

- Clean all windows inside and out
- If needed, add a fresh coat of paint to the window trims and sills
- Make sure all windows open and close easily
- Replace cracked windowpanes and those with broken seals
- Label and remove window screens, place in attic or garage

ENTRY

- Add a fresh coat of paint to door
- Clean the glass on the storm door; make certain the screen is secure
- Make sure the doorbell operates properly
- Clean or replace welcome mat

HOME PREPARATION CHECKLIST

Get top dollar with a well-prepared home

GENERAL INTERIOR

- Deep clean all floors, carpets, walls, and trim
- Empty trash
- Remove family photos, valuables, and prescription drugs
- Declutter all unnecessary items
- Remove and replace any attached items, such as chandeliers, window coverings, and mirrors that you wish to move with you
- Touch up paint
- Repair cracks and holes in ceiling and walls

KITCHEN

- Fix dripping faucets
- Organize pantry and cupboards to appear clean, neat, and spacious
- Make sure the refrigerator and freezer are clean and free of odors
- Clean the oven, microwave and cook top thoroughly

BEDROOMS

- Make all beds
- Declutter closets to make them look neat and spacious

BATHROOMS

- Clean sinks, tubs, showers, and countertops
- Repair any leaky faucets
- Remove grout and soap stains from tile
- Replace any missing or cracked tiles or grout
- Make sure all joints are caulked
- Make sure all fixtures, including heat lamps and exhaust fans are operating
- Install a new shower curtain and buy fresh, white towels to display
- Store all supplies, such as toilet paper, shampoo bottles and cleansers, out of sight

BASEMENT

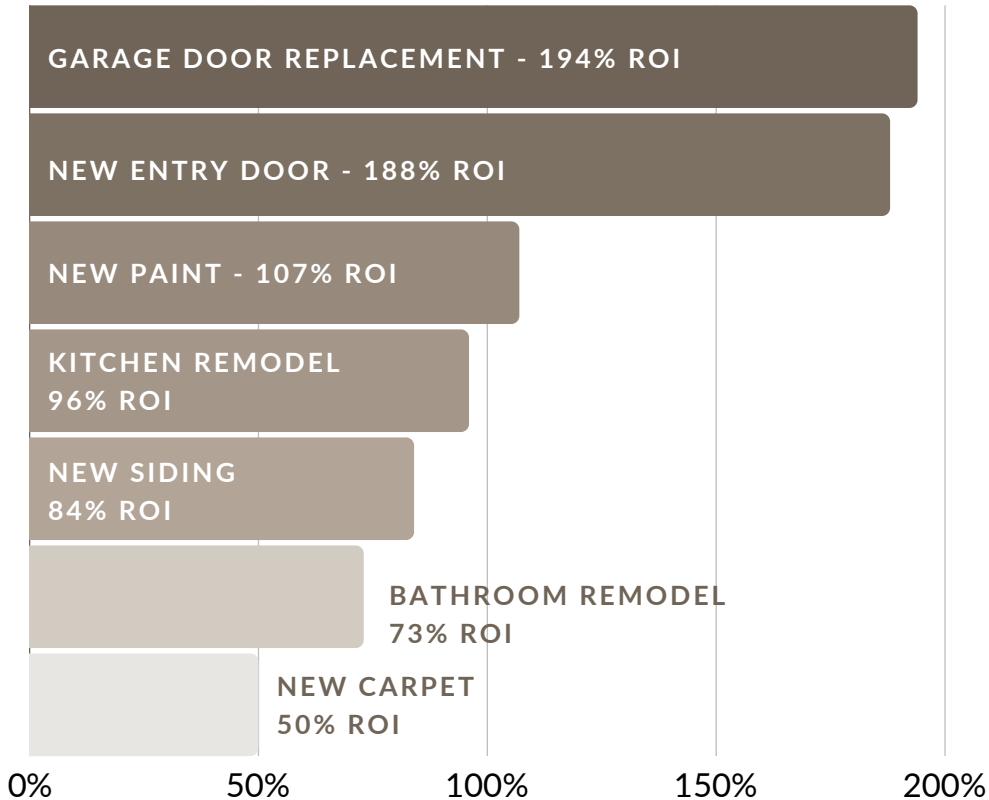
- Check for water penetration or dampness; call for professional repairs if necessary
- Clean furnace, hot water heater, and drains
- Replace HVAC filter
- Make sure light fixtures work
- Tidy storage area
- Secure stairway handrail

HOME IMPROVEMENTS

What's the best bang for your buck?

RENOVATE, REPAIR, AND DECLUTTER

Home Upgrades with the highest return on investment.



WHERE TO START

Here are some of the lower-cost upgrades that tend to provide a strong return on investment. By choosing updates that are neutral, you can attract the largest pool of buyers.



PAINT



FLOORING



COUNTERTOPS



HARDWARE/
FIXTURES

HOME UPDATE MOODBOARD

Tried and true choices

When selling a home, we want to appeal to the widest range of Buyers. By choosing neutral, modern finishes, you're allowing the Buyer to picture their own items in the home.

PAINT COLORS



White Snow (SW 9541)

Snowbound (SW 7004)

Agreeable Grey (SW 7029)

Natural White (SW 9542)

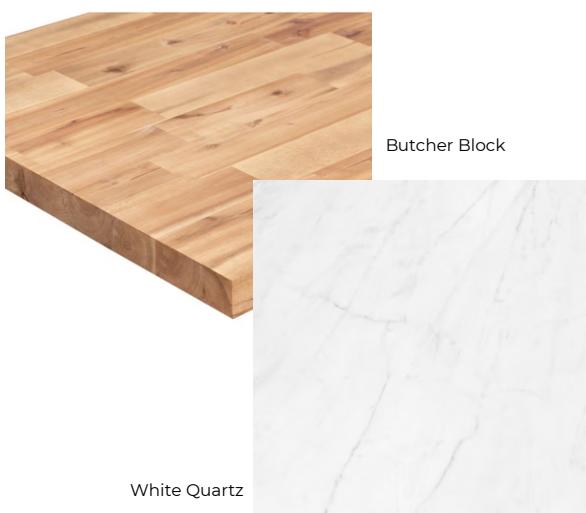
FLOORING



Choose light, neutral patterns with light variation throughout.

Be sure to bring samples home to preview how the light will affect the coloration.

COUNTERTOPS



Butcher Block

White Quartz

HARDWARE/FIXTURES



Mixed metals

Bronze

Matte Black

Brushed Nickel

TOP NOTCH PHOTOGRAPHY

Give buyers the best first impression

PROFESSIONAL PHOTOGRAPHY

The number one way to attract buyers to view your home is with high quality, stunning photography. We pull out all of the stops to ensure your home looks its absolute best, at no cost to you. Depending on what will best represent your home, we also offer:

STAGE AND PHOTOGRAPHY



3D Tour



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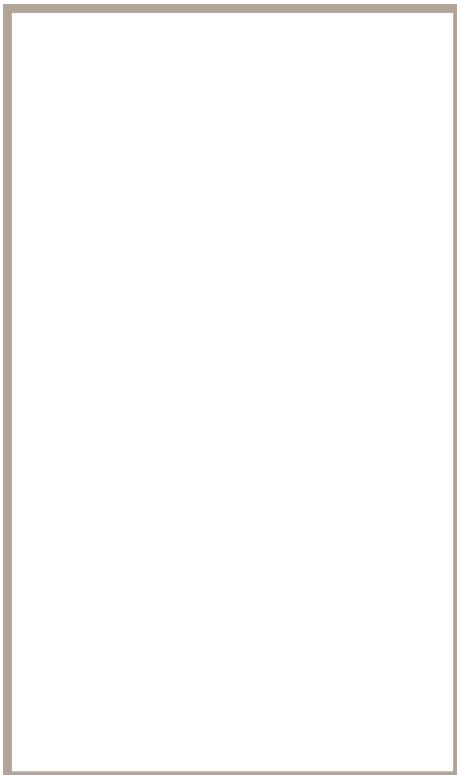
STAGING YOUR HOME

Help buyers see the 'vision'

STAGING

According to a survey by the National Association of Realtors, staged homes spend 73% less time on the market than non-staged homes, and The Real Estate Staging Association found that on average, staged homes sold for 6% more than unstaged homes. At no cost to you, we offer staging consultation and partial staging.

STAGE AND PHOTOGRAPH



BEFORE



AFTER

BEFORE AND AFTER

See the difference!

STAGE AND PHOTOGRAPH

6164 OTIS ST.

5BD, 3BA 1804 SQFT

FEBRUARY 2021: \$550,000

Sold during a strong Seller's market in Spring 2021

APRIL 2023: \$657,000

Sold two years later in March 2023, a more balanced market, for \$107,000 over what they paid just two years ago!

This home received 8 offers in 3 days, landing the Seller with a perfect offer above list price, a limited inspection contingency, and a 3 week post closing free rent back!



BEFORE



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BEFORE AND AFTER

See the difference!

STAGE AND PHOTOGRAPH

AFTER



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DISCLOSURES

The important stuff

Our job is to ensure that you are compliant and legally protected throughout the Selling process. These disclosures are one of the best ways to ensure you're sharing all that you're required to share with any potential Buyer.

SELLER'S PROPERTY DISCLOSURE

As a Seller, you are required to disclose any 'known, material facts' about the home. This form is meant to make it easy for you by listing out a wide range of functions, structures, and appliances for you to consider. You want to fill this out to the best of your ability to protect against lawsuits after Closing.

LEAD BASED PAINT DISCLOSURE

Lead based paint is common in homes built prior to 1978. This disclosure shares whether or not you are aware if your home has lead based paint, and is signed by both parties to acknowledge that everyone understands if it has been tested for or not.

LIVE WEST RECOMMENDATIONS TO SELLER

The Live West Recommendations to Seller disclosure offers helpful explanations of how the listing process works, as well as some common warnings that we share with Sellers. This is important to read through carefully.



BEGIN COLLECTING...

<input type="checkbox"/> Old Appraisal	<input type="checkbox"/> Invoices for work completed
<input type="checkbox"/> Past inspections	<input type="checkbox"/> Landscaping plans
<input type="checkbox"/> Floorplans	<input type="checkbox"/> Warranties and receipts
<input type="checkbox"/> Recent utility bills	<input type="checkbox"/> ILC, Survey or Elevation Certificate

THE MARKETING YOUR HOME DESERVES

We don't cut corners

CROSS CHANNEL MARKETING

We reach buyers where they're at. Whether it's Zillow, Redfin, social media, or through our extensive network of front range real estate agents, we will make sure your home gets in front of the right people.

GO LIVE AND GET NOTICED



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SELL IT

Make the buyers fall in love!

OPEN HOUSES

Hosting open houses greatly increases your home's chance of receiving an offer quickly. We host open houses for all of our listings to ensure that all potential buyers have a chance to view it in person. These open houses are advertised across all home buying platforms for maximum exposure.



PROPERTY BROCHURE

Every home that we list for sale includes a high quality property brochure, allowing them to bring home a reminder of all of the beautiful aspects of your home. From stunning photography to detailed descriptions highlighting the key selling points, we ensure that potential buyers have a lasting impression of your property.

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FEATURE CARDS

We don't leave selling your home up to the Buyer's agents - we do it for them! During showings, your home will be showcased with Feature Cards throughout, highlighting all of the notable features of your home, from the custom wood cabinetry to the walk-in primary closet!



The logo for Hannah Hester Live West Realty. It features a black and white illustration of a bear walking to the left. On top of the bear's back sits a person wearing a large, tall, cylindrical hat. To the right of the bear, the text "HANNAH HESTER" is written in a bold, sans-serif font. Below that, "LIVE" is in a large, stylized, blocky font, and "WEST" is in a smaller, bold font. At the bottom, "REALTY" is written in a bold, sans-serif font.

YOUR HOME BINDER

Selling the possibilities

WHAT'S INSIDE?

Let's talk about what makes your home special! Your binder may include a letter sharing what you personally love about the home, highlights on energy-efficient upgrades you've made, details about landscaping improvements, or other meaningful information to help buyers appreciate all of the things you love about the home.



NEIGHBORHOOD GUIDE

Help buyers envision what life in the area is really like! Our neighborhood guide highlights favorite local restaurants, nearby parks, shops, and hidden gems, showcasing the lifestyle and sense of community that make the neighborhood truly special.

FLOORPLANS

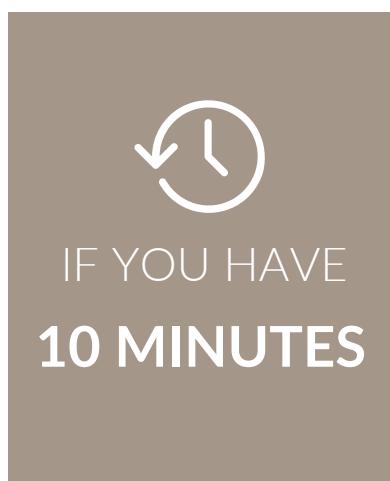
We include detailed floorplans in the seller's home binder to give buyers a clear understanding of the home's layout and flow. This allows them to easily visualize room sizes, functionality, and how the spaces connect, helping them imagine how the home will fit their lifestyle.



PRE-SHOWING CHECKLIST

Is your home show-ready?

OPEN HOUSES AND SHOWINGS



Secure valuables, weapons, and medications

Find a place for pets during showings

Turn on all lights

Close toilet seats

Put dirty dishes in dishwasher

Make all beds

Put all clutter in laundry basket, then take it with you in the car

Take out trash, recycling, compost

Wipe down countertops

Put out nice towels

Pick up toys and hide personal items

Vacuum all carpets and rugs

Sweep and mop hard floors

Wipe down major appliances

Dust highly visible surfaces

Wipe all glass and mirrored surfaces

CHOOSING THE BEST OFFER

It's more than just price



When reviewing contracts, you may be immediately drawn to pick the one with the highest price. My advice is to consider all aspects of a contract, selecting one that also includes strong indicators that it will reach closing. We will discuss these in depth with each submitted offer.

PRICE

Many people only think of price when considering selling their home. This is one of the biggest considerations, but not the only one! An offer with a high price that doesn't reach closing is worthless, so we will work to ensure you pick the strongest possible offer overall.

CONCESSIONS

Concessions are a way that the Seller offers money towards closing costs or buy-downs. When considering your net gain, you would subtract Seller concessions. This can be a good negotiation point if the Buyer needs help reaching a lower interest rate, but could afford more if they do so.

POST CLOSING OCCUPANCY

Do you need to stay in the home after closing? If so, negotiating a rent back, known as a 'post closing occupancy agreement' might be valuable to you! After closing, the Seller would become the tenant to the new Buyers. In some negotiations, these can be free, or there may be a monthly rent.

DATES

Typically, the quicker the closing timeline the less risk for you as a Seller. We look at important dates, such as the Inspection Termination Deadline, to ensure that the Buyer will make any decisions in a timely manner (and not keep you off the market for longer than necessary should they terminate).

CLOSING COSTS

Though not as important to consider as purchase price and concessions, the closing costs can really add up! These include title insurance, HOA fees, and the closing fee. We make sure that you're not taking on more of these costs than necessary in the negotiations.

ADDITIONAL PROVISIONS

The 'Additional Provisions' section in the contract acts as a sort of 'catch all' for any extra requirements of the contract. This could include a full cleaning clause, appraisal gap coverage, an escalation clause, or a limited inspection clause. These can strengthen or weaken the contract, and need to be discussed as they come up.

PREPARE FOR THE INSPECTION

Help things go smoothly

For the home inspection, plan on being out of the house for a minimum of three hours to allow the inspector and Buyer to talk through results privately.



PROVIDE ACCESS

Make sure that the inspector has clear access to inspect the furnace, water heater, attic, and crawl spaces. It's a good idea to replace furnace filter as well.



KEEP CLEAN

The inspection is another opportunity for Buyers to look around and feel good about their decision. A clean house helps the whole process go smoother.



EMPTY APPLIANCES

Empty the dishwasher, washer, and dryer. The inspector will run these during the inspection.



UTILITIES: ON

Make sure all utilities are on. Pilots should be lit on water heaters, furnaces and gas fireplaces.



CHECK DETECTORS

Ensure smoke and CO detectors are installed and working. The state of Colorado requires CO detectors to be within 15 feet outside of bedroom areas when selling a home.



REMOVE PETS

Find a place for your pets during the inspection so that they're not in the way.

86



BUYERS GETTING A RADON TEST?

The inspector will leave you special instructions to leave all windows and doors closed (except for normal entry and exiting) during this testing period.



PACKING UP

Where does everything go?



Unless your contract includes a post closing occupancy agreement, your Closing date is the day you need to be moved out. Be sure to have the house empty and clean before the Buyer's final Walkthrough.

PACKING TIP

PACK THESE IN A SEPARATE BOX

- Your overnight bag (toothbrush, change of clothes, pajamas, etc)
- Any food
- Necessary medications
- A few dishes
- Required paperwork and keys
- Any required toiletries (toothbrush, toothpaste, soap, shampoo, etc)
- Towels and a shower curtain (if needed)
- Clothing and shoes (for the next few weeks)
- Necessary bedding or sheets
- Pet food and other essentials

PACKING UP

Where does everything go?



As you pack, you'll likely come across items that you don't want to take with you to your new home! Here are some ideas of how to make the best use of items you no longer need.

SELL

Yard Sale: You can host your own yard sale, or hire an estate sale specialist to help you with this.

Facebook Marketplace/Craigslist: List individual items on Facebook Marketplace or Craigslist. Always beware and take precautions!

Consignment: Try selling gently used clothing at a consignment store

DONATE

Local Thrift Stores: Clothing, furniture, electronics, and household items in good shape.

Humane Society: Old towels, blankets, pet beds, and other supplies that can be used for the care of animals.

Libraries: Gently used books, DVDs, and CDs.

Habitat for Humanity ReStore: Furniture, appliances, building materials, and household goods.

RECYCLE

Center for Hard to Recycle Materials (CHaRM): Located in Boulder, you can recycle most hard-to-recycle items, including mattresses, E-waste, and metals.

Earth911: Use the Earth911 recycling locator to find recycling centers near you by the type of item you need to recycle.

Best Buy: Electronics recycling program

Local Household Hazardous Waste (HHW) Programs: Many municipalities have HHW disposal programs for items like paint, chemicals, pesticides, and motor oil.

TRASH

Landfill: You can dispose of non-recyclable, non-hazardous material at your local landfill for a fee. Some landfills offer periodic free days as well!

Rent a Dumpster or Bagster: If you'd prefer to not haul the waste yourself, you can rent a dumpster, or for smaller amounts you can go with Bagster from Waste Management.

Waste haulers: Local junk removal companies can come help you if you'd prefer to be more hands-off!

PRIOR TO CLOSING

Almost to the Finish Line

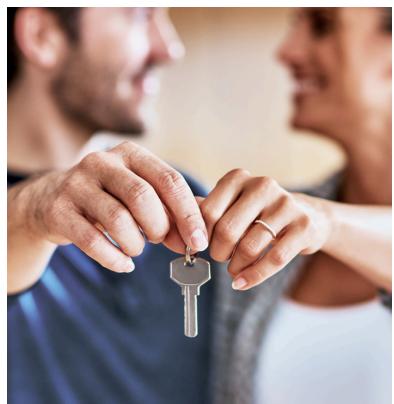


Settlement Statement

You will receive a Settlement Statement to review prior to Closing. Ensure that this looks as expected.

Utilities

Contact local utilities to notify them that you are moving out. Phone, internet, electric, and gas should be transferred with the utility company. Water will be transferred by the Closing Company.



WHAT TO BRING
TO CLOSING

Homeowners Insurance

Inform your Homeowners Insurance provider of the date of closing and end date for current policy

Forward Mail

Be sure to set up mail forwarding with USPS before you move

Beware of wire fraud!

Always confirm wiring instructions by calling the Title Company using their public telephone number.

Government Issued Photo ID

Account information for proceeds

Any Keys, Garage Door Openers or items you will pass along to a new owner

NOTES

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The logo for Hannah Hester Live West Realty. It features a detailed illustration of a brown bear walking to the left, carrying a large log on its back. To the right of the bear, the text "HANNAH HESTER" is written in a bold, serif font, with "HANNAH" on top and "HESTER" on the line below. Below the bear and the text, the words "LIVE WEST" are written in a large, bold, sans-serif font. Underneath "LIVE WEST", the words "REALTY" are written in a smaller, bold, sans-serif font.