

SELLING YOUR HOME IN NEW HAMPSHIRE

6 Step Sellers Guide

Prepared by Copper Gate Realty Group, LLC

STEP 1: PREPARE & PRICE

Before going live, we help you:

- Review required NH disclosures and notifications
- Evaluate recent **sold** homes (not just active listings)
- Identify simple prep items that maximize value (cleaning, lighting, safety fixes)
- Set a pricing strategy designed to attract strong early interest

STEP 2: DISCLOSURES (NH-SPECIFIC)

Sellers in New Hampshire must provide certain written disclosures and notifications, commonly including:

- Private well, septic, and insulation information
- Radon, arsenic, lead-based paint (pre-1978 homes), PFAS, flood hazards
- Methamphetamine production notification (if applicable)

We guide you through these so nothing is missed.

STEP 3: LAUNCH & MARKET

Your home is marketed with:

- Professional photography and compelling presentation highlighting best features
- Online exposure where buyers are actively searching (Zillow, Realtor.com, Homes.com, etc.)
- Strategic showings and open houses
- Clear communication and feedback after showing. **We are there for EVERY showing!**

STEP 4: OFFER & NEGOTIATION

We don't just look at price. We evaluate:

- Buyer financing strength and appraisal risk
- Inspection timelines and contingencies
- Closing date, possession, and included items
- Overall net proceeds and likelihood of closing

STEP 5: INSPECTIONS & DUE DILIGENCE

After acceptance, buyers may conduct inspections and testing.

We help you:

- Understand what's typical vs. negotiable
- Respond strategically to repair or credit requests
- Keep the transaction moving toward closing

STEP 6: CLOSING & COSTS

Common seller costs may include:

- Real Estate Transfer Tax (shared by buyer & seller in NH)
- Brokerage fees (per listing agreement)
- Mortgage payoff, prorations, and negotiated credits

On closing day, documents are signed, funds are disbursed and ownership transfers!

WHY WORK WITH COPPER GATE REALTY GROUP?

- ✓ Local New Hampshire expertise backed by over 15 years of experience
- ✓ Clear communication & strategic pricing
- ✓ Professional, compliant, and client-focused representation

Copper Gate Realty Group, LLC

Protecting your interests right out of the gate!

Tara Chandler

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Copper Gate

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