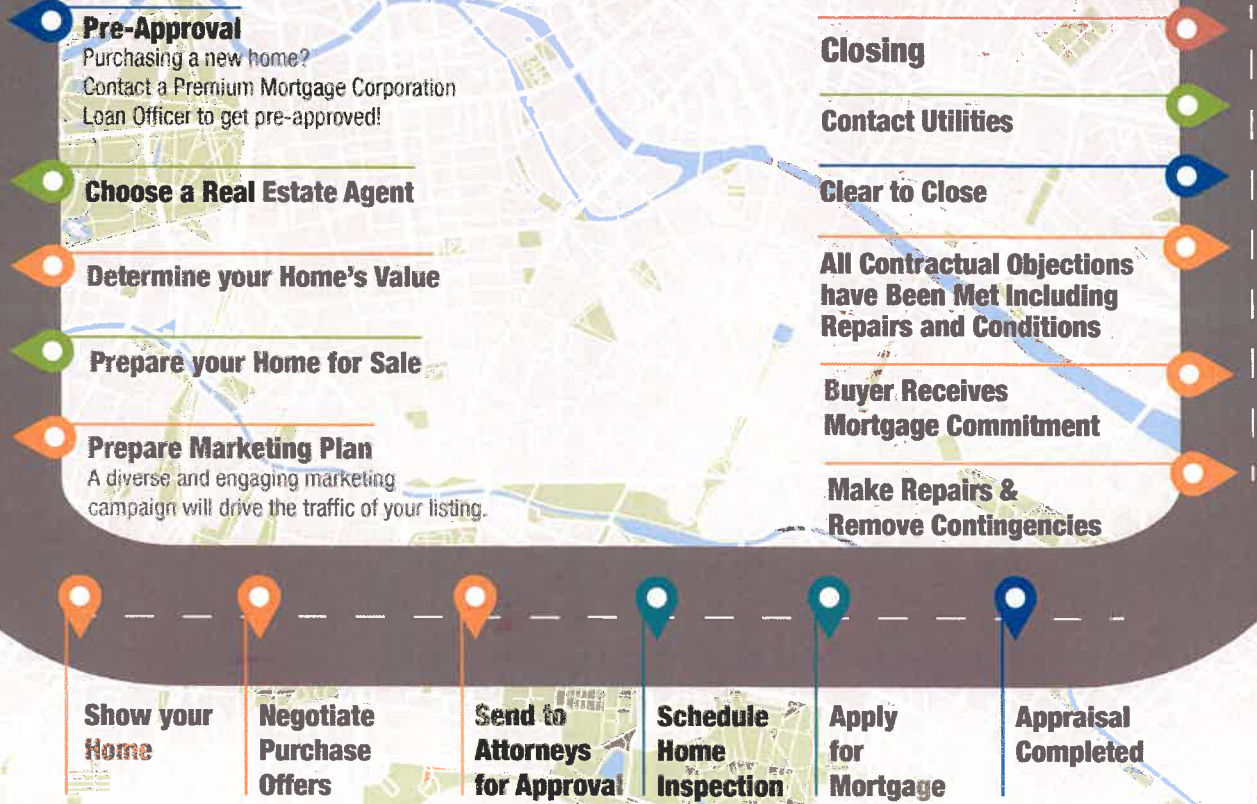


Road to Selling A HOME

Please note that this is a general guideline for selling a home, the timeliness of each step and order can be determined by the complexity of your specific situation and other factors.



● Homebuyer
 ● Homeseller
 ● With your Agent
 ● Premium Mortgage Corporation
 ● With your Attorney

Contact your Premium Mortgage Corporation Loan Officer today to get started!



**EQUAL HOUSING
OPPORTUNITY**



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5-STEP SELLER'S GUIDE for a faster home sale



Homeowners play a critical role in the timely and successful sale of a property. These steps, and the guidance of your agent will help get top-dollar for your house.

1. DEPERSONALIZE

Although you have called it home for years, it's time to begin thinking of it as a product to be sold. Potential buyers won't be interested in your old photos or personal items, so pack them away. Make the mental decision to "let go" of your property, which will assist the transition into focusing on your future home!



2. MAINTENANCE & REPAIRS

Broken or damaged appliances or features of your home will immediately drive down the price you can achieve. Get the furnace and fireplace cleaned and inspected. Ensure your kitchen, laundry, and bathroom appliances are all in good condition. Repair any cracked tiles, damaged walls and cabinet drawers. It may be time for a fresh paint job - neutrals are more attractive to buyers than bold or bright colors. Hang on to any receipts for repair work!



3. DECLUTTER

In order to make your home appear spacious and clean, it's important to reduce the amount of unnecessary items. Make sure all areas are free from clutter, including closets, cabinets, basement, and garage. Say goodbye to items you no longer use. Pack up items you decide to keep. You may want to rent a storage unit until you have a new place to call home.



4. MAKE IT SPARKLE

A clean home will be perceived as a well cared for home! Windows, walls, floors, cabinets, appliances, and mirrors should all sparkle, and your kitchen and bathroom must be spotless! A carpet shampoo and grout cleaning will go a long way to improve the perceived value of your home. Don't underestimate a potential buyer's eye for detail. Any minor signs of uncleanness may be seen as problems by your buyer. Enhance that shine by opening all curtains and blinds for showings. Get brand new light bulbs in all fixtures, which should be on in full force if a potential buyer is present.



5. ENHANCE YOUR CURB APPEAL

Before a buyer ever sets foot in your house, their mind is largely made up whether or not they can see themselves living in that home. Ensure potential buyers get the best possible first impression by clearing sidewalks and the yard. You should present neat and healthy grass and shrubbery, and you may need to update any faded paint or trim. Make sure buyers can clearly see the house number.



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What should stay:

- All appliances conveyed in the contract in the condition stated.
- Additional items conveyed in the contract - play sets, electric fireplace, hot tubs etc.
- Anything that is nailed down, screwed in, planted or otherwise attached to the house - including blinds, curtain rods, unless otherwise negotiated with the buyers.
- Usable paints, stains and varnishes that match any interior or exterior walls, trim etc.
- All keys, remotes and access codes including those to garages, sheds, gates and outbuildings.

What should go:

- All appliances not conveyed in the contract as well as any items excluded.
- Old and unusable paints, stains and varnishes - be sure to dispose of properly:
www.dec.ny.gov/docs/materials_minerals_pdf/hhwma.pdf
- All furnishings and personal items unless requested by the buyer in writing.
- Any and all trash - the contract states the home will be "broom clean and debris free."
- If in doubt, call me or your Real Estate Attorney for clarification.

**LEAVE YOUR HOME
IN TIP-TOP SHAPE
FOR THE
NEW OWNERS!**



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Sellers Guide to Closing

As we move through your home selling process, here are some tips to help you get to closing and what that day will look like for you. Please note that contract closing dates are **TARGET** dates and many times do not happen on that date for reasons beyond anyone's control. It's often compared to a baby's due date for exactly that reason!

If you are reading this and have not yet provided your search, survey, and deed to your attorney, now is the time. Having these documents can save time and money during the sale of your home or property. I am happy to pick them up and deliver them to your attorney.

Sellers often do not need to attend closings as their attorney has them sign all documents prior to the buyers doing the same. Your attorney will make arrangements as we near the closing date.

Be sure that any repairs agreed to in the contract or inspection addendum are complete and any necessary receipts and warranties are provided to the buyer.

Once we have a confirmed closing date call all utilities to have them transferred out of your name.

Reach out to your insurance company and let them know the closing date to cancel your policy.

If you are buying and selling a home on the same day, check with me to see if you can have the remainder of that day (or more if needed) to finish moving out and be sure that your home is in "broom clean" condition for the new owners. If delayed occupancy isn't an option, you'll need to make moving and cleaning preparations accordingly.

Leave any extra keys, remotes, and manuals in an easy to find place for the buyers.

The buyer's agent will reach out to me to schedule a final walk through of the property, typically 24-48 hours before closing as well as make arrangements for the keys to be held by the agent or attorney until the transaction is finalized. Your attorney will be the one to answer any questions about your proceeds from the sale – when you can expect it, how much you can expect etc.

As always, I am here to answer any question you may have.



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Listing Prep

Please use the following list when preparing your home for professional listing photographs as well as showings and open houses. Many items may not apply, and some may not be possible, but doing as much as you can to make your home shine is in your best interest and will increase the chances of your home selling for TOP DOLLAR!

Exterior:

- Remove cars from the driveway and front of the home, either in the garage or down the street. Garage doors remain closed.
- Hide garbage cans, hoses, and gardening tools.
- Mow the lawn and remove any leftover debris (twigs, branches, discernible weeds).
- Be sure driveway, and walkways are cleared of snow and salt is used for optimum safety.
- Remove any toys or sports equipment from the lawn and driveway.
- Uncover pools and hot tubs if clean, skim leaves.
- Clean and arrange outside furniture, open patio table umbrella, tidy chairs, and plump cushions.
- Sweep sidewalks, driveway, patio, decks, and pool area.

Lighting:

- Turn on **ALL** lights in the house; replace burnt-out bulbs.
- Turn **ON** ceiling fan lights; please keep fan **OFF**.
- If a window has curtains, please open them. If the window has blinds, lower them but keep horizontal slats open.
- Turn all TVs and computer screens **OFF**.
- Any glass door/window/mirror should be clean and free of streaks or fingerprints.

Living Room/Family Room:

- Vacuum, sweep, and mop where appropriate. This includes sweeping/dusting wooden floors.
- Tidy couches, fluff pillows, remove clutter from tables/desks.
- Dust off any screens.
- Sweep and mop wooden floors.

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Listing Prep

Kitchen/Dining Room:

- **Recommended:** Use standard dining table set up (i.e. plates, napkins, place mats, cutlery. Place bowl of fruit or flowers to add color, if possible).
- Clean off and wipe down all counter tops.
- Remove appliances, knife blocks, toasters, etc. **ONE** nice, modern-looking device can stay. (i.e., coffee maker or tea kettle on stove).
- Remove all items from the refrigerator (no magnets, pictures, etc.)
- Remove throw rugs, hanging towels, and paper towels.
- Hide garbage can, remove dishes and drain stopper.
- Straighten and tidy all chairs.

Bedrooms:

- Make all beds; use decorative pillows if available.
- Remove **ALL clutter** from end tables, dressers, and nightstands. (This includes personal photos, drinking cups, alarm clocks, etc.).
- Store away the phone, tablets, charging cords, books, tissues, and other items.
- If possible, remove all personal photos.
- Address any clutter under the bed that may show in photos or video.
- Walk-in closets should be clean and kept.

Bathrooms:

- Arrange clean hand and body towels to be orderly.
- Hide all trash cans, plungers, or toilet scrubbers.
- Remove floor mats and be sure to close the toilet seat. Apply fresh toilet paper roll.
- Remove hygiene products from the counter, including bar soap, medications, and toothbrushes.
- Remove shampoos, razors, and loofahs from the shower; close the shower curtain or door.

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