



The Define Home Team

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Home Tour Follow Up

- A. My next steps
- B. Your list price options
- C. Home Value Detractors and repairs prep needed
- D. Contact information for repair professionals

My next steps:

1. In the next 24-48 hours you will start to get listings via email with homes Pending (under contract), Sold and For Sale around your house and the surrounding area to help you better understand the current market.
2. In the next 24-48 hours you will get listings for homes you might be interested in purchasing; we can narrow down and/or update your preferences at any time.
3. I will pass on your information to requested contractors
4. Once you've made a decision about your timeline and listing strategy, I will want to do another home tour just before listing your home. All data and figures will be updated and reviewed again prior to listing your home.

List price options: Example below

Things to keep in mind about pricing: The market typically changes about every 3 months. Typically it's more favorable for sellers starting in early spring.

1. Price between 550K - 575K with minimal to no repairs - Selling the property "as is"
This allows Buyers to have a home inspection for informational purposes but tells them you are not willing to do any repairs or give any money toward repairs.

**I highly suggest you get your own home inspection so we can see if there are any major issues that we should account for or expect to adjust for re: home sales price*

Other factors that might affect pricing:

Your home does not have a garage this is a feature many buyers seek

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2. Price 606,697 *Which is the CMA recommended price as of today. See the attached hard copy of the report.

At this price you should expect to professionally clean the carpet, make drywall repairs, paint the areas we discussed and ensure that the home presents well inside and out.

You can leave the deck "as is" meaning you won't offer anything toward the repairs

Expect to have buyers negotiate for repairs based on their home inspection.

Expect to have buyers ask about driveway repairs

3. Price at highest, today's market value, of 665K *see comps in report
You would need to do "all" repairs and have the home in the best possible condition

Home Value Detractors and repairs prep needed

1. There is no garage: Value Detractor
2. Deck needs to be replaced
3. All carpets need to be replaced
4. Drywall repairs need to be done
5. Bathroom repairs need to be finished
6. Painting is needed
7. Ceiling repairs and painting is needed
8. Lawn care is needed in both the front and back yard including removal of all debris, decorations, manicure lawn and all shrubs/trees etc
9. Paint shutters and front door
10. Clean or paint side door

11. Review home inspection repair suggestions

**If you decide to do a home inspection, understand buyers will ask for help with these repairs or want to negotiate, unless you decide to sell "as is"*

12. Multiple pets in the home could distract potential buyers, open you up to liability during home tours, and cause damage to carpets after you clean and/or replace them or other areas of the home

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Contact information for repair professionals

If you request it, I will provide a list of professionals that I have worked with or had recommended to me by other clients.

Disclaimer: It is recommended that anyone looking for a contractor contact at least 3 professionals, within the same service industry, to compare and review: their scope of service, their professional license/qualifications and job quotes before making your final selection.

The preferred contractors listed here are personal recommendations provided by either past clients or are contractors myself and/or my team have used personally. Preferred Contractors are not professional recommendations and are not affiliated with the Define Home Team. No compensation, discounts or referral fees are given to the Define Home Team by any preferred contractors.

Any/all discount programs or offers are given directly to clients.

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