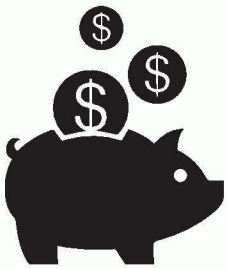


# Seller's Guide

## Sellers Process

### Expectations 2 weeks



Before listing we will go over expectations in general and what your bottom line has to be. This is probably the biggest investment you've made! We will make sure to follow the steps below to get you the most we can.

# 1

### Action Plan 2 Weeks

We will plan the actions you should take prior to listing. This will include cleaning, putting items into storage, moving furniture etc. We will also discuss if any repairs should be addressed by you prior to listing.



### Where to Next ?



Where do you plan to go when you sell your home? This is as important as selling! If you are not sure that is ok, we will discuss how to proceed here.

# 3

## Ready For Your Closeup? 2 Weeks

# 4

Time to get the media together to put your property out for sale. Photos, Videos, Drone, Floorplan, Description are among the things we will do.



## Mahar Marketing Method 1 Week



What good is your property's information if no one sees it? My job is to sell your property! Open Houses, Social Media, Brokers Packets, Zillow and the MLS are just the beginning!

# 5

## Offers and Inspections 1 Day - Months

# 6

We hit the market strong and you've accepted an offer. We now have to wait for the buyer to do their diligence and inspect your property.



**After inspections the buyers agent may try to negotiate you fixing some things or lowering the sale price. This is where I work for you and only you comes into play. I will negotiate on your behalf to make sure you are happy!**

## Title Search 3-5 Weeks



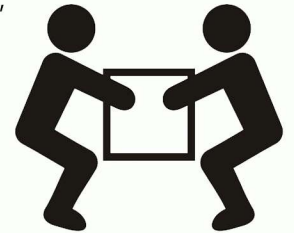
After inspections are clear your attorney will ask the buyers and you to sign the contract. The Buyer then doing a title search, to make sure you are in fact the owners. This can take 3-5 weeks to complete and it is normal for it to take a little longer.

7

## Closing Scheduled 1-2 Weeks

8

Your closing has been scheduled and it's time to move. Most deals require the home to be delivered "broom swept." This means everything is out and the house is, you guessed it, broom swept. Do not wait until the night before to move if you can! Move with time in advance as the walkthrough is usually the day before or day of the closing.



## Closing Time

1 Day



From the song "Closing time," time for you to go out to the places you will be from. Finally you have made it to the closing day. Your next chapter is about to begin. Let's go to the closing table and finish the deal up!

9

# TIME TO CELEBRATE!

## CONGRATULATIONS

on the sale of your property! It is time to celebrate all of your hard work. Please remember the best compliment we can receive is a referral

