

SUPATRA & CO. SELLER'S BOOK

#RESULTSTHATMOVEYOU



(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210

platinum  realty.



SUPATRA
REAL ESTATE



RESULTS THAT MOVE YOU

Meet Our Team



Supatra Brown
Team Lead



Morgan Begin
Executive Assistant

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210



SUPATRA
REAL ESTATE



KEEPING IT REAL ESTATE

Meet Our Team: Buying, Listing, and Leasing Specialists



Pete Fortune



Lexie Bosley



Scott Davis



Matthew Shelton



Jillian Beveridge

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210

platinum  realty.



SUPATRA
REAL ESTATE



RESULTS THAT MOVE YOU

MARKETING

- Marketed and listed/sold over 50 homes
- Leased over 70 homes
- Added 2 new agents in 2019
- Average price point home we work with is \$300,000
- Specializes in a leasing program with our group of investors that provides another huge avenue of marketing
- 6 team members to cover all of our marketing, showings, and open houses
- Have our own admin department to provide quick and compliant paperwork
- We pride ourselves on excellent communication
- We will be in touch at least once a day for the for the first week

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210

platinum  realty.



SUPATRA
REAL ESTATE



KEEPING IT REAL ESTATE

16-Point Marketing Plan

1. Prepare CMA to establish fair market value
2. Prepare and sign listing contract
3. Send listing contract to MLS board
4. Place 'For Sale' sign on property
5. Place lock box on property
6. Schedule photoshoot
7. Email listing flyer to TOP 150 list
8. Place property on websites
9. Place 'Open House' ad on all websites
10. Hold open houses if requested
11. Arrange showings for other agents
12. Contact you weekly with verbal progress reports
13. Review marketing activities with owner
14. Pre-qualify potential buyers
15. Present and discuss all offers on property with owner
16. Negotiate the transaction with other agent

Plus, we are on Facebook and Instagram! This allows us to:

- create excitement
- find "hidden buyers"
- reach the influential
- and send open house invites to a much larger audience.



@supatraandco

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210

platinum  realty.



SUPATRA
REAL ESTATE



RESULTS THAT MOVE YOU

Staging

We want your home to be shown in the best possible light to get prospective buyers to get you top dollar in the shortest amount of time.



We want your home to be shown in the best possible light to get prospective buyers to get you top dollar in the shortest amount of time.

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210

platinum  realty.

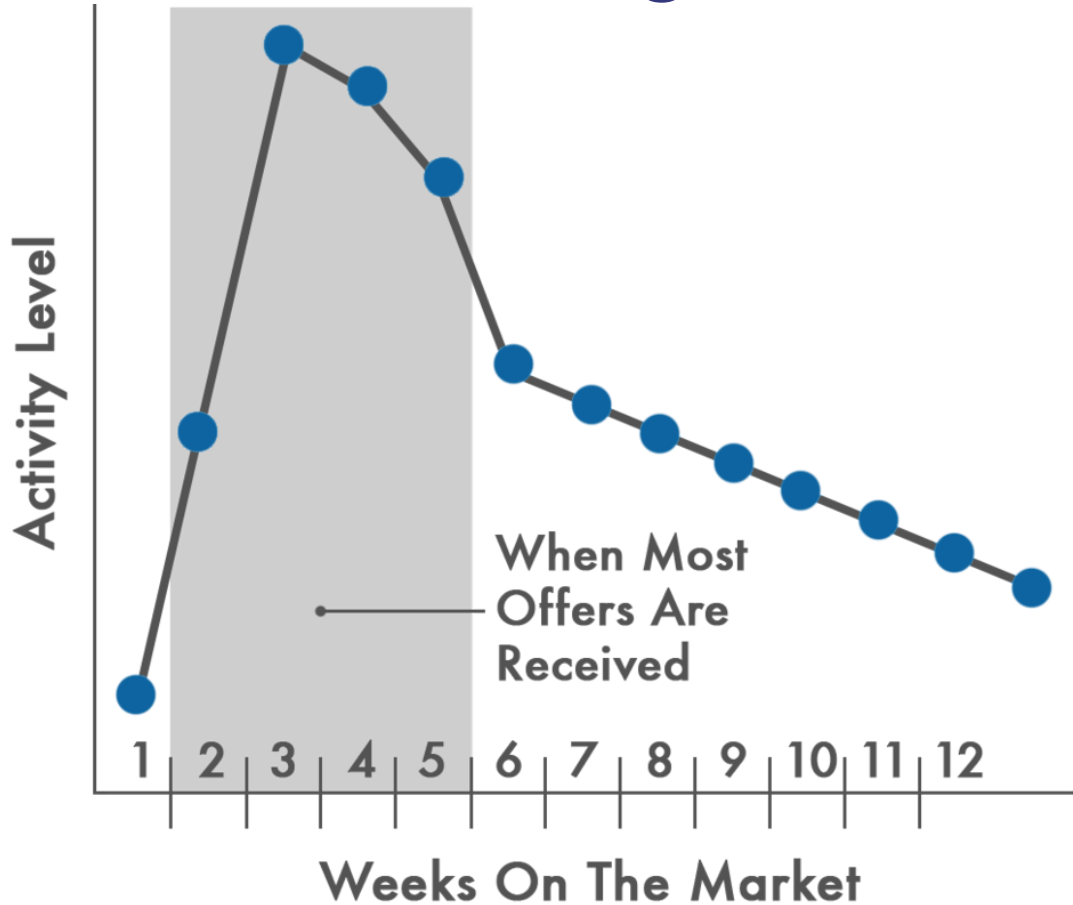


SUPATRA
REAL ESTATE



RESULTS THAT MOVE YOU

Pricing



Price competitively. The first 30 days are crucial.

The right price is important.

- a property generates the most interest when it first hits the market
- the number of showings is greatest during this time if it is priced at a realistic market value
- starting too high and dropping the price later misses the excitement and fails to generate strong activity
- many homes that start high end up selling below market value

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210

platinum  realty.



SUPATRA
REAL ESTATE



KEEPING IT REAL ESTATE

Offer Accepted

Inspection

- This will typically take 2-4 hours. That is the buyer's time to become familiar with the home and begin to bond with it. Since it is their time with the home, I recommend that you do not stay, if possible.
- Once we have agreed to any of the buyer's inspection-related requests, I will be happy to provide you with names of contractors that I find to be reliable and responsible.
- Remember that it is the seller's responsibility, per the sales contract, to treat for termites if the inspector finds evidence of active infestation or evidence of past unrelated infestation.

Appraisal

- This will typically last 1-2 hours. Unlike the inspection, the buyer does not attend this. This is where the value of the home will be determined in order for the buyers to be able to receive funding.

Utilities

- If you are giving possession after closing, arrange for the meters to be read the day you are vacating the property. If you plan to move out prior to closing, **the meters should be read your final day of possession. Do not turn the utilities off prior to closing** as the purchaser has the right to check the systems of the house through the day of closing per the sales contract.



RESULTS THAT MOVE YOU

Offer Accepted

Walk Through

- The buyers are entitled to a final inspection of your property. This is typically conducted just prior to closing in order to assure them that the property is in the same condition as the day the contract was signed. We will notify you of this time when we are advised from the co-op agent.

Closing

- Sellers and buyers attend separate closing appointments. If you cannot attend, you must get approval from the mortgage company and will need someone to sign with a Power of Attorney. If you move or are out of town at the time for the scheduled closing, the title company can make arrangements for a long distance closing with advance notice.

Miscellaneous

- If you have agreed to provide the buyer with a home warranty in the contract, I will make the necessary arrangements.
- Cancel your existing homeowners insurance after the closing with instructions for your refund check to be mailed to your new address. If you have an escrow account, most mortgage companies forward you the balance within 30 days after they receive the pay off.
- Provide me with a copy of all repair receipts at least 7 days prior to closing.

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210

platinum  realty.



SUPATRA
REAL ESTATE



KEEPING IT REAL ESTATE

Service Partners

Insurance:

American Family Insurance - David Rieder
678-416-0610
drieder@amfam.com

Avidity Insurance - Brian Compton
913-544-1195
bcompton@avidityinsurance.com

Mortgage:

Fountain Mortgage - Katie Grimes
913-850-2690
kgrimes@fountaintmortgage.com

Fairway Mortgage - Nomi Smith
913-396-4464
nomi.smith@fairwaymc.com

Open Mortgage - Bill Draper
816-838-3679
williamdraper@openmtg.com

Roof:

Village Construction - Charlie Gonzales
913-912-0267
cbarlieroofer@gmail.com

Easton Roofing - Dan Patti
913-302-6505
dan@eastonroofingkc.com

Pest:

Pest:Blue Beetle - Mitch Shipman
816-333-7378
bluebeetlepest@gmail.com

Structural Engineer:

Robert Quick
816-728-2081
bobquick00708@gmail.com

Foundation work:

KC Quality Foundation
913-787-4024
kcquality@gmail.com

Mold removal:

KC Mold Guys - Mike Troyer
816-256-2499
mike@KCMoldguys.com

Radon mitigation:

Alpha Radon - Matt Snyder
816-591-6056
mattjsnyder@sbcglobal.net

Certified Radon - Travis Siegfried
816-587-3500
info@certifiedradonkc.com

Inspectors:

Byron Inspections - John Byron
816-650-9110
johnlbyron@gmail.com

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210

platinum  realty.



SUPATRA
REAL ESTATE



RESULTS THAT MOVE YOU

Your Closing Info!

Your address: _____

Inspection date: _____

Appraisal date: _____

Your closer: _____

Closing date and time: _____

Other notes: _____

(816) 304-9867 | SUPATRACO.COM

9393 W. 110th St. Ste. 170

Overland Park, KS 66210



SUPATRA
REAL ESTATE