

# SELLER'S GUIDE

Selling a home is a big deal! From prepping the house for sale to closing there are many steps that your DreamTeam Realty, Inc. (DreamTeam) Real Estate can walk you through.

Below you will find a detailed list to walk you through the home sale process.

## **#1 PREPARING TO SELL YOUR HOME**

Selling a home isn't always easy and can be relatively stressful. First, because you are personally and emotionally attached to the home where so many memories have been created. Start the process by considering WHY you are selling. For example: Is it time to downsize?

## **#2 SO YOU'RE READY TO SELL YOUR HOME?**

When beginning the process of selling your home, you should look at all aspects of the property through the skeptic's eye. Why? When a potential buyer comes into your home for a showing or an open house that's exactly what they're doing. The buyer may not like the carpet color, or the wall colors, etc. These sorts of issues with a home will hurt the sale of the property.

## **#3 YOU'RE READY TO LIST WITH DREAMTEAM**

What services will you provide for me as my agent?

How will you represent my property?

Can you provide a market analysis for my property?

How will you determine the price of my home?

Explain the paperwork that I need to sign.

What is the time frame for listing my property with you?

## **#4 DETERMINING PROPERTY VALUE**

There are a number of factors that go into determining the value of a home. Are the homes around yours comparable? Meaning are these homes similar in size, bedrooms, bathrooms, lot size, all contributing factors to the price of your home? The law of supply and demand is a big factor as well. Are there home companies still building new homes in your areas or has there been a steady decline in the job opportunities. In your area? These sorts of issues contribute to the buyers submitting an offer.

## **#5 SO YOU'RE LISTED SHOWINGS**

Showings came at the most inconvenient times. Be prepared to show your home at 6:30 during dinner time. It will happen. Remember, to sell your home you need to show your home. If you don't want to show your home at night, or on weekends, be prepared NOT TO SELL YOUR HOME. You must be willing to work around showings at awful times. This negotiating process can at times seem very complicated. Remember that negotiating a real estate deal can be complicated and there can be issues which no one anticipated. Be prepared to deal with problems or questions that come up. A DreamTeam Realty agent will do his or her best to make the process as problem free as possible. During the negotiation process, as a seller, you can choose to fix things which were asked for by the buyers, or not. It is your choice. Today's market will produce buyers making many different offers. You might receive insanely low offers and you might receive offers where buyers want a lot of changes on the house.

1. Accept the buyers proposed offer
2. Decline the buyers offer
3. Accept part of the buyer's offer, with a counteroffer to change negate certain requests by the buyer.

## **#6 SAYING GOODBYE TO YOUR HOME**

The act of changing title of a property between two parties is called closing. From the time of the initial agreement closing usually takes about 30-45 days. This mainly depends on the buyer's financing availability. Successful home inspection completion, and various lender conditions (ex. title search, title insurance, termite inspections, surveys, and appraisals). The buyer will receive the keys to the home inspection completion, and various lender conditions (ex. title search, title insurance, termite inspections, surveys and appraisals). It is important for the seller to take a final walk through of the property to make sure the paperwork they are signing reflects the agreement of the original sale.