

I WANT TO
SELL MY **HOUSE**,
NOW WHAT?



FIRST...
MAKE YOUR
HOUSE LOOK
ATTRACTIVE



**CURB
APPEAL**



PAINT THE OUTSIDE
OF YOUR HOME



FRESHEN-UP
YOUR FRONT DOOR



SPRUCE UP YOUR
FRONT ENTRANCE



KEEP YOUR
LANDSCAPING
CLEAN



REPLACE OLD
HARDWARE



TIID UP YOUR
GARDEN



NOW
LET'S **WORK**
ON THE INSIDE.



**SETTING UP
YOUR PROPERTY**

Open and decluttered spaces are
more attractive to buyers.
Here are a few ways that you can
appeal to buyers:

- Declutter
- Replace dim lightbulbs
- Replace broken hardware
- Clean Furniture
- Fresh Paint
- Deep Clean



**SETTING UP
YOUR PROPERTY**

The buyers need to be able to envision
themselves in your home.

THINGS TO REMOVE

- Posters + non-neutral Paintings
- Photos of family
- Jewelry, religious symbols
- Kids toys + artwork
- Political items
- Taxidermy
- Conflicting color schemes

**PREPARING
PAPERWORK**

The more transparent we are
with documentation, the more
buyers will be confident.



Utility bills



Property Tax
Bills



Renovation
Details



Warranties



Land Survey



Rental
Contracts



**FINDING THE
PERFECT REALTOR**

Things your Realtor
should do for you:

- Price your home correctly
- Prepare market analysis
- Provide creative Marketing
- Maximize exposure
- Communicate clearly
- Tough Negotiations
- Have your best interest in mind
- Provide market education



**WE ARE OFFERING
A **FREE**
CONSULTATION**

This is a no-obligation call,
where I will walk you through
the selling process, help you
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preparing paper**work**

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- ✓ Property Tax Bills
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Purchase price of your home

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- | | |
|------------------------|---|
| \$500,000 or less | 5% of the purchase price |
| \$500,000 to \$999,999 | 5% of the first \$500,000 of the purchase price |
| | 10% for the portion of the purchase price above \$500,000 |
| \$1 million or more | 20% of the purchase price |

HOUSE HUNTING

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- ✓ Your list of wants and needs
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I'm going to begin searching for homes within your criteria.

MORTGAGE INSURANCE

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PREPARING OFFERS AND NEGOTIATING TERMS

Once we find the home for you, I will walk you through the offer process, draft all paperwork, and negotiate for your best interests.

Ways to make an offer attractive:

- ✓ Offer price
- ✓ Deposit amount
- ✓ Attractive Closing Date
- ✓ Conditions or lack thereof

MORTGAGE TYPES

Open Mortgage
Make extra payments with no fees or charges.

Closed Mortgage
No prepayment, no refinancing, no changes.

Conventional Mortgage
More Than 20% down.

High Ratio Mortgage
Less Than 20% down.

Fixed-Rate Mortgage
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Variable Rate Mortgage
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Things to remove

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DECLUTTER

REPLACE DIM LIGHTBULBS

REPLACE BROKEN HARDWARE

CLEAN FURNITURE

FRESH PAINT

DEEP CLEAN

**SETTING UP
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THINGS TO REMOVE

01 Posters + non-neutral Paintings

02 Photos of family

03 Jewelry, religious symbols

04 Kids' toys + artwork

05 Political Items

06 Taxidermy

07 Conflicting color schemes

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DO YOU WANT TO BUY A HOUSE? WHAT?



STEADY INCOME

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Can you afford to own a house?

- ✓ Talk to a trusted financial advisor and/or mortgage broker.
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SAVE A DOWNPAYMENT

How much money you need for your downpayment depends on several key factors:

- ✓ The Price of the property
- ✓ 1st home or investment?
- ✓ Type of property



DOWN PAYMENT THE MINIMUM BASED ON THE PURCHASE PRICE OF YOUR HOME

Purchase price of your home	Minimum amount of down payment
\$500,000 or less	✓ 5% of the purchase price
\$500,000 to \$999,999	<ul style="list-style-type: none"> ✓ 5% of the first \$500,000 of the purchase price ✓ 10% for the portion of the purchase price above \$500,000
\$1 million or more	✓ 20% of the purchase price

MORTGAGE INSURANCE



If the down payment is less than 20% of the purchase price you must use mortgage insurance.



Mortgage insurance premiums typically decline the more money you put down.



MORTGAGE TYPES

- ✓ **Open Mortgage**
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PREPARING OFFERS AND NEGOTIATING TERMS

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Ways to make an offer attractive:

- ✓ Offer price
- ✓ Deposit amount
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- ✓ Conditions or lack thereof

Let me support you on your real estate journey

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- ✓ It's really important that my clients feel comfortable and confident when purchasing a home.
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