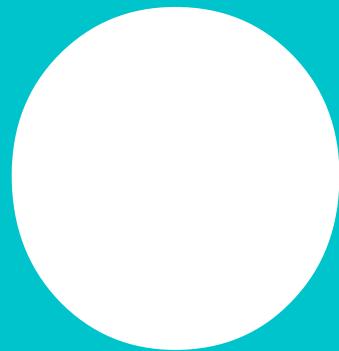




STANDARD  
COLORING BOOK

1ST  
EDITION



A COLORING BOOK

A KIDS GUIDE TO SELLING A HOUSE

NORCO HOMEBUYERS LLC



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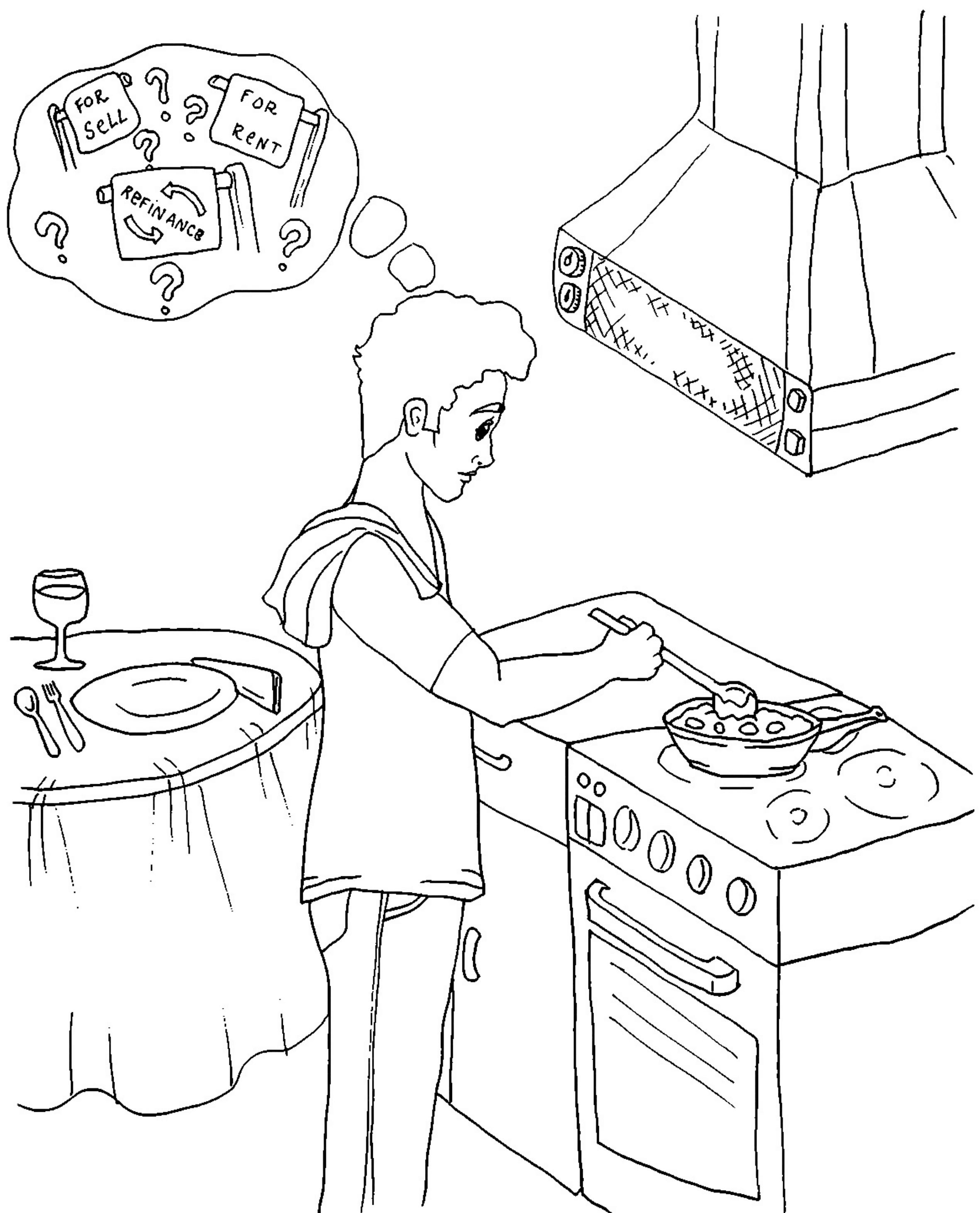
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## SO, YOU'RE THINKING ABOUT SELLING YOUR PROPERTY?

Everyone has different reasons to sell their property. There are lots of things to consider. How much left do you have to pay on your mortgage? Have you lived in the property for at least two years? Do you want to buy another at the same time you're selling? What's the market like where your property is located? Do you need to relocate for work? There will be thousands of questions to answer, but working with a good professional will make answering those questions easier.

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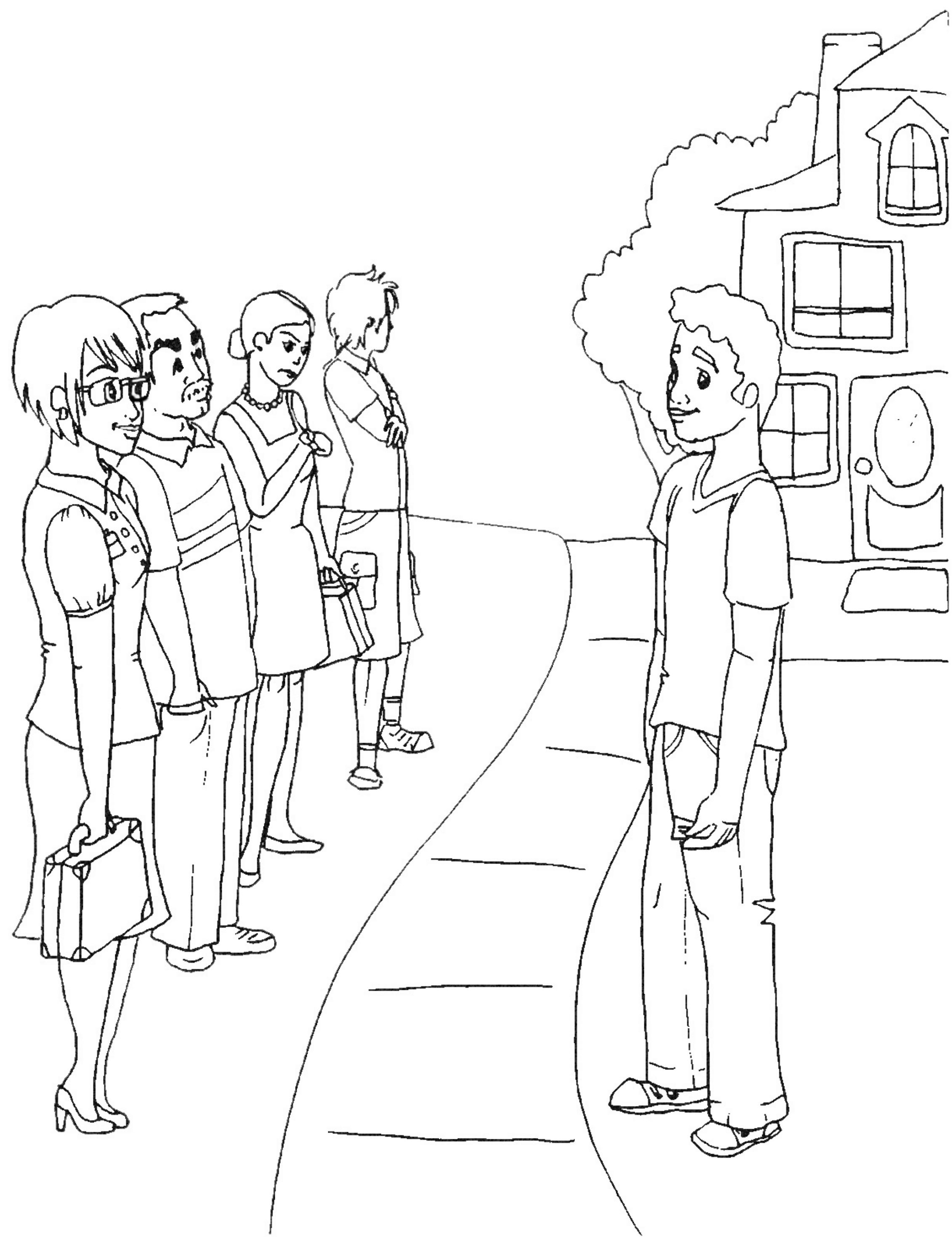


## CONSIDER YOUR OPTIONS

Rent it, sell it, refinance it. You have more options than just selling a property. If you just need some money, then maybe renting out a room or refinancing your property might be a better option. You can get money from your property several ways without having to sell it.

However, sometimes these options don't work for your particular situation and you may just want to sell the property and move on. The next pages will walk you through that process.

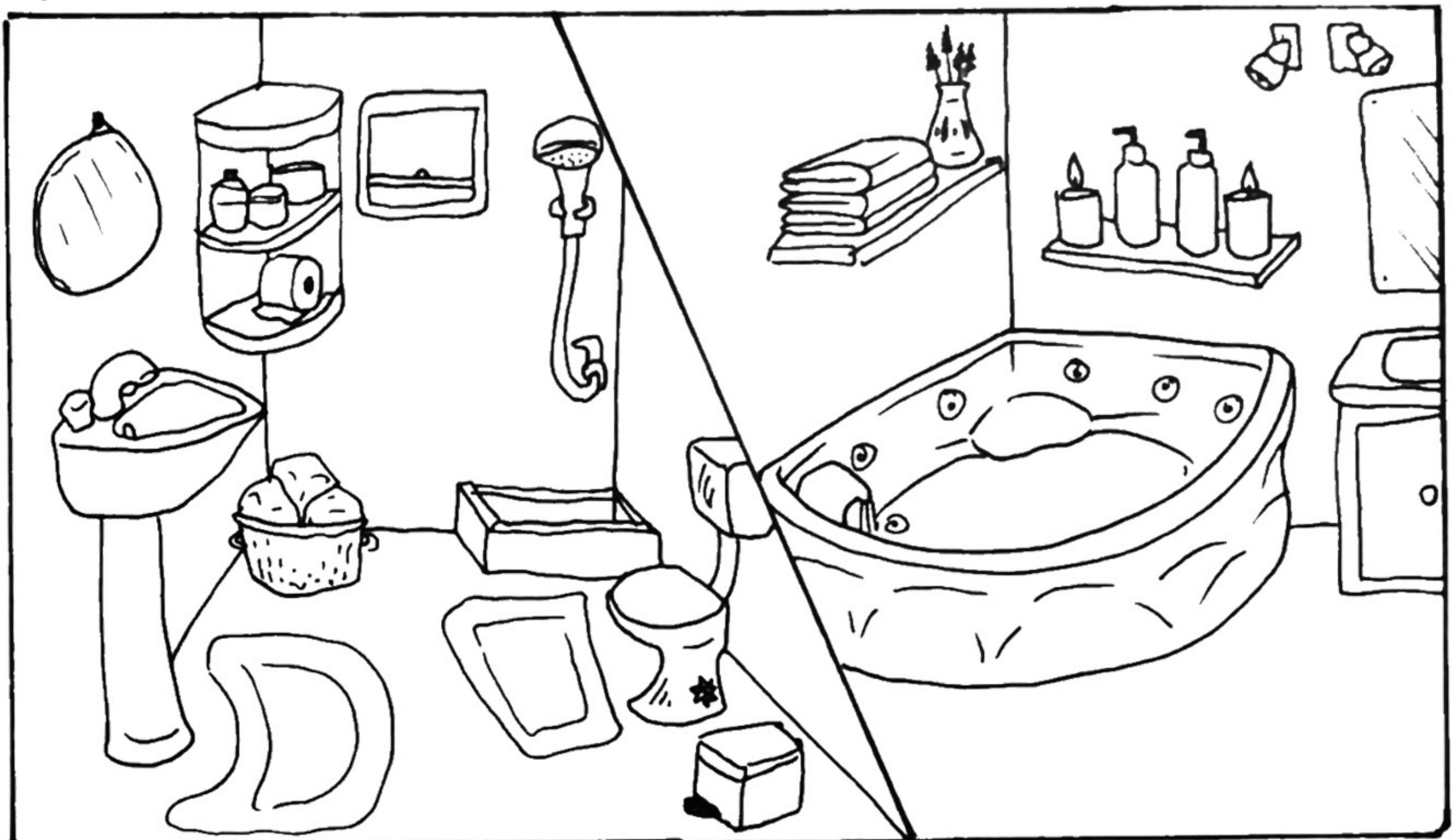
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## FIND A PROFESSIONAL TO WORK WITH AND GET AN ESTIMATE OF HOW MUCH YOUR HOME IS WORTH

There's no shortage of people you can work with to help you sell your property. So, don't hesitate to shop around for professionals. To be frank they all offer the same services, so you want to find someone with whom you enjoy working. Find someone who will take the time to understand your needs and help you accomplish your goals. Some can be very pushy, but others really want to help.

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## GET YOUR HOUSE READY TO SELL

Once you have an estimate on the value of your property you can decide whether you want to do some updates or just sell it as-is. It is always suggested to do some updates before you decide to sell because you can really boost the value of your property and expect higher offers. Some updates can be very affordable and get you a good return on your investment (R.O.I.) Bathroom and kitchen updates are a great example of this. However, maybe your house is already in its best condition and there's no need for updates. In that case, selling your property "as-is" is perfectly fine.

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## START MARKETING YOUR PROPERTY

This is one of the areas where your real estate professional will prove their worth. Marketing is crucial to a successful sale and you want a professional with a good plan. There's more to marketing than just listing the property on the multiple listing service (MLS). A savvy professional will have a multi-pronged approach to attract buyers and ensure you get offers. Newspaper and magazine ads are good, but in this day and age you also need a professional who is digitally savvy when it comes to marketing since many people that are looking for property start their search on the internet. So, an important question to ask your professional is what their marketing plan is?

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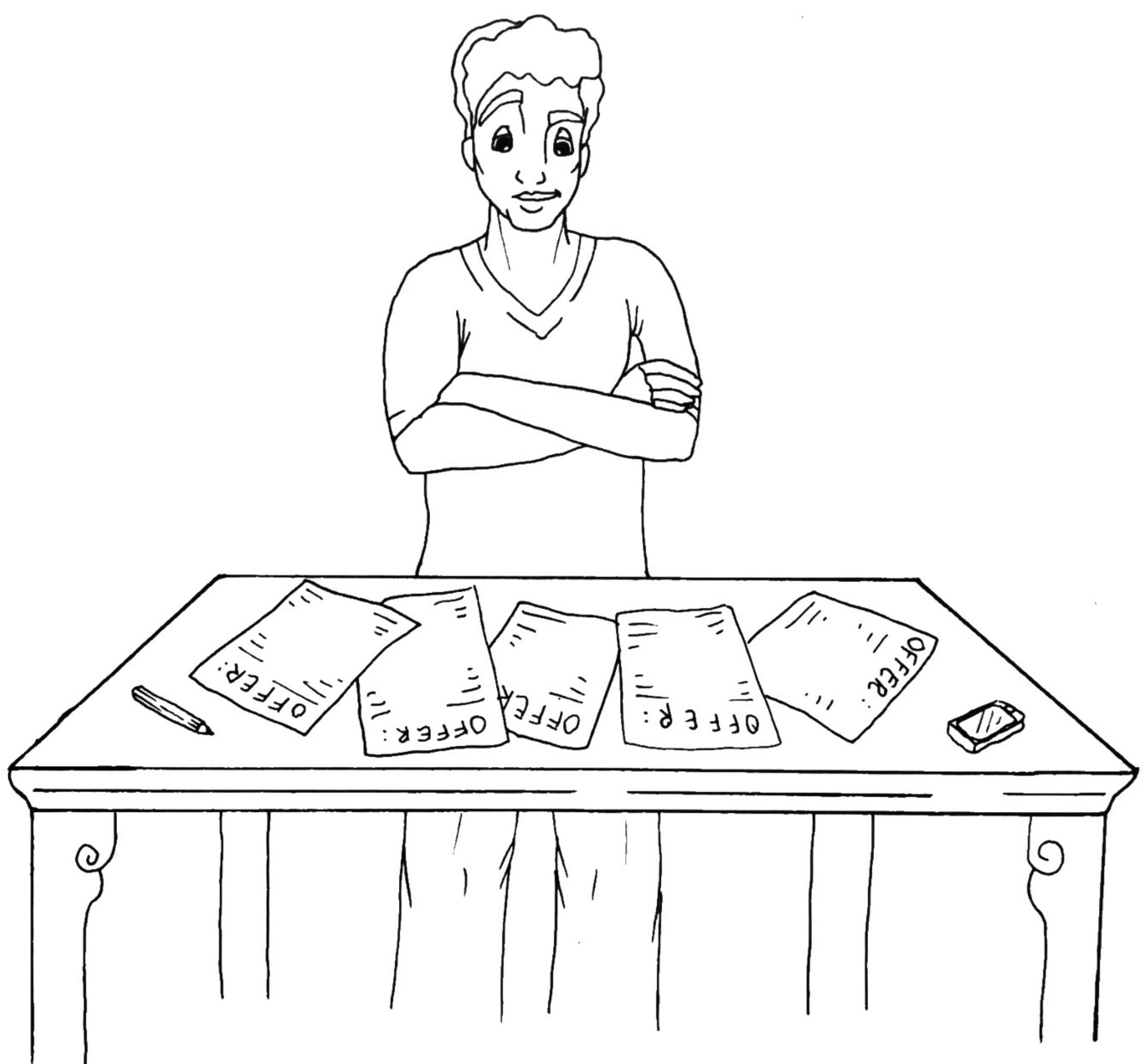
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## PREPARE TO HAVE AN OPEN HOUSE

Having an open house is a staple to getting your house sold. This is an opportunity to showcase your property. You can show off any updates you did or highlight any special features to people coming to see the property. Also, this is a good time to get feedback from potential buyers interested in the property. An open house is a great opportunity to put your property's best foot forward. A great way to do this is to boost the curb appeal of the property by adding flowers in the front and some other simple landscaping touch ups. This is important because first impressions always set the tone for how buyers feel about the rest of the house.

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## CONSIDER YOUR OFFERS

Your property has been marketed and now you're starting to get offers. Market conditions and the skill of your professional's marketing will determine how quickly you start getting offers. You'll have a lot to consider when you get offers, like cash offers, lease-option offers, contingencies, whether the offer has good financing, have the buyers been through underwriting already? Sometimes buyers will offer to pay for title insurance or appraisals. Sometimes buyers will check off "specific performance" on their offer contract which will obligate them to follow through on their offer or lose their earnest money. This is another area where your professional will show their worth, because it is their job to help you evaluate all the offers and determine which is best for you.

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## ACCEPT AN OFFER

You have evaluated all your offers and have decided on the one that's best for you. Or maybe the best offer wasn't exactly perfect so you submitted a counter-offer.

Negotiating is very important, so you will want a professional who will confidently represent you. This is where your professional will fight for your interests to help you walk away with goals accomplished.

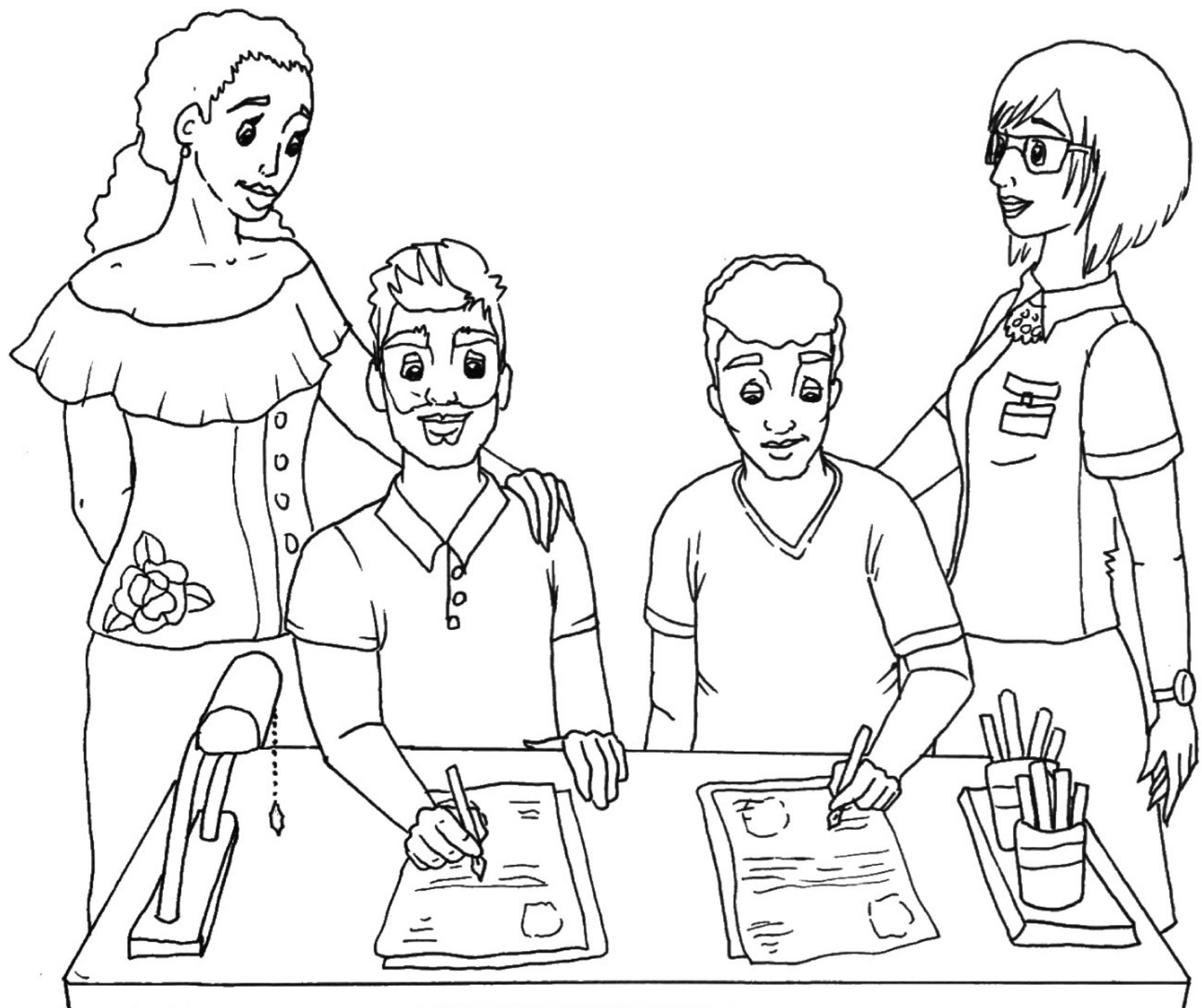
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## GO UNDER CONTRACT, INSPECTIONS, APPRAISALS

Once buyers and sellers have agreed upon all terms, and offers and counter-offers are signed you are officially under contract! Hooray! At this point everything is on a deadline and this is where the rubber meets the road. The buyers will need to make sure their financing is ready if they are working with a lender. Inspections and appraisals will need to be scheduled. The title company will need documents and funds to get ready for closing. Being under contract could be the busiest step in selling a home, but you know you're almost done.

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## CLOSE ON THE DEAL AND COLLECT YOUR MONEY

The moment of truth! This is the day when dollars and keys are exchanged. All parties will get together and this can be quite an exciting event. You, the buyers, and all the other professionals get together at closing to sign all the final documents. Your mortgage gets paid off, if you have one, and any remaining dollars go in your pocket. This is also when the professional you've been working with will get paid as well. If they're a great professional you'll know the commission they receive will be worth it.

