

SELL WITH

confidence



OVERVIEW

01 FIRST STEPS

02 MARKETING PERIOD

03 CONTRACT-TO-CLOSE

04 CONTRACT-TO-CLOSE (CONTINUED)

05 CONGRATS!

06 WORKING WITH ME

07 RESOURCES



01 FIRST STEPS

SELECT A REALTOR®

Choose a REALTOR® that listens to you, addresses any concerns, and lays out a plan to get your house sold. You want someone who is honest and professional.

Don't just choose the REALTOR® that says that are going to make you the most money. At the end of the day, your home is worth what the market allows, so you want to be sure that you are choosing someone who can market and effectively negotiate for you.

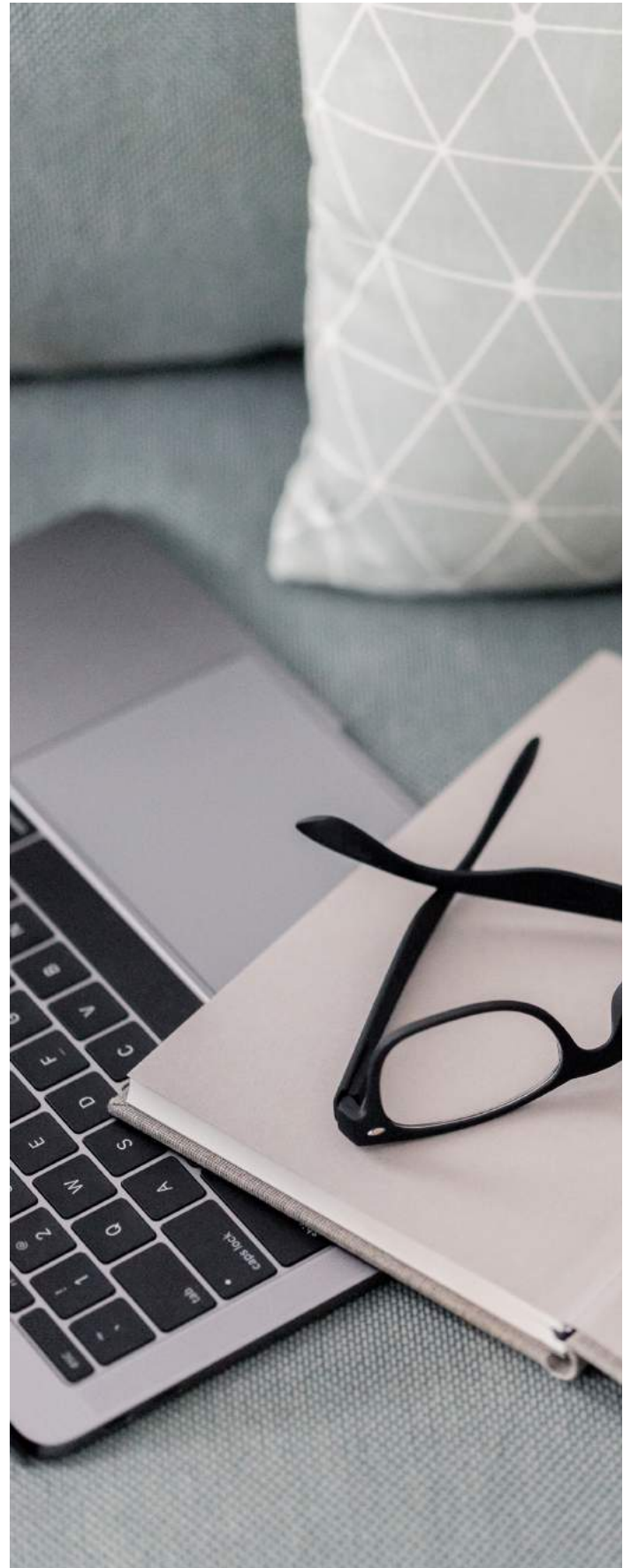
CONSULTATION WITH REALTOR® WHERE CONDITION AND TERMS OF SALE ARE DISCUSSED

This step is crucial because you want to put your best foot forward as a seller.

Expectations of what is to be fixed or changed (if anything) before listing will be discussed. Terms of the sale, such as date of listing and price will be agreed upon.

SIGN LISTING PAPERWORK

After all terms of the sale are discussed, the seller and REALTOR® will sign required paperwork.



02 MARKETING PERIOD



MARKETING PERIOD

This is the timeframe when your house has been listed and is actively being marketed to potential buyers.

Your REALTOR® should have a plan for how they are going to effectively reach potential buyers to get them through the door. This might include open houses, brokers opens (an open house for agents + brokers), mailers, door knocking, online advertisements, and social media.

BUYER PRESENTS OFFER

You receive an offer from a potential buyer.

OFFER IS NEGOTIATED

You can accept, reject, or counter the offer. If you counter, the offer goes back to the potential buyer to accept, reject, or counter.

You have a ratified contract once all terms are agreed upon. .

03 CONTRACT-TO-CLOSE

OFFER IS ACCEPTED

Yay, your house is under contract!

PROPERTY INSPECTION AND TERMITE + MOISTURE INSPECTION

How the property inspection and termite + moisture inspection are handled is outlined in the standard purchase agreement. A home inspection is scheduled after an accepted offer. It's an inspection paid for by the buyer to uncover any major issues.

The home inspector will put together a report identifying any issues. That report is sent to the buyer. A termite + moisture inspection is a separate inspection, and a clear letter is required to close if the buyer is taking out a loan.



REPAIRS ARE NEGOTIATED AND AGREED UPON REPAIRS ARE COMPLETED

Once the inspections are complete, the buyer may request that certain items be repaired. This is another time when negotiation happens. You may choose to repair everything they ask for, or only certain items. It depends on the overall situation. If the termite + moisture inspection calls for repairs or treatment then those repairs or treatment will need to be handled, according to the standard purchase agreement.

04 CONTRACT-TO-CLOSE



APPRAISAL

An appraisal is ordered by the buyer's lender to estimate your home's current market value. The appraiser, who is a third party, will look at comparable properties and the condition of the property. If an appraisal comes in less than the agreed purchase price; you can reduce the purchase price, the buyer can pay the difference, buyer and seller can compromise by splitting up the difference in a way that both parties agree, or if the contract allows the buyer can walk away.

FINAL WALK-THROUGH

The buyer and their REALTOR® will conduct a final walk-through of the property 1-3 days before closing to ensure that all agreed upon repairs have been taken care of and that there is no new damage to the property.

CLOSING

You will receive a closing disclosure that will identify what amount is due to or from you. If you are required to pay at closing, you will need to bring a cashiers check/certified check and your ID.

PROPERTY TRANSFER IS RECORDED



05

CONGRATULATIONS

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***YOUR
HOUSE=
SOLD***

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NIKKI MEER, ROSE & WOMBLE REALTY COMPANY

06 WORKING WITH ME

My passion for real estate is connected directly to helping others. As a military spouse I understand the desire to make wherever you are moving feel like home, and I know that buying or selling a home can feel very overwhelming no matter where or why you are moving.

Whether you are selling a home for the first time, moving out of state, or staying in the area I would love to meet you.



**CLEAR
COMMUNICATION**

EDUCATION

**SMOOTH
PROCESS**

**SKILLED IN
NEGOTIATION**

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NIKKI MEER, ROSE & WOMBLE REALTY COMPANY

07 RESOURCES

MY WEBSITE:

<http://nikkimeer.com/>

WHAT TO DO BEFORE SELLING YOUR HOUSE:

<https://nikkimeer.com/2019/04/24/what-to-do-before-selling-your-house/>

WHAT IS YOUR HOME WORTH?

<https://nikkimeer.FreeHomeValues.net>

NOTIFY UTILITY COMPANIES:

https://static.showit.co/file/gUVzgQTtSXqIkBFDDgUqXQ/95926/utilities_and_community_info.pdf

