

Using an Agent

Here is why you should use an agent

- An agent can do a comparative market analysis so you can get the most dollar for your home
- Market your home to thousands of home seekers through a service only real estate agents can use
- Effective home presentation
- Only qualified buyers with a licensed agent can view your home
- We have a log of everyone who goes in and out of your home
- Negotiations of offer
- Negotiate inspection results
- Make sure transaction moves along
- An agent knows all the laws, rules, and regulations of the real estate paperwork
- When things do not go as planned an agent can negotiate on your behalf

So why wouldn't you use someone who has more knowledge and experience to make sure you have a smooth transaction and get to the closing table!



Lets get your house on the market today!!

828-545-9804



Understanding Selling a Home



Who will be in my home?

It's a little scary to open your home up to the general public.....

But how else are you going to sell ?

Safety in using an agent!

- A licensed agent will escort everyone into your home
- We will have a log of who enters and exits
- You will get pre-qualified buyers who are really interested in buying.
- Agents cut down on the browsers who are not qualified to buy your home
- You don't have to be home and attend showings, so you get to keep your freedom while your house is on the market
- Have company coming? Sick? We can block all showings for certain days so that you keep your privacy

How the selling process works

One you are ready to sell your home, first step is to get it on the market!

- **Make your home available to as many showings as possible. This is done easily with the showing time app.**
- **Clear the clutter from you home, make it as appealing to buyers as possible.**

We have an offer.....now what?

Once we have an offer, we will negotiate that offer

We have a contract.....now what?

The buyer will put forth earnest money deposit, this check should be cashed immediately and is yours to keep no matter what happens with the deal.

At this time during the due diligence period the buyer will be having all inspections done.....if a problem should arise, we will negotiate this. The buyer will also deposit earnest money to the attorney they choose to handle their closing, this will be held in the attorney trust account until closing, and then disbursed unless the buyer backs out after the due diligence period is up then it is yours to keep.

- **Once inspections are completed, and negotiations are done we wait on the attorney and the lender to finish their necessary paperwork**

Remember your agent will be by your side the whole way!

Things to Remember

- **Don't forget to turn your utilities off the day you will be moving out**
- **Your agent will be beside you the whole way, explaining and guiding you in the process on what to do next!!**
- **Never hesitate to ask a question!**
- **Your agent is only a phone call away**

