The Ultimate SELLER'S GUIDE



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eXp REALTY

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WELCOME TO YOUR *Home Selling Journey!*

Selling your home is a significant milestone, and we are honored to be part of this journey with you. Whether you're upsizing, downsizing, or moving on to a new opportunity, our team is committed to making the process as smooth, strategic, and successful as possible.

We take a different approach than most real estate professionals by combining traditional, digital, and cutting-edge marketing techniques to give your home maximum exposure. While many agents rely solely on MLS listings and open houses, we go above and beyond—leveraging highly targeted social media campaigns, professional photography and videography, strategic online advertising, and direct outreach to buyers and agents. Our digital marketing expertise ensures that your home reaches the right audience at the right time, increasing interest and competition among potential buyers.

In addition to our highly effective social media presence, we utilize proven methods such as open houses, direct mail, email campaigns, and extensive networking within the real estate community. Our goal is to position your property in a way that attracts serious buyers, generates strong offers, and gets you the best possible price.

We also understand that selling a home involves many moving parts, which is why we've created this comprehensive resource to guide you through every step of the process. From preparing your home for the market to navigating negotiations and closing, we've outlined everything you need to know to feel confident and prepared. We remain in constant communication, ensuring you're always informed and never left wondering what comes next.

Beyond marketing, our commitment to expert negotiation, clear communication, and professional service means you can trust us to handle every detail with precision and care. From pricing strategies to staging recommendations and contract negotiations, we are with you every step of the way.

Thank you for trusting us with the sale of your home. We take this responsibility seriously and are dedicated to exceeding your expectations. Let's work together to make your home sale a success!

Best regards,
Steve Hise & Tricia Garcia
Steve Hise & Tricia Garcia Real Estate Toolbox Team | eXp Realty

MEET *the Team*



Tricia Garcia

Tricia is a dedicated real estate professional known for her clear communication, attention to detail, and client-first approach. With over 20 years of experience managing an accounting department, she brings strong organizational skills and business insight to every transaction. Tricia's specialty is working with clients on a daily basis and keeping all parties updated on the status of each transaction. She is a Seniors Real Estate Specialist (SRES) and holds a foreclosure designation. In her spare time, Tricia loves to garden and entertain friends around the pool.



Steve Hise

Steve is a father to 5 children who keep him and his wife very busy. If you are a pickle ball player, then I am certain you have seen Steve on the courts because he thoroughly enjoys playing pickle ball and teaming up with others in the community to play a few matches. Steve was even featured on the TV show Storage Wars. Steve has a background in IT where he maintained and managed various computer servers for a large banking company. This experience helped to give Steve his footing in the marketing world while building his knowledge of real estate. Steve's ultimate goal is to help clients, fellow agents, and the community in any way he can.

Steve Hise & Tricia Garcia Real Estate Toolbox Team

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THE FIVE STAGES
Of Selling A Home

1

LISTING

- Schedule a listing appointment
- Formal listing presentation
- Discuss the best strategy for selling
- Marketing campaign started
- Executed sales agreement
- Property evaluation
- Complete market analysis
- Establish a competitive sales price

2

PREPERATION

- Declutter your home
- Deep clean your home
- Marketing campaign started
- Professional photography taken
- Signs and lockbox installed
- Submitted to multiple listing service (MLS)
- Showing times selected
- Just Listed postcard mailed out
- Social media posts begin

3

MARKETING

- Social media advertising
- Targeted ad campaigns
- Property website
- Video marketing
- High quality brochure of property
- custom QR Code
- Facebook ad campaign



4

SHOWINGS

- Showings begin
- Maintain your home
- House kept ready to show
- Showing feedback shared
- Open House held upon request

5

OFFERS & CLOSING

- Offer(s) received
- Offer(s) negotiated
- Offer accepted
- Seller disclosures completed
- Inspections completed
- Appraisal completed
- Contingencies removed
- Property closes
- Refer your friends to us!



STRATEGY FOR *Pricing & Selling*

Before our listing presentation appointment, our team puts together a complete comparative market analysis of your property to determine the value by reviewing recent active and sold comparables similar to your property in your neighborhood.

Marketing

Facebook Ads
Retargeting Campaigns
Digital Repurposing
Digital Marketing
Traditional Marketing
Pick Your Neighbor
Virtual Open House
Video
Direct mail
Youtube, Facebook
Instagram, LinkedIn
Mass Web Exposure
Signage
Website
Print

Disclosure

What To Disclose
Anything That Has Ever Been: Repaired, Replaced, Modified, Added, Fixed or Changed
Timelines
Any Material Defect (Past or Present) on The Property
Home Owners Association
Death, Drug, Flood, Covid, Sump Pump, Golf Course, Noise, Megan's Law, Inspections, Location, Utilities, Mold, Pool, and Lead Base Paint
Liens
Easements
Encroachments
Non-permitted Items,
Title / Escrow
Transfer Disclosure Statement

Negotiations

Contingencies
Notice To Preform
% of Down Payment
Earnest Money Amount
Inspections
Regulations
Appraisal Issues
Length of Contract
Types of Loan
Home Warranty
Closing Time / Timings
Repairs
Proof of Funds
Title Escrow
County Transfer Tax

Showing

Occupancy
Liabilities
Policies & Procedures
Around Showing
Availability
Timeframes
Children/ Pets
Cleaning (Show Ready)
Lock Box
Alarm
What To/Not To Discuss
With Buyer/ Buyer Agent

Timing

Market Conditions
Rentback
Pricing
Average Days on Market
Replacement Home Needed
Buying & Selling
Funds Needed from Sale to Purchase
Moving Local or Out of State
Family Dynamic

Pricing

Absorption Rate
Market Climate
Comparable Market Analysis
Age/Size/Beds/Bath of Property
Upgrades
Location / Desirability of Neighborhood
Views
Lot Size / Floor Plan
Highway Access
Condition
Purchasing Contingent or Non-contingent

Preparing

Repairs
Staging
Updating
Minimize/Declutter
Landscape
Costs, Timing, Painting, Cleaning, Carpets
What To/ Not To Do
Timing
Premarketing

PREPERATION



FIRST IMPRESSIONS

First impressions are crucial when selling your home, as buyers often decide within seconds if it feels right for them. Enhancing curb appeal, maintaining a clean and inviting space, and staging thoughtfully can create an immediate emotional connection and lead to stronger offers.

THE IMPORTANCE OF CLEANLINESS

Cleanliness is one of the simplest yet most effective ways to make your home appealing to buyers. A spotless home shows that it's been well-maintained and cared for, which builds trust and confidence in the property. Buyers are more likely to envision themselves living in a clean, organized space, and it allows them to focus on the home's features rather than dirt or clutter. From sparkling windows to fresh-smelling rooms, cleanliness creates a positive first impression and helps your home stand out in a competitive market.

REPAIRS

Taking care of minor repairs before listing your home can make a significant difference in how buyers perceive the property. Fixing leaky faucets, cracked tiles, or chipped paint shows that the home has been well-maintained and cared for, which can help build buyer confidence. Small repairs can also prevent potential buyers from using these issues as negotiation points to lower the price. By addressing these details upfront, you create a more polished and move-in-ready impression, ultimately increasing your chances of selling quickly and at a favorable price.

Tips BEFORE YOU LIST

GENERATE EARLY INTEREST IN YOUR HOME
Even before your home is officially ready for showings, you can start letting people know it will soon be on the market. Spreading the word early can help build anticipation and attract potential buyers before the listing goes live.

DECLUTTER AND SIMPLIFY BEFORE YOU MOVE
Even if you're not ready to pack just yet, now is the perfect time to start paring down belongings. Donate, recycle, or discard items you no longer need, and consider using a storage unit for non-essential items you want to keep but don't need on display.

MINIMIZE PERSONAL ITEMS
A key step in preparing your home for sale is depersonalizing the space to help buyers envision themselves living there. Store away personal items and unnecessary clutter to create a clean, open environment, allowing countertops and surfaces to feel more spacious and inviting.

PREPARE YOUR HOME WITH STRATEGIC STAGING
Staging is a powerful way to showcase your home's best features and create an inviting atmosphere for buyers. Even if interior design isn't your specialty, staging plays a crucial role in the selling process. Our team includes will provide expert tips to help enhance your home's appeal and maximize your offers.

PLAN AHEAD FOR CHILDREN AND PETS
If you have young children or pets at home, it's important to have a plan in place to ensure they are safely accommodated during scheduled showings. Consider arranging for a temporary caretaker, a nearby family member, or a designated space where they can stay to minimize distractions and create a seamless viewing experience for potential buyers.

CURB APPEAL
A well-maintained exterior sets the tone for a positive home tour. Keep your lawn trimmed, remove weeds, and tidy up landscaping to create an inviting and polished look.

DEEP CLEAN
Regularly deep clean by emptying sinks, taking out the trash, sweeping, and vacuuming to ensure a fresh and inviting environment.

BRIGHTEN YOUR HOME
Enhance your home's appeal by replacing outdated or dim light bulbs to create a well-lit, inviting space. Open curtains and blinds to maximize natural light, making each room feel more spacious and welcoming.



Investing some time and effort upfront to prepare your house for showings will increase the likelihood of receiving offers soon after you list your home. Things like repairs, staging, and cleaning can help attract better offers, but they can also be a time-consuming and expensive process.

ENHANCING YOUR HOME'S *Interior Appeal*



BRIGHTEN UP DARK SPACES

A well-lit home feels more spacious and inviting. If a room feels dark or has a low ceiling, simple updates like adding a white area rug, light-colored furniture, or bright artwork can instantly create a more open and airy atmosphere. Opt for sheer window treatments to let in natural light and brighten up the space effortlessly.



UPGRADE YOUR LIGHTING

Modern lighting can completely transform a room's ambiance. Swapping out outdated fixtures for sleek, contemporary designs can make your home feel more stylish and up-to-date. For a budget-friendly boost, consider adding warm-toned table or floor lamps to enhance the space's coziness and functionality.



REFRESH WITH PAINT

One of the easiest and most cost-effective ways to improve your home's look is with fresh paint. A newly painted space feels clean, updated, and well-maintained—qualities that resonate with buyers. Consult with your agent to determine if touch-ups or a full refresh will add the most value to your home.

ENHANCING YOUR HOME'S *Exterior Appeal*



GIVE THE EXTERIOR A DEEP CLEAN

Over time, dirt and grime can build up on your home's exterior, making it look worn or neglected. A good pressure wash or even a simple wipe-down of siding and trim can instantly freshen up the appearance, especially in areas where sprinklers may have left water spots or mud buildup.



TOUCH UP EXTERIOR PAINT

Chipped or faded paint can raise concerns for potential buyers about hidden maintenance issues, such as dry rot or weather damage. A quick touch-up on bare spots and siding can make your home look well cared for and significantly improve its curb appeal.



REVIVE YOUR LAWN

A lush, green lawn sets the tone for a great first impression. A well-maintained yard signals to buyers that the home has been cared for inside and out. Regular watering, trimming, and adding fresh sod or seed where needed can instantly elevate your home's curb appeal.

HOME SELLING *process*

1

FIND AN AGENT

Interview a few experienced local agents. They will serve as an advocate for you and your interests throughout the homeselling process. Pick someone familiar with the housing market and the neighborhoods.

2

PREPARE YOUR HOME

Make improvements, stage your home, and prepare for showings. Use professional photos and create a marketing plan. Be sure to thoroughly clean before listing your home for sale.

3

IMAGERY & MARKETING

Work with your agent to have a photographer capture marketing photos of your home. The photos, price, and property description are the three things that can persuade buyers to view your home.

4

REVIEW AND NEGOTIATE OFFERS

Once a potential buyer submits an offer on your home, you and your agent can propose a counteroffer if you want. The counteroffer process can go back and forth until you reach an agreement.

5

FINALIZE THE DEAL

The buyer will revisit your home for a final visual inspection a few days before closing. Your real estate agent to ensure your home is presented in the same condition as the buyer agreed to purchase it in.

6

CLOSE

The closing process can take a couple of days or even a week.
Once the transaction is complete the buyer receives the keys and officially takes possession of the property.

ABOUT YOU

LET US GET TO KNOW YOU
SO WE CAN HELP YOU REACH YOUR GOALS

Let's talk about what's driving your decision to sell. Are you looking for a change? Perhaps you're considering downsizing or upsizing to a property with more land. Are you relocating for a job opportunity or to be closer to the people who matter to you? Maybe you're looking for a different layout or a shorter commute. Understanding your motivations and goals is essential for us to tailor our services to meet your needs effectively. So, why the move? What are you hoping to find in your next home? Let's explore these questions together so we can help you achieve your objective and find the right property for your next chapter.

QUESTIONS TO ANSWER

- What's your main reason for selling?
- Are you relocating for work, family, or lifestyle?
- How long have you considered selling?
- Does the home no longer meet your needs?
- Do you have a specific selling timeline?
- Are you looking to upsize, downsize, or change locations?
- Are financial factors influencing your decision?
- Has anything about the neighborhood impacted your choice?



We understand that deciding to sell your home is a significant choice, and we want to assure you that we're here to support you every step of the way. Our top priority is always you, and we're dedicated to making this process as easy and seamless as possible. Helping you navigate this journey is not just our job, it's our passion and privilege.

Cost of SELLING

MORTGAGE PAYOFF

You have to pay off any remaining balance before that transfer can occur. This will be paid from the proceeds of the home at closing. There might be an additional fee if your mortgage carries a prepayment penalty

MOVING COSTS

When you sell your place, you'll have to move all your stuff to your next place.

REPAIRS AND IMPROVEMENTS

Before you sell, you might be tempted to undertake a project to increase the value in a buyer's eyes. Consult your agent about whether the cost will be worth it.

STAGING AND PHOTOGRAPHY

Staging and photography help present your home in its best light. Prices for these photographing and staging services can vary depending on how many rooms you want to stage and whether you will need to borrow a rental set of furniture.



CLOSING COSTS

These are typically the largest expense sellers are expected to pay. These costs will be taken from the sale proceeds of the home at closing.

- Commissions: always negotiable, set in your listing agreement with your agent

- Fees and taxes: between 2% and 4% of the sale price
- Property taxes: the prorated share of property tax up to the closing date
- Capital gains taxes
- Transfer taxes



HOME *Staging*

Use these home-staging tips to highlight your home's strengths, downplay its weaknesses, and appeal to the greatest possible pool of potential buyers!





01. ENHANCE CURB APPEAL

First impressions matter, so tidy up the landscaping, refresh the front door, and add potted plants or flowers. A well-maintained exterior sets the tone for the rest of the home.

02. DECLUTTER & DEPERSONALIZE

spotless home creates a strong first impression. Pay special attention to kitchens, bathrooms, and flooring to ensure every surface shines.

03. NEUTRALIZE PAINT COLORS

Repainting walls in soft, neutral tones makes spaces feel brighter and more inviting. Neutral colors appeal to a wider range of buyers and help them imagine their own style in the home.

04. ADD FRESH TOUCHES

Simple additions like fresh flowers, plush towels, and lightly scented candles can create a warm and inviting atmosphere. These small details make a big impact on buyers.

05. REARRANGE FURNITURE

Position furniture to create open, flowing spaces that highlight the home’s best features. Avoid overcrowding rooms and ensure each space has a clear purpose.

06. HIGHLIGHT KEY FEATURES

Showcase the home’s best assets by drawing attention to fireplaces, built-ins, or architectural details. Use furniture and décor to frame and emphasize these selling points.

PREPARE YOUR HOME

for Photographs

BEDROOMS

- Make the beds
- Remove all personal items
- Remove all clutter from top of dresser, nightstands, etc.
- Store away any cords/chargers
- Put away toys and declutter
- Put away any laundry

BATHROOMS

- Clear countertops completely
- Put toilet seat down
- Remove shampoo, soap, etc. from showers
- Remove dirty towels and floor mats
- Remove plungers/cleaning supplies

KITCHEN

- Clear countertops completely
- Clean outside of refrigerator
- Hide garbage can
- Mop the floors
- Remove dishes from sink
- Remove rugs/dish towels/pot holders

EXTERIOR

- Close garage doors
- Remove toys from yard
- Mow the grass and clean up landscaping
- Pressure wash driveway/walkway
- Remove cars from driveway
- Remove trash barrels

GENERAL

- Remove pet bowl, toys, accessories
- Clean whole house
- Turn off ceiling fans
- Turn off all TVs
- Open blind/curtains for natural light
- Put away any photos that you may not want on display for others to see
- Turn on all lights



Professional PHOTOGRAPHY & VIDEOGRAPHY

An excellent presentation with photos, videos, 3D tours, and floor plans are great ways to justify the sales price to potential buyers. Professional real estate photos can be used on real estate websites, real estate listings, and real estate social media pages to help engage potential buyers and generate more interest in the property. The more visibility you can get a property, the higher the likelihood of a quick sale. Did you know that listings with professional photos receive **118% more** online views than those without?

Not only that, but homes with high quality photos sell **32% faster**. By investing in professional photography and videography, we can capture your property's best angles and features, making oy stand out in listings and social media platforms. Research shows that listings with professional photos can sell for up to **$19,000 more** on average. So when it comes to marketing your home, professional imagery is a game-changer, helping you attract more buyers, sell faster, and potentially fetch a higher selling price.

When your real estate photographer shows up, they will walk the house and spend time searching for important aspects to highlight to potential buyers. Make the house ready when the photographer arrives because they are often on a tight schedule and don't need to spend time rearranging and tidying the rooms before the photoshoot.





DETERMINING *Factors*



01. PRICING

Setting the right price is crucial for attracting buyers. Pricing too high can lead to extended market time, while pricing too low may leave money on the table, so it's important to analyze market data and set a competitive price.

2. LOCATION

The location of your home greatly impacts its appeal and value. Proximity to shopping, amenities, public transportation, and major roads all play a role in how quickly it will sell.

03. CONDITION

Homes that are well-maintained and move-in ready may tend to sell faster and for a higher price than those that need significant repairs or updates.

04. MARKETING

Effective marketing reaches a broad audience and showcases your home’s best features. High-quality photography, virtual tours, and strategic social media outreach can attract more potential buyers.

05. COMPETITION

The number of homes for sale in your area and their asking prices will directly affect your home’s competitiveness in the market. It’s important to monitor local listings and adjust your strategy to stand out among similar properties.

Our Proven

MARKETING PLAN

SOCIAL MEDIA MARKETING

Social media is a powerful tool for reaching potential buyers quickly and effectively. By utilizing platforms like Facebook, Instagram, and YouTube, we showcase your home with high-quality photos, engaging videos, and targeted ads to reach the right audience. This digital exposure increases interest and attracts serious buyers who are actively searching for a home like yours.



PRINT MARKETING

Traditional print materials like brochures, flyers, and direct mail campaigns help keep your home in front of potential buyers. Professionally designed print materials highlight your home's best features and provide essential details that buyers can reference later. A well-crafted print campaign ensures that your listing stands out in the local market.

NETWORKING

A strong real estate network can significantly impact how quickly your home sells. By connecting with other agents, industry professionals, and potential buyers, we spread the word about your listing through personal relationships and exclusive industry channels. This behind-the-scenes marketing approach helps generate interest and bring qualified buyers to your home.

ONLINE MARKETING

In today's digital world, online exposure is key to selling a home. Your listing is promoted on top real estate websites, Google searches, and email marketing campaigns, ensuring it reaches buyers locally and nationwide. By combining SEO strategies, professional listing descriptions, and virtual tours, we maximize online visibility to attract the best offers.

WE UNDERSTAND THE POWER OF SOCIAL MEDIA
IN TODAY'S DIGITAL AGE

HOUSE SHOWING

We encourage our sellers to approve all showings. A missed showing is a missed opportunity, it is beneficial to try to be as flexible as possible.



TIPS FOR HOME SHOWING

- Turn on all of the lights, open blinds, play some soft music makes for a warm and inviting entry.
- Kitchens are traditionally a big selling point, so make sure yours is immaculate. Put away all pots, pans, and towels and remove all stains from the sink and grease from the oven.
- Minimize the evidence that a pet lives in the home.
- Make sure the scent is as natural as possible.
- Bathroom can make a big impression on buyers. Keep countertops clear, replace worn-out towels, and add a subtle scent for a spa-like feel
- Don't forget to secure your valuables. This can help create a stress-free environment for potential buyers.
- Removing extra or large furniture from a room can make it look more spacious.
- Plan to step out of the home with kids and pets during showings to allow them to explore the space comfortably.
- Put away anything out of place, clear clutter, organize spaces, and ensure everything is clean to make the best impression

YOU HAVE AN OFFER

Now What?

OPTION 1: YOU ACCEPT

Once you accept an offer, the home goes under contract, and the closing process begins. Be prepared to complete necessary paperwork and meet any agreed-upon conditions to finalize the sale.

OPTION 2: YOU REJECT

If an offer doesn't meet your expectations, you have the right to reject it outright. It's always best to respond professionally and keep the door open for potential negotiations.

OPTION 3: YOU COUNTER

If an offer doesn't meet your expectations, you have the right to reject it outright. It's always best to respond professionally and keep the door open for potential negotiations.

MULTIPLE OFFERS

When multiple offers come in, carefully review each one based on price, contingencies, and buyer qualifications. A strong offer isn't always the highest—consider terms that best align with your goals, and you may even have the option to request best and final offers.



We will carefully review each offer with you, breaking down key factors such as price, contingencies, financing terms, and closing timelines. To help you make the best decision, we'll provide a side-by-side comparison, highlighting the strengths and potential risks of each offer. Our goal is to ensure you have a clear understanding of your options so you can confidently choose the offer that best meets your needs.

DISCLOSURES, INSPECTIONS & APPRAISAL

01 SELLER DISCLOSURE

Seller disclosures are legally required documents where you provide information about your home's condition, past repairs, and any known issues. These disclosures help buyers make informed decisions and protect you from potential legal disputes after the sale.



02 HOME INSPECTION

A home inspection is a thorough evaluation of your property conducted by a licensed inspector on behalf of the buyer. The inspector will assess the home's structure, systems, and overall condition to identify any potential issues. This allows the buyer to make an informed decision and may lead to requests for repairs or negotiations before closing.



03 LENDER APPRAISAL

A lender appraisal is an evaluation of your home's market value conducted by a licensed appraiser to ensure it aligns with the buyer's loan amount. The appraiser will compare your home to recent sales of similar properties and assess its condition, location, and features. This process protects the lender by confirming the home is worth the agreed-upon purchase price before finalizing the loan.



Final WALKTHROUGH

Buyers may request a final walk-through within a business day prior to the closing date. It is the one last time to make sure everything is in order.

- ◯ Clean the house and remove all your possessions. Your home should be spotless for the final walk-through.
- ◯ Confirm that all of the appliances in the home work as you'd expect. It saves you money on repair bills after closing
- ◯ Leave owner's manuals and warranties. Print physical copies and put these documents in one place.
- ◯ Inspect the backyard and outdoors of the property as closely as you inspect the home's interior.
- ◯ Give the buyer contact information for home contractors or maintenance companies you've used in the past.
- ◯ Lock up. The day before settlement, make sure to close window coverings and lock the entry doors.



CLOSING *and Beyond*

SCHEDULE YOUR MOVE



Once your home is in escrow and we're moving toward closing, it's a great time to start planning and scheduling your move. Coordinating movers, packing, transferring utilities, and organizing important documents early can help reduce stress as closing day approaches. We're happy to provide trusted referrals for moving companies, cleaners, donation centers, or other services that can help make your transition smooth and efficient. The key is to plan ahead, stay organized, and allow yourself a little flexibility for any unexpected changes in timing.

CLOSING DAY

Closing day is the final and most exciting step of your home-selling journey! This is when the transaction is completed, documents are signed, and ownership officially transfers to the buyer. Typically, you'll sign your closing documents a day or two prior, and once everything is recorded with the county, the sale is complete, and funds are disbursed. On closing day, you'll hand over the keys, garage remotes, and any other items the buyers will need. Our team will keep you informed every step of the way, ensuring a smooth and stress-free closing so you can focus on celebrating this exciting new chapter.



FINDING YOUR NEW HOME

We don't just help you sell your home — we can also help you find your next one! Whether you're moving across town or across the country, our team has the expertise and resources to guide you. With access to tens of thousands of agents within our brokerage nationwide, we have a wide network, and we can help you find off-market homes that might not be readily available to the public. We're committed to helping you find a home that suits your needs, budget, and lifestyle, making your transition from selling to buying as seamless as possible.

FREQUENTLY ASKED *Questions*



What should I do first when selling my house?

The first step is to connect with a trusted real estate professional who can guide you through pricing, preparing your home, and creating a strategy that fits your goals.

How much do you charge to sell my home?

Compensation is always negotiable between you and your agent, and any offer to the buyer's agent is your choice. There is no set rate; we'll walk you through the options before you sign anything.

How do I know what my home is worth?

A professional market analysis compares your home to recent nearby sales, current competition, and market trends to help determine an accurate value.



Do I need to make repairs before selling?

Small repairs and updates can make a big difference in buyer appeal and sale price, but your experiences real estate professional can guide you on what's truly worth doing.

Should I be present for showings or open houses?

It's best for sellers to be away during showings so buyers feel comfortable exploring, speaking freely with each other, and discussing openly with their agent without feeling rushed or watched.

CLIENT TESTIMONIAL

My experience was REALLY good! Tricia and Steve are very enthusiastic and thorough. When I had melt downs they were there to take care of it and smooth things out. I really appreciated the attentiveness and attention to detail. Tricia and Steve were very helpful. they pulled information for me when I needed to know something and were right there when I needed an answer.

- Shirley Stewart

Working with Tricia & Steve was awesome! They walked us all the way through the process. They have great communication through emails, phone calls, texts and were always there for us. They were very responsive in the things that occurred. They told us what was happening, what was going to happen next, and gave us plenty of notice so we can adjust our work-life balance. They were very accommodating with our schedules and we appreciate that. There was no stress and it was a great experience. We would absolutely recommend Steve and Tricia to others.

- Jan & Dayna Petrovskis

Working with Tricia and Steve was one of the best decisions we made during such a big transition in our lives. They guided us through the entire process of selling our home while helping us find and purchase our new dream home at the same time. Their knowledge of the market, attention to detail, and constant communication gave us so much peace of mind. What really stood out was how they made everything feel seamless, even with all the moving parts. They truly cared about our family's needs and timeline and went above and beyond to make sure everything lined up perfectly. We're so grateful to have had them by our side during such an important journey. We highly recommend Tricia and Steve to anyone buying or selling a home!

- Greg & Teri Skupen



THANK YOU

SCHEDULE A CALL WITH US TODAY!

Thank you for taking the time to read through our Seller's Guide. Selling a home is a journey, and we're honored to be your trusted partner every step of the way. Our team is dedicated to guiding you with care, expertise, and integrity, while keeping you fully informed and supported throughout the process. Clear and consistent communication is at the heart of everything we do, so you'll never feel left in the dark. We are committed to staying ahead of market trends, utilizing innovative marketing strategies, and building strong connections within the community to create the best possible results for our clients. Above all, we believe real estate is about relationships — and we're here to help you move forward with confidence, peace of mind, and a team you can trust.

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