



CORE GROUP

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As with most things in life, preparation is the key to a successful home sale. The more you know upfront, the better you'll be equipped to handle the responsibilities and emotions that pop up along the way. As they say "Reality-Expectations=Disappointment". So be sure to have your reality exceed your expectations!

WHAT TO EXPECT WHEN SELLING YOUR HOME

Selecting an Agent

Selecting the right Agent is very important in your property-selling journey. So, be sure to know what you are looking for in an Agent and ask our 5 Questions to Ask Your Agent when conducting interviews.

Preparing to List Your Property

There is a common misconception that Agents have access to all sorts of 'off-market' properties. While there is *some* truth to that, it's not entirely true. The public is pretty much reviewing the same list of properties that we are. So, that means that while marketing is very important, your presentation is even more important. Ensuring that you are the best deal on the market will virtually guarantee that you will sell before the competition. That doesn't mean giving your house away - what it does mean is that when a buyer looks at their options, that they are objectively drawn to yours over the other homes at their disposal. This is accomplished by having the perfect balance of presentation and value. You can improve your presentation with decluttering, a deep clean, landscaping, various affordable upgrades, and staging. Please click here for more on this!

While Listed

While you are live on the market it's imperative to stay in the loop on impactful real estate trends as well as the feedback from buyers that view your property. Your Agent should touch base with you surrounding these topics at least 2 times a week.

Speaking of buyers viewing the home, they generally like to view homes after 5 PM on weekdays or on the weekend, so your availability can prove to be your best ability. Be flexible and accommodating for showings within reason - it will prove to bring you better opportunities!

Negotiating

A good Agent will manage a client's expectations in regard to what will be able to be negotiated so that the client isn't caught off guard when their repair requests are declined. If the home is older, then having the knowledge of what is likely to show up on the inspection will help ease the blow on both sides of the deal and lead to better decisions being made by both the buyer and the seller.

Here at CORE Group, we tend to focus our negotiating efforts on safety, mechanical, and structural issues that impact your safety and the value of the home. Items like caulking or weather stripping, etc. blow up more deals than they should. In 10 years are you going to be sitting there thinking "I'm glad I lost that house over \$500" or are you going to be happy that you got the deal done and got the perfect house for you? I'd bet on the latter

Closing

Closing as a seller is a rather straightforward process that is relatively quick and easy! Generally, the buyer will conduct their final walkthrough the day before, or on, closing. Then you show up to the title company and sign about 25-50 documents. Once all of the documents have been approved you are ready to be funded, which can take anywhere from a couple of hours up to the next day. After closing, CORE Group's job is not done. We'll continue to provide you with money-saving tips as we are your Realtors for life!

Honorable Mentions

Timing your move can prove tricky – plan ahead

Ideally, you want to have your moving plans more or less locked in before your home sells. Do you need a short-term rental, a specific closing date, or a leaseback? These are all important questions to ask.

You won't see a full return on investment for all home upgrades

After you sell, you'll leave your custom, fancy in-ground pool. But you won't walk away with the \$50,000 you shelled out to build that pool. It's important to understand the difference between cost and value. Not all upgrades/updates are created equal. Some have a high ROI and others are already expected from the buyers in the market. If you'd like more information on which **upgrades yield the highest ROI Click the "Connect Now" button below and we can customize a plan just for you!**

Knowing what to expect when selling your home eases stress

While selling your home may seem overwhelming at first, knowing what's involved ahead of time can help streamline the process. Have any particular questions? **Click the "Connect Now" button below!**