

Home Seller Guide

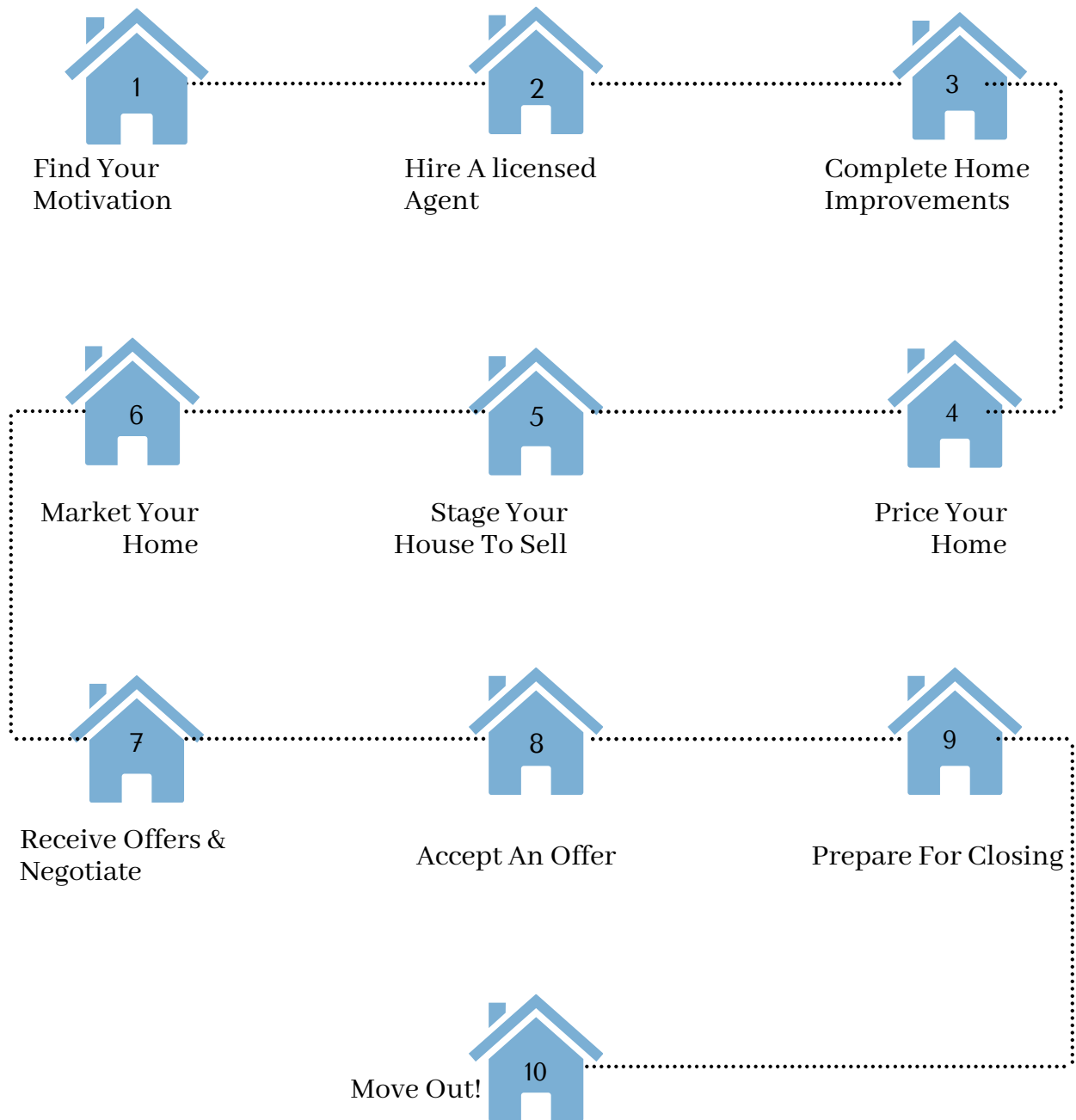
BY THE MARTINEZ TEAM

Your Central Valley home selling experts



10 STEPS TO SELLING YOUR HOME

Ready to learn about what it takes to sell your home? While it may seem like a lot of daunting tasks, I am here to help guide you and make the process easy and effortless.



Selling Your Home Virtually

Selling a home during Covid-19 has changed protocols a bit. Most agents and their sellers are able to work together virtually through most of the home selling process.

Here are some options to working with your agent virtually:

Virtual Consultations & Meetings

Virtual Home Tours

Virtual Open Houses

E-Signatures For All Contracts

Electronic Home Inspection Reports



FIND YOUR MOTIVATION

Selling your home is a big decision. You will most likely be leaving a place you made a home and it can be tough to let go.

Spend some time talking with your family about all the reasons you want to sell and make sure this is the right decision for you, as you do not want to get too far into the selling process and have a change of heart. It can get costly to change your mind.

Once you have made the decision to sell your home, you will want to first call your current lender provider and discuss your current finances about your home. Find out how much equity you have in your home, deduct selling expenses, and make sure to have some cash for making any necessary home improvements. Also make sure that you have enough equity to put in to your new home.

Questions To Ask Yourself When Selling

- What is your time-frame to move?
- What is your budget for pre-listing home improvements?
- What is the minimum sales price you will accept?
- Do you have a plan a & b to where you will move next?

HIRE A LICENSED AGENT

There is a lot that goes into selling a house, from marketing, to dealing with potential buyers, the tedious paperwork and closing on the home.

The process can be daunting unless you decide to hire a professional real estate agent. They have the training, resources and pull to make the home selling process significantly smoother. They may even help you get a great return on investment.

If you have decided to hire an agent to take care of all this for you, it is important to hire one that you feel will represent your home best and get it sold quickly and for top dollar.

WHAT A LISTING AGENT DOES FOR SELLERS

Price Your Home
Competitively

Market Your Home Across
Multiple Mediums

Negotiate Offers & Terms

Schedule Showings

Guide You Through The
Escrow Process

Make Sure All Deadlines And
Terms Of The Agreement Are
Met

Plus so much more



Why Our Sellers Choose To Work With *US*

Gracelyn & Frankie Martinez form a dynamic and highly-regarded husband and wife team in Central Valley Real Estate. We have been buying and selling houses for our clients for over 10 years. We are so excited to work with you!



Achieving numerous awards throughout their careers & joined alongside one of the fastest-growing brokerages in the County, Iron Key Real Estate. The Martinez Team are consistently ranked among the area's top-performing real estate agents.



While their production of sales volume speaks for itself, the boutique-style service, strong work ethic, and hands on approach is truly what sets this team apart. Those looking to build a lifetime relationship with agents who advise long after the close of escrow should consult The Martinez Team.



"I can not speak highly enough of their dedication, work ethic, performance excellence, professionalism, expertise and follow through. The process from beginning to end was seamless. I'm incredibly thankful that I found them."

COMPLETE HOME IMPROVEMENTS



Preparing to sell your home typically takes some work. Whether that's your own sweat equity with some deep cleaning and home repairs, or some professional improvements, you will need to get your home in top shape if you expect top dollar.

You want buyers to fall in love with your home, like you did when you first bought it. So spend some time getting your home move-in ready, in a way that will appeal to the broadest range of potential buyers. Like painting that deep purple wall a more neutral color.

You will also want to think about getting a home inspection before you put your home on the market. A pre-inspection can help you avoid surprise repairs or issues with the home, that may turn away buyers. Buyers will most likely hire an inspector of their own and the more issues they find, the more turned off they may be with your home and back out of the offer.

HOME IMPROVEMENT CHECKLIST

- | | |
|--|---|
| ☐ Replace single pane windows with energy efficient ones | ☐ Cut back over-grown trees |
| ☐ Paint walls neutral colors | ☐ Add some seasonal flowers in pots |
| ☐ Switch out dated kitchen hardware to more modern ones | ☐ Get rid of popcorn ceilings |
| ☐ Upgrade your appliances or replace with stainless steel | ☐ Get your home professionally cleaned |
| ☐ Get floors and carpets professionally cleaned | ☐ Organize your closets and clear out personal items |
| ☐ Power wash the driveway and porch | ☐ Get rid of any funky odors |

STAGE YOUR HOME

Staging your home to sell is an important part of the sales process. According to Forbes, for every \$100 you put in to staging, you should see a return of \$400. So if you are wanting to sell for top dollar, you might want to consider this important step.

Buyers expect to walk into a home and envision what it would be like for their family to live there. Therefore, you should do your best to make the home inviting and as neutral as possible. Highlight your home's strengths and downplay its weaknesses to appeal to the largest pool of prospective buyers.

Start with a few things that you can easily do yourself. Declutter, clean and depersonalize: Too much stuff in a room can make your home feel small, crowded and lacking in storage. And having too many personal items, like family photos, can make it hard for buyers to picture themselves living in the home.

But, home staging is more than just cleaning and getting rid of clutter. You may want to opt to hiring a professional stager if you are really looking to sell your home for top dollar.

A professional home stager has the design latent, knowledge of local trends, and resources to ensure all areas of the home are presented in a manner that showcases the greatest value and appeal.

Staging your home is about creating an inviting space that attracts a majority of potential homebuyers, which provides you with an amazing opportunity to sell your house at the best price.

Action Plan

STEPS TO ORGANIZE AND STAGE

DEADLINE:

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RECEIVE OFFERS & NEGOTIATE

At this stage, your home is now on the market and potential buyers are making appointments for showings and they are ready to make an offer.

If you priced your house competitively, you should soon receive an offer, if not multiple offers. If offers are lower than your asking price, don't hesitate to make a counteroffer or ask for full price. You can also change any of the terms in the offer that better suits you. Buyers like to "test the waters" to see how you might respond, while still making room for negotiation.

Once an offer is accepted, it is signed and legally binding. It is important that your offer contain all requirements as there will be no going back to make changes.

Negotiable Contract Terms

SALES PRICE

CLOSING DATE

WHO PAYS FOR TERMITE INSPECTION

TRANSFER FEES

HOME REPAIRS

AMOUNT OF DAYS FOR INSPECTIONS

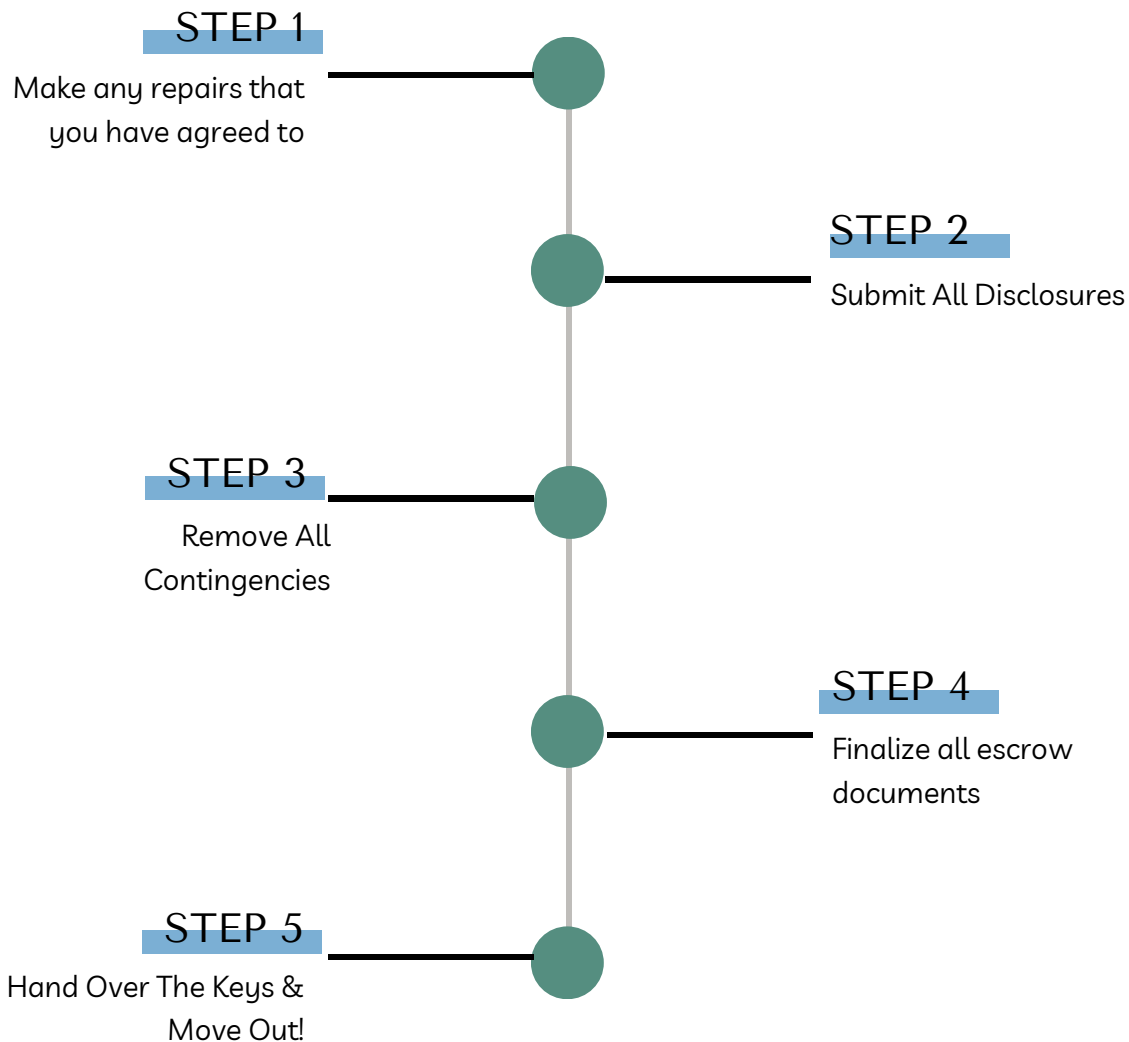
Final Steps To Close

After an offer is accepted, it's time to prepare for closing. In this step, the buyer will have the opportunity to do a home inspection, finalize their financing, and your home will be appraised if the buyer is using a lender.

Be prepared that each of these steps can come with some setbacks. The buyer might back out of the deal if something major is found during the home inspection. The buyer could also lose their financing and lastly, your home could come under value or over value during the appraisal and cause some issues.

This is why it is so important to have an agent by your side to help you avoid these hurdles and get your home sold quickly and with ease.

Below are the final steps you will need to take to close on your home:



LET'S DO THIS!

Congratulations! You have just sold your home.

Still have some questions? Ready to sell your home? Want to know what your current home is worth? Great! Let's discuss. Message me, call me, email me. You have my contact information below.

With me as your agent, you will never have to go down the long road of selling your home with doubts or confusions. I will continuously be right by your side every step of the way. Let's Do This!

*"Don't wait
for the right
opportunity.
Create it."
-Unknown*

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THE MARTINEZ TEAM



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LOOKING FORWARD TO HEARING FROM YOU!