



2023

Seller's Guide

**GET THE MOST VALUE
OUT OF YOUR HOME
SALE**

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YOUR HOME

YOUR HOME'S CONDITION AND DETAILS

Home Address: _____

Bedroom Count: _____

Bathroom Count: _____

Sqft: _____

Purchase Price: _____

List Price: _____

Property Condition: _____

Extra Home Features:

PREPARATION

OUTSIDE







INSIDE







FURNITURE/APPLIANCES







THE MARKET

Being aware of market conditions gives you the right outlook when it comes time to putting your home on the market to sell.

We all want the most out of our home. The more we can make than what we put into it, the better! Keep in mind that market conditions are always changing and this can impact the value of your home. Relying on sites like Zillow or Trulia to give an estimation of your property's value can, and often times will, lead to disappointment. Their values can differentiate by up to 20% of what their Zestimates claim - their words, not ours. This is why it's imperative to hire a professional to provide a true analysis of your property so you can have a better understanding of what your home is worth in current market conditions. You can then make the decision of selling your property if it's the right step to take based on its value.



STEP 1: FIND THE RIGHT AGENT

They'll provide a market analysis of your property to give you a better understanding of its value.

You'll go over, in detail, any steps your agent recommends to get your home in the best selling condition. She/He will then schedule professional photos and videos and will begin the extensive marketing of your home.



STEP 2: RECEIVE OFFERS

Once you've received an offer, your agent will review with you the terms and conditions of that offer. After an offer is accepted and the negotiations are done, you'll go into a 30-45 day contract period, while the buyer's lender works to secure the full loan. During this transaction period, home inspections and appraisals are conducted. Your agent can then work with you to negotiate any repair requests the buyers might make.



STEP 3: CLOSE THE DEAL

If all conditions have been met for your mortgage approval and all parties have agreed to negotiations, then you get to make your way to the closing table. After the final purchase contract has been signed at the title company, your sale is complete!



Carli Lavergne

REAL ESTATE AGENT

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Southeast Texas



HELLO

My name is Carli Lavergne and I have lived in the Southeast Texas area for 28 years. I love helping my sellers with listing their property for sale on the local MLS and social media platforms. I strive to get my sellers top dollar for their property and am in communication with them every step of the way. I have multiple real estate photographers in my network and believe professional pictures makes all the difference when listing your property for sale. In the past I have presented multiple offers to my sellers on more than one occasion and take pride in knowing how to eloquently explain each offer as I present them.

SERVICES

- Selling Real Estate
- Buying Real Estate
- New Construction
- Rental and Investment Properties