

2023

Seller's Guide

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

01	Your Home
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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

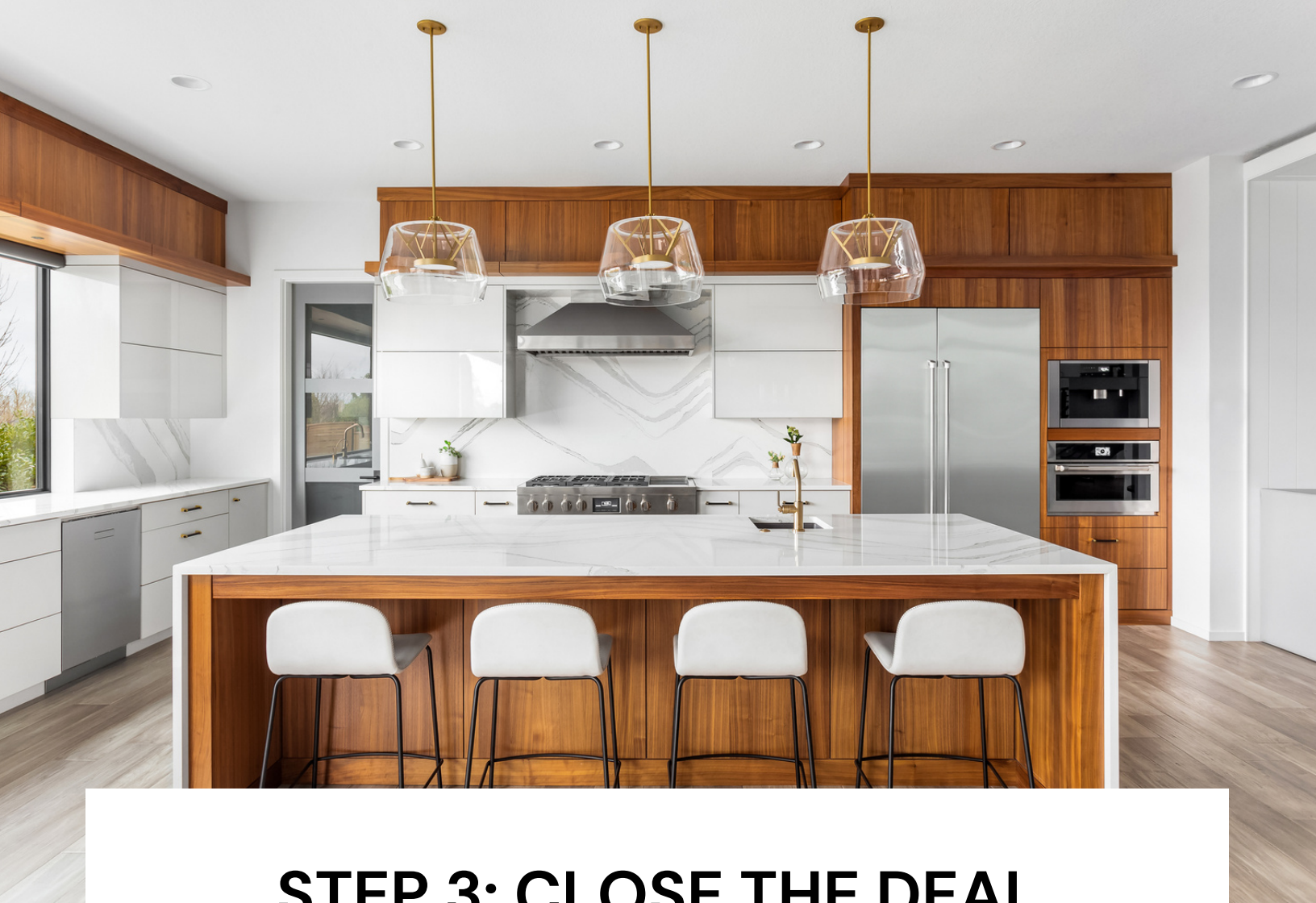
They'll provide a market analysis of your property to give you a better understanding of its value.

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!



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REAL ESTATE AGENT

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HELLO

My experience is vast and my passion is deep. My 20 years of experience combined with my passion for helping others makes me a great Realtor to have assist you throughout your transaction regardless the season of life you are in. Whether a first time home buyer, needing to upsize or downsize, ready to buy or build your dream home or build your real estate investment portfolio, I can help.

Let me help you make the Wright move.

