

A modern living room interior featuring a white fireplace with a rustic wood mantel. On the mantel, there are some dried green branches and a small white candle. To the left, a green armchair with a wooden frame is partially visible. In the center, the fireplace opening contains a stack of logs. To the right, a large wicker basket sits on the floor. Further right, a potted plant in a wicker basket is placed on a wooden stool. The floor is covered with a dark grey carpet and some light-colored cushions are visible in the foreground.

# Seller's Guide

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

01 Your Home  
02 Preparation  
03 The Market  
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07 Meet Your Agent

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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:

\_\_\_\_\_

\_\_\_\_\_

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# PREPARATION

## OUTSIDE



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## INSIDE



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## FURNITURE/APPLIANCES



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# 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**

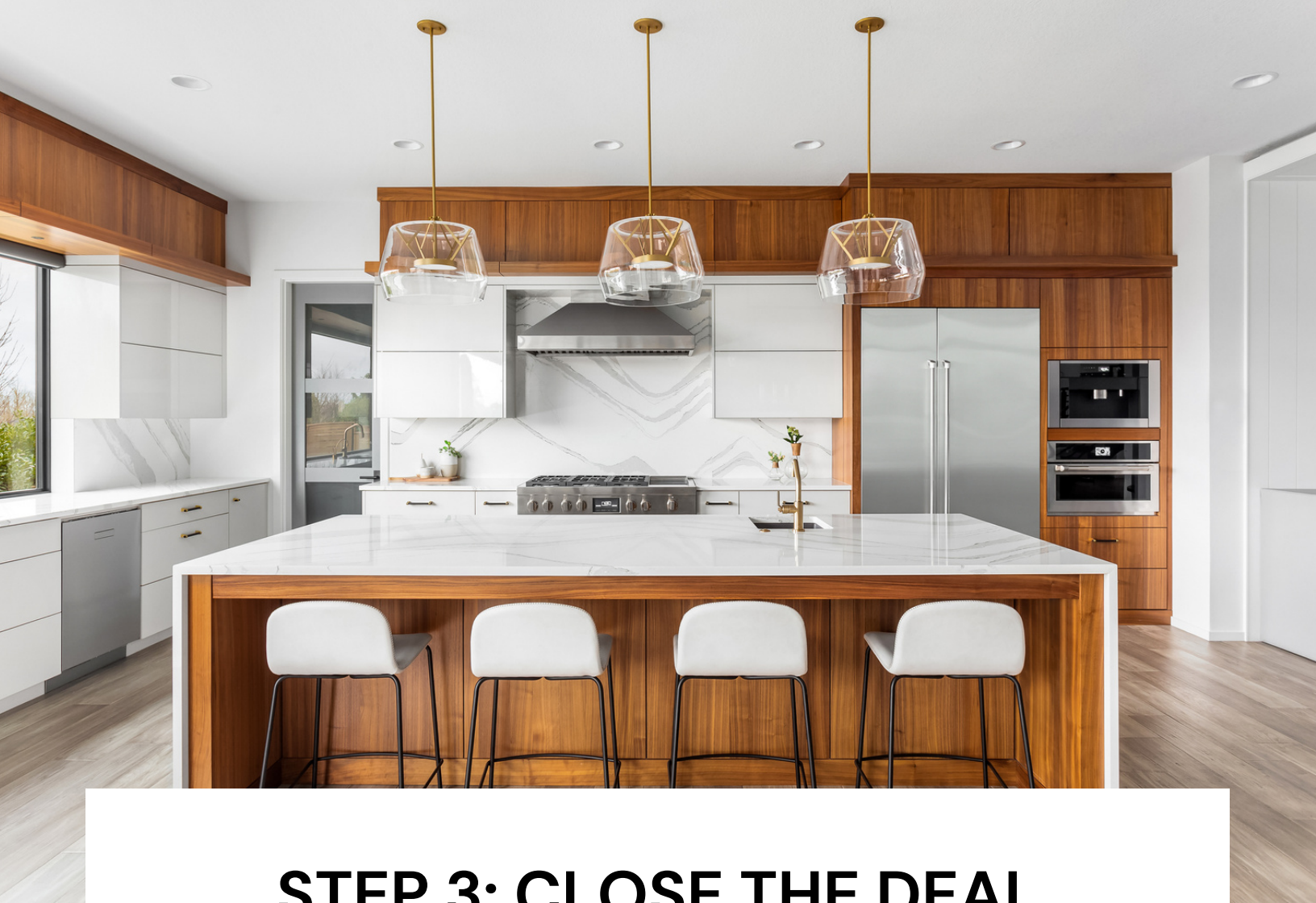
They'll provide a market analysis of your property to give you a better understanding of its value.

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!



# Haley Guthmiller

REAL ESTATE AGENT

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Haley is a full-time, hard-working, Platinum agent with Full Circle Texas. She is originally from Minnesota but considers herself a Houstonian now that she has been here close to a decade. Haley lives on the north side of Houston with her college sweetheart, Great Dane and two cats. In her free time, she loves reading, cooking, exploring the outdoors, working out, and DIY projects around the house.

Education has always been important to Haley. She began her education at the University of Wisconsin, but ultimately graduated magna cum laude from Sam Houston State University with her Bachelor's of Science Degree after transferring on scholarship. In addition, she continually takes courses to further her real estate knowledge and to stay up to date with the frequently changing industry. Haley is passionate about sharing this knowledge with her clients so they can feel informed and comfortable with the home buying or selling process.

Haley has had the pleasure of helping families from all over the country in addition to local community members. She spends her days working for Full Circle Texas, where she goes above and beyond to provide her clients with a responsive, stress-free, and VIP-style experience. Haley strives to exceed expectations. She understands the importance of communication, professionalism, and her fiduciary duty. If you are in the market to buy or sell and want an enjoyable experience, contact Haley today. It would be her pleasure to serve you.