

I-ABODE

THE PROCESS OF SELLING YOUR HOME

I-ABODE has years of experience in working with sellers to market their homes in specific ways that will attract the right buyer. We have put together a team of professionals that can assist sellers with staging; landscaping; clean-up and repairs that will make your home sell for the best price as quickly as possible.

The first step in selling your home is realizing your “home” will stay with you; what you are selling is a house. The house is a commodity to market and should be presented so potential buyers can see themselves making it their home.



PRIOR TO LISTING YOUR HOUSE

First impressions are important and the following suggestions will help your house to look and feel inviting:

- Check the roof; paint; cleanliness of vinyl; steps and walkways. Make sure the overall look is well maintained and meets safety requirements.
- The lawn is the frame of the house so ensure it is trimmed; shrubs shaped and it is free of clutter. You do *NOT* need expensive landscaping as many buyers want an attractive yard without excessive

- maintenance. A few flower pots or window boxes to add color go along way.
- Make your entrance inviting by removing any personal items and treating it as an area to be decorated with a small table; plant etc.
 - If necessary rent a storage unit and remove any excess furniture; toys; tools; appliances and collections. Make the house feel spacious.
 - Buyers today prefer hardwood; tile and neutral updated style carpeting. Look at your flooring with a critical eye and clean and update where necessary. There are many inexpensive and attractive flooring options to choose from and the return on investment is good.
 - Buyers like upgraded in-style kitchens *BUT* this is not the time for a seller to spend on a new kitchen. Educate yourself on the different looks available and decide which is most appropriate for your house. Now think of small things you can do achieve an update. Examples; paint older cabinets; new hardware; solid surface Formica counter tops; low cost “stainless look” appliances. Make sure the doors work and the inside of the cabinets are clean.
 - This is a good time to take care of issues that may come up at the time of inspection such as broken steps; missing railings; ensure all appliances are working; fix leaky faucets and do septic/well maintenance it applies.
 - Give the house a deep cleaning from top to bottom.



LET THE SHOWINGS BEGIN

I-ABODE moves quickly to get your house posted on a network of Internet portals and implement all other marketing as agreed. You can determine how much notice you need to show your house but we recommend no longer than a 24 hours and the ideal would be 2 hours. You do not want to miss the opportunity to have a buyer “fall in love” with the house and stop looking.

What you can expect in the showing process:

- Buyer's Agent will contact I-ABODE to schedule the showing and we will contact you to let you know.
- We get all necessary information from the Buyer Agent and provide them with showing instructions.
- I-ABODE will follow-up with the Buyer Agent within 12-24 hours to get feedback on the showing. At times feedback can sound negative and we encourage Sellers to look for patterns in the feedback rather than just one random thought.

YOU HAVE AN OFFER

The Buyers Agent will send us the offer package and we will make sure all the necessary items are included such as signed disclosures; mortgage pre-approval and deposit check. The Purchase & Sale will reflect the offer price; closing date and contingency clauses. We will take time to discuss all points of the offer and see what areas need to be countered to make it more favorable for you. When the agreement is reached you will have a contract signed by both you and the Buyer.

THE TIME LINE STARTS

I-ABODE works with the Buyer Agent to move the process along as quickly as possible and make sure the Buyer stays within the contract concerning inspection dates and mortgage commitment. When the contingencies are met the paperwork will go to the Title Company to prepare the final paperwork and Deed.

A week before the closing you will need to notify utility companies and have readings to determine your final bill. It is also good to give them the name of the buyer.

CLOSING

The Title Company will have the final numbers processed the day before the closing (if not sooner). I-ABODE will make sure you have a copy for your review. It is good to catch any mistakes on the numbers as soon as possible.

When you come to the closing please bring:

- Your driver's license
- Final readings on all utilities (if applicable)
- Keys to the house
- Your checkbook (sometimes there are small adjustments that need to be made at the closing table.)