

Seller Frequently Asked Questions

- **What is necessary to put my home on the market?**

1. Determine an asking price – I can show you comparable sales for the last 12– 24 months and set up an email system that will notify you when homes like yours become available, are under contract, or close.
2. Prepare your home by decluttering, staging, and cleaning.
3. Have a professional take pictures, including interior, exterior, drone, video and floor plan
4. Sign paperwork to allow me to market your home – this paperwork includes the price we will be asking, if you will offer a home warranty, what will be staying with your home, and the commission that will be paid at closing.

- **Should my home be staged?**

Yes! Statistics show that staged homes sell for more and sell faster than homes that are not staged. According to the National Association of Realtors 58% of buyer's agents said staging influences buyers' view of the home.

- **What if I don't stage my home?**

Professional staging is the best option, but if you choose not to have your house staged, I can advise you on things to do so your home will make a great first impression. For example:

1. Clear off countertops, tables, dressers, side tables and use modern decorative accents.
2. Take down curtains that are dark or dated looking and leave windows bare or hang white, ivory, or another light, neutral curtain.
3. Replace shower curtains with white, ivory, or neutral curtains and hang fresh, white towels in the bathroom.
4. Use real or fake plants and fresh or fake flowers in as many rooms as possible.
5. Have rooms repainted as needed.
6. Touch up and caulk trim.
7. Add fresh mulch/rock to landscaping and trim bushes.
8. Make sure all light fixtures have bulbs that work.

- **What is your strategy for selling my home for top dollar?**

Getting multiple offers will lead to a higher sales price, better terms, and a quicker sale. I like to market homes as "coming soon" for one to two weeks and then have showings begin on a Friday along with a Friday evening or Saturday afternoon open house. When a home is "coming soon" buyers can see photos and the floor plan online, but showings are not allowed. When there are multiple offers, I like to keep all buyers updated so that they will improve components of their offer like the sales price, earnest money and possibly waive repairs or the appraisal. We can then accept, or counter whichever offer is best and possibly have one of the other offers become a backup offer.

- **How do showings work?**

If an agent wants to show your home, you will receive a text/email with the date and time of the showing and you can choose to accept or decline the request. I will put a key in a lockbox that will be

placed on your front door and the agent showing your house will be able to access the key in the lockbox. Inspectors and appraisers can also access the key this way.

- **Will my house be inspected.**

In some cities, including O' Fallon, Bellville, and Fairview Heights, the home is required to pass a city inspection prior to closing for utilities to be transferred into the buyers' names. A city inspection is not required in other cities including Edwardsville, Glen Carbon, and Troy. A buyer may opt to have private inspections at their own expense – these may include a property inspection, radon inspection, termite inspection, sewer or septic inspection, mold test, and more.

- **Do I have to make repairs?**

Repairs are negotiable. It is a common misconception that sellers must make repairs based on an inspector's findings. If you are asked to make repairs, and agree to them, I can help you get bids, and instead of doing the work you may be able to offer a credit at closing. You can also decline to change your home, but you are required to disclose any defects an inspector finds to future buyers.

- **What is an appraisal?**

If the buyer is getting a mortgage, an appraisal will usually be required. An appraisal is a written document that shows an independent assessment of a homes' value. It describes what makes the home valuable and compares it to homes with similar features that are close by. Appraisals help ensure the buyer is paying a fair price for the home.

- **What if the appraisal comes in low?**

Lenders will only provide a mortgage loan for the appraised value, so if the appraisal comes in lower than the purchase price, also known as an appraisal gap, you will have to accept less for the home, or the buyer will have to come up with additional funds to cover the difference between the appraised value and the sales price.

- **What happens at closing?**

Closing is the day you officially give ownership of the property to the buyers. Both parties meet at the title company that you select to sign all the paperwork to finalize the transaction. Buyers usually receive keys/garage door openers at closing and have possession of the property immediately after closing.

