



Presented by:

SUSAN DAVIDSON
REALTOR®

FROM LISTED TO

Sold!

A HOME SELLER'S GUIDE



HOMES^{OF} IDAHO



hello.

I AM SUSAN

YOUR LOCAL REAL ESTATE EXPERT

It's really great to "meet" you!

I am a well-travelled Brit, and having lived in Santa Barbara CA for 25 years, I relocated to Boise in 2016. As such, I do a great job of introducing people to the Treasure valley and assisting with your relocation needs and questions. My clients are a good mix of Buyers, Sellers and Investors. I cover bare land, work with builders when my clients would like custom new construction, and of course I cover the daily buying and selling of existing residential real estate.

I have been fortunate to have been recognized repeatedly as a member of the Idaho Circle of Excellence which recognizes the top 20% of Idaho Realtors in sales volume. So, rest assured, if we get to work together, you will be in capable hands!

let's connect

📞 208-985-4461

✉️ SUSAN@BOISERE.COM

🌐 WWW.BOISERE.COM

📘 [FACEBOOK.COM](https://www.facebook.com)

🌐 [LINKEDINLINK.COM](https://www.linkedin.com)

📷 [INSTAGRAM.COM](https://www.instagram.com)

📺 [YOUTUBE.COM](https://www.youtube.com)

🐦 [TWITTER.COM](https://www.twitter.com)

📌 [PINTEREST.COM](https://www.pinterest.com)

COMPARABLE



listings

ACTIVE LISTINGS REVEAL:

SUPPLY AND DEMAND
WHAT OUR COMPETITION IS IN THE AREA

📍 SUBDIVISION: HILLTOP
📅 DATE SOLD: 1/16/2020
📅 DAYS ON MARKET: 39

📍 SUBDIVISION: HILLTOP
📅 DATE SOLD: 1/16/2020
📅 DAYS ON MARKET: 39

📍 SUBDIVISION: HILLTOP
📅 DATE SOLD: 1/16/2020
📅 DAYS ON MARKET: 39



1



2



3

HOME HIGHLIGHTS:

🛏 4 BEDROOMS
🛁 3.5 BATHS
📏 3,456 SQFT.
🏠 3 CAR GARAGE
◆ REMODELED KITCHEN
◆ FINISHED BASEMENT

SALE PRICE:
\$430,000

HOME HIGHLIGHTS:

🛏 4 BEDROOMS
🛁 3.5 BATHS
📏 3,456 SQFT.
🏠 3 CAR GARAGE
◆ REMODELED KITCHEN
◆ FINISHED BASEMENT

SALE PRICE:
\$430,000

HOME HIGHLIGHTS:

🛏 4 BEDROOMS
🛁 3.5 BATHS
📏 3,456 SQFT.
🏠 3 CAR GARAGE
◆ REMODELED KITCHEN
◆ FINISHED BASEMENT

SALE PRICE:
\$430,000

similar
LISTINGS

SOLD LISTINGS REVEAL:

SUPPLY AND DEMAND WHAT OUR COMPETITION IS IN THE AREA

THESE NUMBERS REVEAL WHAT PRICE BUYERS ARE WILLING TO PAY FOR A HOME LIKE YOURS, IN YOUR AREA. IT IS IMPORTANT TO GET THIS NUMBER RIGHT THE FIRST TIME SO THAT WE CAN ATTRACT THE MOST BUYERS WHILE YOUR HOME IS GENERATING THE MOST ONLINE TRAFFIC.

📍 SUBDIVISION: HILLTOP
📅 DATE SOLD: 1/16/2020
📅 DAYS ON MARKET: 39

📍 SUBDIVISION: HILLTOP
📅 DATE SOLD: 1/16/2020
📅 DAYS ON MARKET: 39

📍 SUBDIVISION: HILLTOP
📅 DATE SOLD: 1/16/2020
📅 DAYS ON MARKET: 39



HOME HIGHLIGHTS:

🛏 4 BEDROOMS
🛁 3.5 BATHS
📏 3,456 SQFT.
🚗 3 CAR GARAGE
◆ REMODELED KITCHEN
◆ FINISHED BASEMENT

SALE PRICE:
\$430,000

HOME HIGHLIGHTS:

🛏 4 BEDROOMS
🛁 3.5 BATHS
📏 3,456 SQFT.
🚗 3 CAR GARAGE
◆ REMODELED KITCHEN
◆ FINISHED BASEMENT

SALE PRICE:
\$430,000

HOME HIGHLIGHTS:

🛏 4 BEDROOMS
🛁 3.5 BATHS
📏 3,456 SQFT.
🚗 3 CAR GARAGE
◆ REMODELED KITCHEN
◆ FINISHED BASEMENT

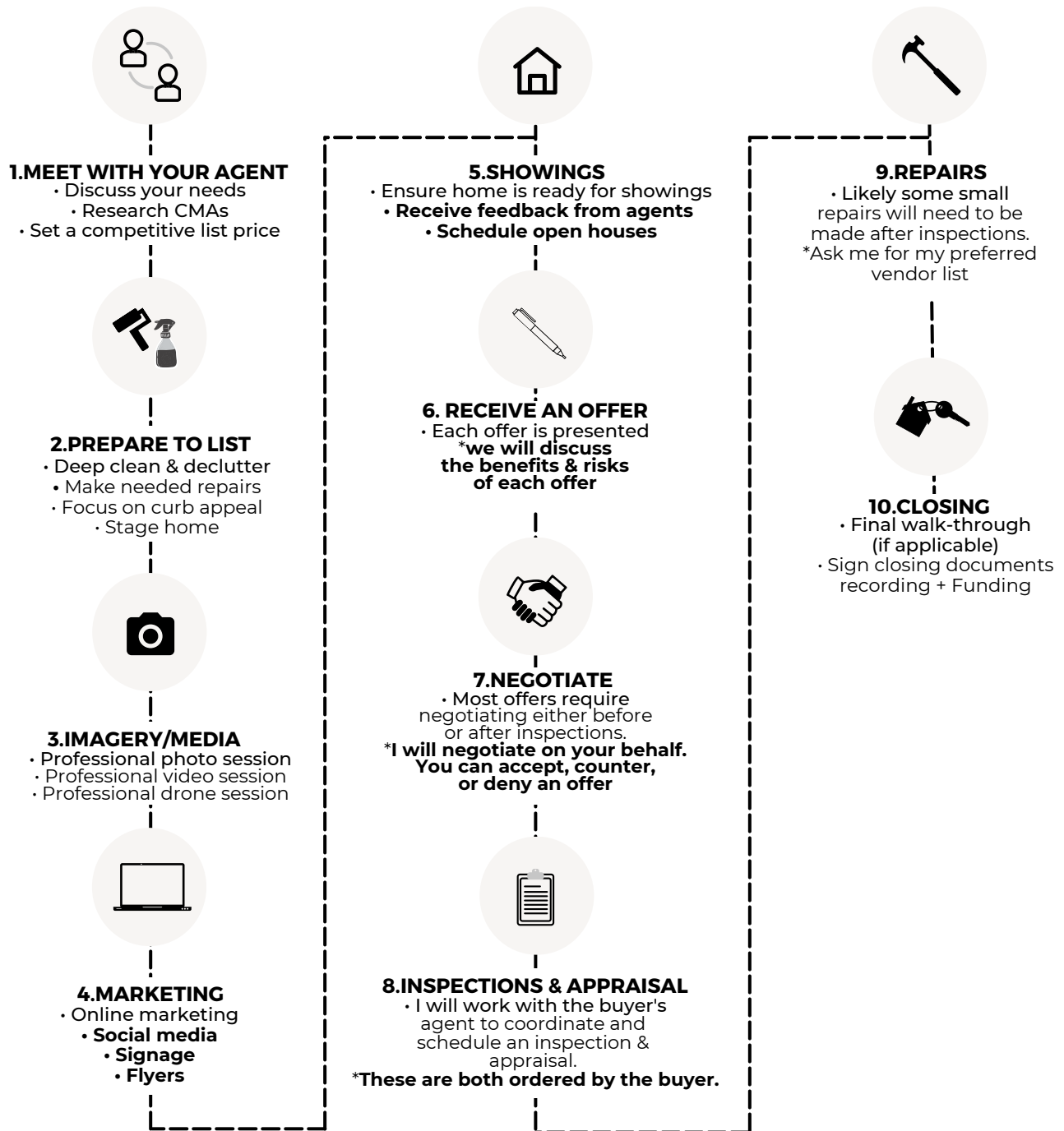
SALE PRICE:
\$430,000

recently
SOLD

THE



process



DETERMINING

factors

FOR IF A PROPERTY WILL SELL OR WILL NOT SELL

pricing

FACTOR 1

When pricing your home it is important to carefully consider top market value. Using my competitive market analysis tool, I will suggest your home's best listing price. I sell homes HIGHER than the market average because I list homes at the correct price from the start.

FACTOR 2

how it shows

The first day your home goes on the market is crucial. I will help you make sure your home is ready for showings by:

- Completing repairs that need to be done
- Decluttering & removing personal items
- Make sure the home is clean and smells fresh
- Cleaning carpets
- Neutralizing spaces and walls

FACTOR 3

marketing

I offer SUPERIOR MARKETING TECHNIQUES to help get your home sold faster and for more money than the competition.

PROSPECTING

Talking to neighbors and prospecting daily for potential buyers utilizing Agent specific software, our network of co-op agents, and Real Estate Agent online communities!

MARKETING

As soon as you sign with me, I begin marketing your home! A combination of COMING SOON MARKETING, ONLINE MARKETING, SOCIAL MEDIA MARKETING, and PRINT MARKETING will allow you to sell your home faster and for more money than the competition.

COMMUNICATION

Every step of the process will be actively communicated with you. Providing weekly progress updates, following up with agents after viewing homes, and sharing feedback from showings.



PROFESSIONAL STAGING PROVIDED

- 85% of staged homes sold for 6-25% more
- Most tasks are completed during the appointment

BOOSTED ONLINE EXPOSURE

Today's market is centered on technology. Buyers conduct their searches online, so you need to make sure your listing is ranked high and presented well. Several studies have shown that online buyers ignore homes with limited photos, low-quality photos, and minimal information. In addition to providing quality photos and video tours, I go the extra mile to ensure that your listing gets maximum exposure.

PROFESSIONAL PHOTOGRAPHY PROVIDED

*our team
advantage*

BEFORE



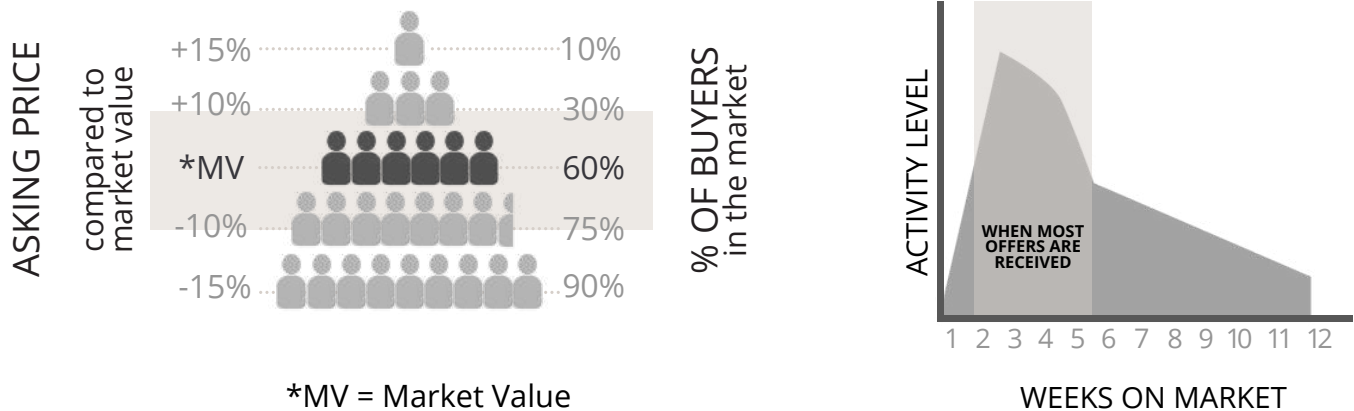
listing

PRICING STRATEGY

We will help you price your home accurately using a scientific market analysis in your area. This will ensure that your home sells quickly and efficiently.

By pricing your home at fair market value, you can maximize its attractiveness to potential buyers during the initial weeks. This increases the likelihood of attracting a larger pool of interested buyers to consider your property.

An overpriced home will have the least appeal to potential buyers searching for a new home. Given that home buyers often evaluate multiple properties, they swiftly develop an understanding of the typical price range for homes with similar conditions and location.



PROFESSIONAL STAGING

To ensure that your home is presented in the most appealing way to potential buyers, I will offer you a professional staging consultation. This will prepare your home for the market by optimizing its visual appeal. The primary goal of a stager is to create a neutral and inviting atmosphere that will attract a wide range of potential buyers.

PROFESSIONAL PHOTOGRAPHY

In today's real estate market, the majority of home buyers begin their search online. Therefore, it is absolutely crucial to have high-quality, eye-catching photos of your home that will capture buyers' attention and set your property apart from the competition. The more exposure your home receives, the faster it will sell and the higher the potential for achieving a top-dollar sale price.

AGENT MARKETING

As a member of a vast agent network, I have the advantage of reaching out to this extensive network to explore potential matches between your home and qualified buyers. This agent network plays a pivotal role in connecting buyers with suitable properties since a significant 88% of residential sales involve real estate agents. By leveraging this network, we can efficiently tap into a wide pool of potential buyers who may be interested in your home.

ADVERTISING & MARKETING

I fully recognize the significance of effective property marketing and allocate a substantial portion of my budget to this crucial aspect. My expertise lies in attracting a large volume of prospective buyers each month and elevating brand visibility to ensure optimal results.

listing
strategy

PREPARING TO



list



preparing
to list
maximize your home's potential

Creating a clean, neutral, and streamlined aesthetic allows buyers to envision themselves living in your home. The following action points will facilitate this process and enable buyers to easily envision life within the space:

EXTERIOR

- Wash or paint the home's exterior
- Paint the front door
- Keep the yard nicely trimmed
- Keep the lawn free of clutter
- Weed and freshly mulch garden beds
- Clean interior and exterior windows
- Apply fresh paint or stain to wooden fences

INTERIOR

- Remove personal items, excessive decorations & furniture
- Replace or clean carpets
- Get rid of clutter, organize and clean closets
- Apply a fresh coat of paint to walls, trim, and ceilings
- Replace outdated ceiling fixtures, and clean lighting fixtures
- Minimize and clean pet areas in the home
- Be sure that all light bulbs are in working order

FRESHEN THE PAINT & FIXTURES

- A new coat of exterior paint helps a home's curb appeal.
 - If you can't paint the entire home, paint the trim.
 - Update exterior light fixtures.
 - Put a fresh coat of paint on the front door
-

STAGING YOUR



home

staged homes spent

90%

less time on the market



staged homes increase sales price up by

5%

the art of staging

Staging a home differs from designing a home in that a staging professional approaches the space from a buyer's perspective. With a trained eye for what appeals to buyers, a staging expert is able to transform your home into a clean, decluttered space that serves as a blank canvas for buyers to imagine their loved ones and personal belongings in the space for years to come.

The ultimate goal of staging is to help potential buyers envision themselves living in the home, ultimately culminating in a successful sale.



B E N E F I T S O F S T A G I N G

- LESS TIME ON THE MARKET
- INCREASED SALE PRICE
- HIGHLIGHTS THE BEST FEATURES OF THE HOME
- DISGUISES FLAWS OF THE HOME
- DEFINES SPACES AND REVEAL THE PURPOSE OF EACH SPACE
- DEMONSTRATES THE HOMES FULL POTENTIAL
- CREATES THE WOW FACTOR YOU WILL NEED IN PHOTOS TO MAKE YOUR HOME STAND OUT

A LASTING



image

real estate photography



*a picture
says a
thousand
words*

The photos featured in a listing play a pivotal role in capturing the attention of potential buyers, and in some cases, they may be the only chance to do so. With the majority of buyers searching for homes online, photographs serve as the initial impression of your property. These images are crucial in attracting interest, scheduling showings, and ultimately securing a sale. As your agent, my utmost priority is to showcase your listing in its best possible light. It's worth noting that often, buyers have already formed an interest in your home solely based on the online pictures, before even setting foot inside the property.

INTERESTING FACTS :

quality photos enjoy
more online views

118%

professionally photographed
listings can sell for up to

19k more

potential buyers prefer
professionally photography

10 times

professional videography



VIDEO IS THE NUMBER ONE
FORM OF MEDIA FOR
ENGAGEMENT

Real estate listings with
video receive

403%

more inquiries

Videos attract

300%

more traffic for nurturing
leads.

70%

of homebuyers watch
video house tours



Videos have a remarkable ability to evoke emotions and provide prospective buyers with an authentic sense of moving through a home. They offer a level of descriptive detail that surpasses what still images can ever hope to achieve. By immersing viewers in a virtual tour of the property, videos create a more dynamic and immersive experience that truly allows buyers to envision themselves in the space.

aerial photography

This innovative technique offers a more accurate portrayal of the property's size, layout, and proximity to landmarks, which can help buyers make well-informed decisions. Overall, aerial photography is an effective way to add an extra layer of transparency to the home-buying process.



benefits

of having aerial photos:

- ✔ Provides views of the entire property & land
- ✔ The condition of the roof and other property features
- ✔ The neighborhood and surrounding area, including the home's proximity to schools & amenities
- ✔ Developments or local districts that are supported by the buyer's property taxes

virtual tours

This powerful tool offers a unique and captivating way to virtually transport viewers to different destinations, enhancing their understanding and appreciation of a place without physically being there.



the benefits



By leveraging advanced technological solutions, we can effectively target the most committed buyers in the market. Utilizing virtual tours, we can provide potential buyers with a comprehensive view of your home, eliminating the need for disruptions to your daily routine.



Virtual tours are crafted to be engaging and interactive, encouraging users to spend more time exploring than they would when viewing still photos. The more captivated prospective buyers are by the level of interactivity, the more invested they become in the experience.



By offering a 24/7 virtual display of your property, you eliminate the need for potential buyers to wait and enable them to explore your home at any time that suits them best.



This continuous accessibility maximizes exposure and ensures that you never miss out on another opportunity to captivate and engage potential buyers.





**143 N.
52nd STREET**
MERIDIAN, IDAHO 83646



**FRAME THE MOMENT
THAT MATTERS**
"Lorem ipsum dolor sit amet, consectetur adipiscing elit. sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat."

143 N. 52nd STREET

The creative floor plan is flexible for a number of buyer uses and lifestyles. The master has a marvelous attached study/flex room, with brilliant light streaming in the windows. Large kitchen with adjacent TV or eating area. Check out the sports bar in the basement and oversized garage on paved alley with adjacent overflow parking!



The creative floor plan is flexible for a number of buyer uses and lifestyles. The master has a marvelous attached study/flex room, with brilliant light streaming in the windows.

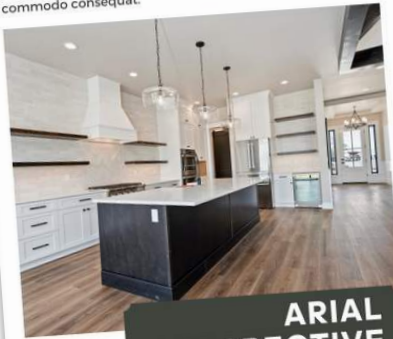
**PRICE:
\$0,000,000**



Check out the sports bar in the basement and oversized garage on paved alley with adjacent overflow parking!

Manufactured Home:

"Lorem ipsum dolor sit amet, consectetur adipiscing elit. sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat."



**ARIAL
PERSPECTIVE**

The creative floor plan is flexible for a number of buyer uses and lifestyles. The master has a marvelous attached study/flex room, with brilliant light streaming in the windows.



renee@idahorealestate.com 000-000-0000

property brochures

Property brochures are a memorable marketing piece for buyers to bring home with them after a showing.

Our brochures provide a comprehensive overview of your home, capturing both the visible and hidden details. We take pride in utilizing these brochures to showcase the unique features, captivating photos, neighborhood specifications, school information, and impressive upgrades that your home has to offer. Through these informative and visually appealing brochures, we aim to provide potential buyers with a comprehensive understanding of the exceptional qualities and highlights of your property.

SOLD ON KEEPING



you safe



We've got you

covered

A secure lockbox will be used

The lockbox, securely located at the front of the property, contains the keys to the home. It is safeguarded by a security lock that only licensed agents have access to, ensuring that only authorized individuals can enter your home for showings.

Don't allow anyone in without an appointment

As a result of listing your home online, many people now are aware that it is up for sale. It is important to prioritize your safety and never allow strangers into your home. While most interested visitors may have seen the yard sign or the listing and are well-intentioned, it is always best to be cautious. Ask them politely to call your agent who handles all showings.

Put Away Bills & Other Mail Pieces

In light of the increasing cases of identity theft, it is crucial to take precautions by securely storing any mail containing your personal information. If such sensitive information falls into the wrong hands, it can potentially result in identity theft, causing significant harm and inconvenience.

Keeping your home safe

Once your listing is published online, we offer a range of amenities for all your showings. We provide shoe covers, hand sanitizers, protective gear, and gentle reminder signs to ensure the safety of your property and guests. Our priority is to make the showing process comfortable and stress-free for both you and potential buyers without compromising safety measures.

Stow away valuables

Prior to showings, it is crucial to take proactive measures in securing all valuables and keeping them out of sight. This includes not only items such as jewelry, artwork, cell phones, and gaming systems but also any mail left out that may contain personal information and bank statements. To ensure the safety of your belongings, it is advisable to thoroughly walk through your house before showings and confirm that everything of value is hidden from view.

Remove Prescription Drugs & Medication

To ensure the safety of your medications and prevent any potential incidents, it is essential to thoroughly clean out your medicine cabinets and any other locations where medications are stored. It is highly recommended to securely hide them away during home showings.

Be extra vigilant on keeping doors locked

Given that a home for sale often means that homeowners are not present, it is crucial to prioritize the security of your property. It is highly recommended to consistently keep your doors and windows locked at all times.

LISTING



your home

marketing plan

NETWORKING

I am committed to leveraging all available resources to help you achieve your goals. By making your property accessible to our vast network of cooperating agents, we can maximize the exposure of your listing and provide you with a winning edge in the competitive real estate market.

SUPERIOR ONLINE EXPOSURE

To ensure that your property is visible to interested parties, we make a concerted effort to meet them where they are - online! Your property listing will not only be featured on the local MLS, but it will also have a presence on major third-party real estate platforms and be syndicated to a multitude of other listing sites.

PROPERTY FLYERS

To help potential buyers remember the key selling points and unique characteristics of your property, we create highly informative and creative property flyers that will be prominently displayed inside your home.

SHOWINGS

By proactively seeking feedback, we can gain valuable insights that allow us to address any issues or objections that potential buyers may have, improving the chances of a successful transaction. With our focus on communication and attention to detail, you can trust that we will effectively keep you updated throughout the entire process.

SOCIAL MEDIA MARKETING

We're all over the place! You'll find us practicing regular social media marketing on today's hottest platforms - we're talking Facebook, Instagram, LinkedIn, YouTube, Pinterest, and beyond! We're not limited to just a few sites - we're everywhere that potential buyers are hanging out.

SIGNAGE

a sign will be prominently placed in your yard. In addition, pointers and open house signs will be strategically positioned at optimal locations to maximize exposure.

With careful planning and strategic placement, we can ensure that your open house receives the maximum exposure it deserves.

EMAIL MARKETING

We've got a current buyer database filled to the brim with thousands of eager property hunters just waiting to find their dream homes. That's right, thousands of eyes will be on your listing, giving it the attention it deserves.

LOCKBOXES

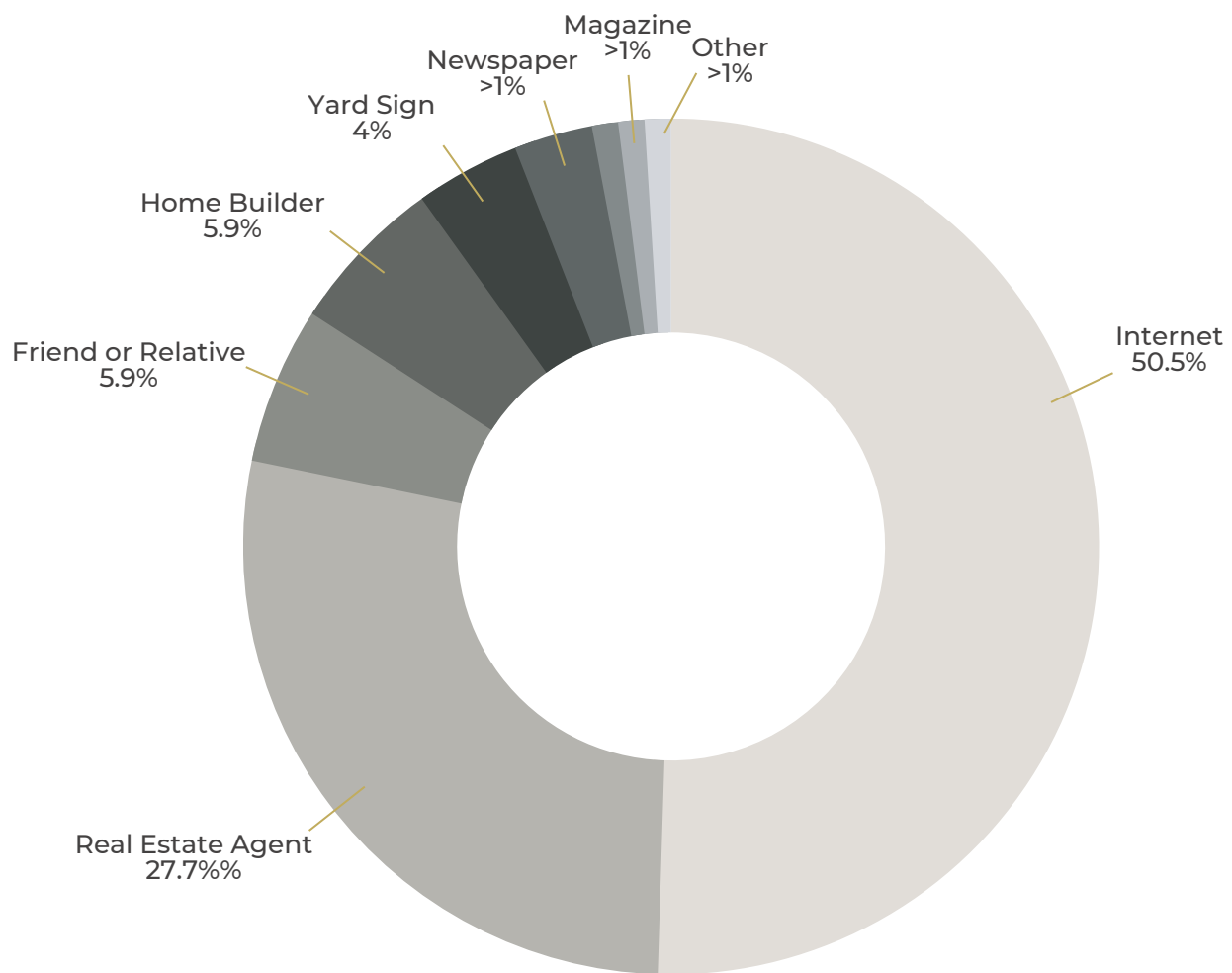
Say goodbye to the hassle of coordinating schedules and handing over keys! We've got a safer and more convenient solution in store for you - lockboxes! These nifty devices are a game-changer when it comes to showing your house. They give agents the freedom to access your property whenever they need to, all without bothering you, the owner.

OPEN HOUSES

Drumroll, please... We've cracked the code! After poring over countless surveys and data, we've uncovered the secret sauce to finding the perfect day to list your home and host an epic open house. We've taken it upon ourselves to do the research so you don't have to! Rest assured, we've found the magical formula that guarantees maximum exposure and foot traffic.

where do buyers

find their home



*2022 NAR HOME BUYER AND SELLER GENERATIONAL TRENDS

maximum

exposure

GET FEATURED

Let's get that fabulous property of yours seen by the right people! We're all about maximizing exposure, which is why we'll feature your home on the top home search sites and give it some serious social media love.

But we won't stop there - oh no! We're taking it to the next level by syndicating the listing to over 400+ other sites.

That's right, we're spreading the word far and wide to make sure your home gets noticed in all the right places.



OFFER



listing your home



home showings

FLEXIBLE

Flexibility is key! Let's be as accommodating as we can to the buyers' schedule. We don't want to miss out on any golden opportunities.

DAILY CLEANING

Stay on top of those pesky messes! Make sure to wipe down all kitchen and bathroom counters before you call it a day.

FURRY FRIENDS

Pets are awesome, but let's make sure they don't leave a trace. Clean up after your furry friends right away, and give their bedding a regular wash. Don't forget to hide the pet food and litter too. We want potential buyers to envision themselves in your home, whether they're pet lovers or not!

TRASH

Banish those pesky odors! Remember to empty the trash cans regularly to keep the home smelling fresh. Aim to empty them each night before you call it a day, so you'll wake up to a clean and pleasant atmosphere in the morning.

PERSONALS

Keep your prized possessions and medications secure! Make sure to store them out of sight in a safe spot.

INFORMED

Communication is key! Keep everyone in the loop about upcoming showings so they can tidy up their personal spaces.

ODORS

Go for subtle scents when cooking: Opt for neutral and simple ingredients to keep strong food odors at bay.

NATURAL LIGHT

Let the sunshine in! Maximize natural light by opening blinds and curtains. And don't forget to leave the lights on before you head out for a showing.

TEMPERATURE

Maintain a cozy room temperature - it speaks volumes! A comfortable temperature shows buyers that the HVAC system is in good working order.

VACATE

Let's set the stage for a comfortable experience. It's best to avoid having the seller present during showings to prevent any awkwardness. We want buyers to feel at home and take their time exploring the possibilities!



offers

Price is just one of many considerations when deciding which offer is best for your home. Here are some of the other factors that matter.

CONTINGENCIES

Less is more! Minimize contingencies for a stronger offer. And remember, shorter time periods are a valuable asset too.

ALL CASH BUYER

Cash is king! Sellers prefer cash offers since they don't have to worry about loan approvals from the bank.

PRE-APPROVAL

Simplicity is key! Conventional loans are the least complicated and most appealing to sellers. On the other hand, FHA loans may cause delays due to required repairs and approvals.

CLOSING TIMELINE

Time is of the essence! Choose the offer with the closing time that aligns with your needs - whether it's a quick closing for your next adventure or an extended closing to accommodate the readiness of your next home. Find the offer that suits you best!

CLOSING COSTS

High offer, added cost! Buyers can make a high offer, but sometimes they'll ask you to pay a percentage of their closing costs. Keep this in mind when considering their offer.

BUYER LETTER

Love letters matter! If you care about the future of your home, a buyer's letter could provide reassurance that you're selling to someone who'll cherish the home and your neighbors just as much as you did.

REPAIR REQUESTS

Repairs taken care of! If the home needs repairs but you don't have the time or money to handle them, consider a buyer who offers to do them for you. It might be just what you need!

OFFER PRICE

Price is important, but consider the whole picture! A high offer may not be the better one if it will end up costing you more in closing costs, repairs, or other factors. Look beyond the price tag!



negotiations

AFTER AN OFFER IS
SUBMITTED:

WE CAN:

- Accept the offer
- Decline the offer

Stand firm! If the offer falls far short of your expectations and there's no room for further negotiation, there's no need to continue with the deal. Stay true to your goals and keep looking.

- Counter-offer

A counter-offer is when you offer different terms to the buyer.

THE BUYER CAN THEN:

- Accept the counter-offer
- Decline the counter-offer
- Counter the offer

Negotiate away! Don't worry about limitations. You can go back and forth as many times as necessary until an agreement is reached or someone decides to walk away. Keep the lines of communication open!

OFFER IS ACCEPTED:

Ready, set, sign! You're now officially under contract and in the contingency period - a fanciful time when you check for any contingencies to get sorted out before signing on the dotted line. Let's get this show on the road!

Now inspections, appraisals, or anything else built into your purchase agreement will take place.



CONTRACT



to closing

inspections



FAQ

INSPECTION TIME FRAME
TYPICALLY 10-14 DAYS AFTER SIGNING
CONTRACT. NEGOTIATIONS USUALLY
HAPPEN WITHIN 5 DAYS

COSTS

NO COST TO THE SELLER. THE BUYER WILL
CHOOSE AND PURCHASE THE INSPECTION
PERFORMED BY THE INSPECTOR OF THEIR
CHOICE.

POSSIBLE OUTCOMES

INSPECTIONS AND POTENTIAL REPAIRS ARE
USUALLY ONE OF THE TOP REASONS A SALE
DOES NOT CLOSE.

COMMON PROBLEMS COULD BE

FOUNDATION, ELECTRICAL, PLUMBING,
PESTS, STRUCTURAL, MOLD, OR RADON

UPON COMPLETION:

BUYER CAN ACCEPT AS IS

BUYER CAN OFFER TO RENEGOTIATE

BUYER CAN CANCEL CONTRACT

WHAT IS INCLUDED

- Roof & Components
- Exterior & Siding
- Basement
- Foundation
- Crawlspace
- Structure
- Heating & Cooling
- Plumbing
- Electrical
- Attic & Insulation
- Doors
- Windows & Lighting
- Appliances (limited)
- Attached Garages
- Garage Doors
- Grading & Drainage
- All Stairs

home

appraisal



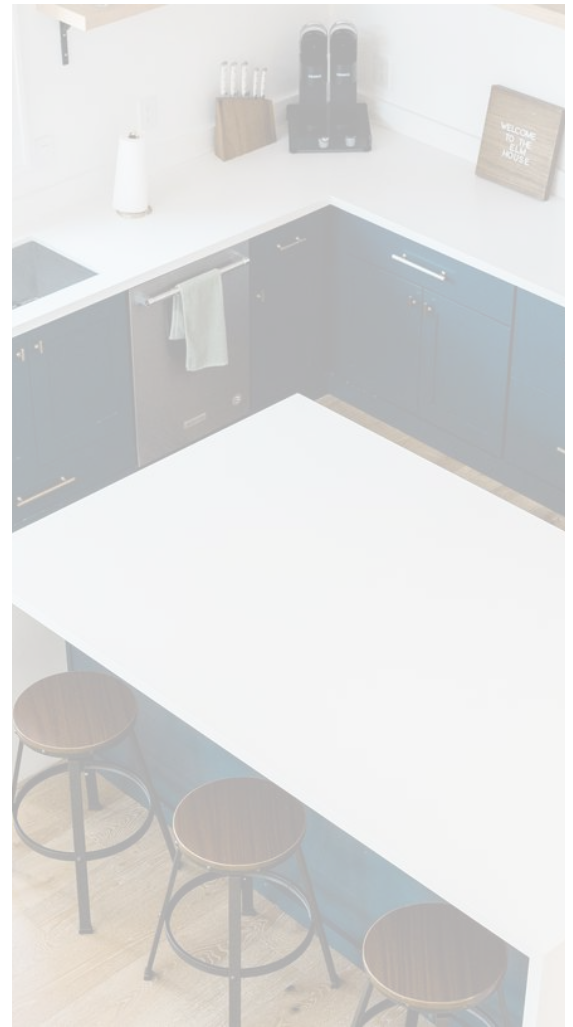
Loan alert! If the buyer needs a loan to buy your home, the bank will perform an appraisal to confirm the home's value matches the loan amount. As sellers, we want the property to appraise for the sale amount or higher. Contesting the appraisal is tough, but with a skilled agent, we can use smart strategies to showcase the home's value before the appraisal. Let's get the price right!

APPRAISAL COMES IN AT OR ABOVE SALE PRICE

You are in the clear, and closing can be begin!

APPRAISAL COMES IN BELOW SALE PRICE

- Renegotiate the sale price with the buyer
- Renegotiate with the buyer to cover the difference
- Cancel and re-list
- Consider an alternative all-cash offer



closing the sale



what to expect

It's closing time! This is when ownership of the property is officially transferred to the buyer through the exchange of funds and documents. The trusty escrow officer will carefully review the contract, determine payment responsibilities, prepare closing documents, oversee the closing process, ensure all outstanding debts are cleared, record the buyer's title, and make sure you receive any payments due to you. Phew, it's a lot, but we'll handle it all smoothly!

YOUR COSTS

Seller commonly pays:

- Mortgage balance & penalties if applicable
- Any claims against your property
- Unpaid assessments on your property
- Real estate agents, for payment of commission
- Title insurance policy
- Home warranty

WHAT TO BRING

Sellers need to bring to closing:

- A government picture ID
- House keys
- Garage door openers
- Mailbox and any other spare keys

AFTER CLOSING

Keep copies of the following for taxes purposes.

- Copies of all closing documents
- All home improvement receipts

FINAL



steps

FINAL STEPS FOR SELLERS

CANCEL POLICIES

Congratulations, the title transfer is complete! Reach out to your insurance agent to cancel your policy and get a refund for any prepaid premiums. One less thing to worry about!

CLOSE ACCOUNTS

Time to cut ties! Cancel your utilities and close those accounts. Don't forget to keep a handy list of phone numbers for each utility and entertainment company. Stay organized!

CHANGE ADDRESS

Let everyone know your new address. Submit a change-of-address form to the post office and make sure to notify everyone of your new address. Stay connected!

TURN EVERYTHING OFF

Taking care of the essentials! Before you leave, be sure to turn off the valves for the sinks, toilets, appliances, and water heater. Don't forget to switch off all light switches and fans as well. And lastly, give the electric company a call. Safety first!

DOCUMENTS

Secure those important documents! Store all closing documents, as well as the contract and other essential papers, in a safe place where they won't get lost or damaged. Keep them protected!

GATHER HOME PAPERWORK

Put together a packet of manuals, receipts, and any warranties as well.

CLEAR OUT PERSONALS

Time to move it all out! Make sure to empty out all your personal belongings completely. Don't forget to check every nook and cranny, including drawers, cabinets, and closets. Leave no stone unturned!

CLEAN

**Here's your checklist for a clean exit:

Clean cabinets, refrigerators, and all appliances both inside and out.

Give the garage a thorough cleaning.

Schedule trash pick-up before the closing day.

Leave your home in a condition you would love to find as a buyer. Happy moving!**

INCIDENTALS

Don't forget the keys! Place all house keys, remotes, gate keys, pool keys, and mailbox keys in a designated drawer in the kitchen. Keep them safe and sound for the next occupant.

FLOORS

Time to give those floors one last dance! Grab that vacuum and sweep away any lingering dust or dirt. Let your floors shine as if they were ready for a grand ball. Happy sweeping!

LOCK UP

Before you say goodbye, make sure to close all blinds, lock up the windows, and securely fasten the doors.

RECOMMENDED



resources



recommended resources

GENERAL CONTRACTOR

Business Name
123-456-7890
website.com



PAINTING

Business Name
123-456-7890
website.com



HOUSE CLEANING

Business Name
123-456-7890
website.com



FLOORING

Business Name
123-456-7890
website.com



ELECTRICIAN

Business Name
123-456-7890
website.com



PLUMBING

Business Name
123-456-7890
website.com

DECKING

Business Name
123-456-7890
website.com

FENCING

Business Name
123-456-7890
website.com

LANDSCAPING

Business Name
123-456-7890
website.com

CLIENT



testimonial

reviews



Sarah Smith

REALTOR®

"Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur."



Sean Smith

REALTOR®

"Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam"



Celestine Kara

REALTOR®

"Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. La pariatur."



Clark Kent

REALTOR®

"Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad, exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur."

what to expect

AT OUR CORE, WE VALUE HONESTY, TRANSPARENCY, AND INTEGRITY. WE BELIEVE IN TREATING YOU WITH THE UTMOST RESPECT AND BEING READILY AVAILABLE WHEN YOU NEED US.

OUR GOAL IS TO ALWAYS ACT IN YOUR BEST INTEREST, ENSURING THAT YOUR NEEDS AND PRIORITIES ARE OUR TOP PRIORITY.





Presented by:

SUSAN DAVIDSON

Homes of Idaho

FROM LISTED TO

sold!

SUSAN: 208-985-4461 : SUSAN@BOISERE.COM

HOME

HOMES ^{OF} IDAHO