

SELLERS ROAD MAP

The sellers road map will provide you, as a seller, a blueprint of what the journey we will go through together looks like. Many things can happen during a transaction and there are different types of sales. This blueprint is for a "traditional transaction". If you require a short sale, if you're in a divorce situation, probate sale, etc this outline is a great guide on what to expect as the foundation. Any other challenge presented, will be addressed when we meet and we will overcome it together during the transaction process.

1. I'M ON YOUR RADAR.

You found me and you're interested in learning more about me and my business practice. Give me a call at 858.925.3544 so we can chat for a few mins. I will ask you questions about your home, desires, timelines, and future plan. I will answer any questions/concerns you have. From here we will set an appointment for me to come out and take a look at your home.

2. GATHERING INFORMATION.

I will send you a pre-listing packet for you to review prior to me getting to your home.

3. THE SIT DOWN.

I come out to your house for the appointment. We will start by looking at your home together and I will take notes, we will then sit down at the kitchen table. First, we will discuss any questions you have from the pre-listing packet, from there we will dive into the meat and potatoes.

4. MOTIVATION.

During our meeting we will discuss your motivation to sell, comparable properties, price, etc. I will answer any question you have, and go over the current market with you. I will give you a full consultation, free of charge, on your property.

5. LETS MAKE A DEAL.

We decide we will work together, and sign the contract. From here I will send you an executed copy within 24 hours, and have my Transaction Coordinators (TC) introduce themselves to you.

6. LIGHTS, CAMERA, ACTION!

I will order photos to be taken. Within 24 hours of the photographer taking the photos, I will get an electronic copy and send them to you for your review.

7. GREEN LIGHT.

You love the photos, I have the information you want listed in the write up, and we launch your property on the MLS.

8.

Once the property is on the MLS, I will send you a copy for your review and approval. I want to make sure you know exactly what agents and buyers are looking at.

9.

Calls, emails, and texts will start coming in for showings.

10.

You will prepare your home for each showing. (We will go over what that looks like together at our initial consultation).

11. WE GET AN OFFER!

I will send you the offer for your review. From here we will discuss how to move forward. **We can move forward 1 of 3 ways:**

1. ACCEPT THE OFFER

2. REJECT THE OFFER

3. COUNTER THE OFFER

12. ACCEPTED OFFER!

Lets just say (for the purpose of this road map) we have come to an agreement with the buyer in writing. We now open escrow. CONGRATS!

13.

You will get an email from escrow and my TC within 24 hours. You will be given an escrow number, and disclosures to complete. These disclosures are time sensitive so please get them executed and sent back to us within 48 hours.

14.

We will allow the buyers to do their due diligence (review disclosures, get a home inspection, review reports, etc) within the time we agree on (typically 17 -21 days) in the contract.

15. SECOND ROUND OF NEGOTIATIONS.

The buyer got the home inspection report and there are some things called out that are broken, missing, not working properly, etc. The buyer may ask us to fix/replace these items, they also may ask for a credit. We will review the home inspection report together along with the request for repairs. From here we will decide what is a win-win for everyone.

16. BETTER THAN SANTA?

The time has come. On our contingency removal date (the 17-21 days mentioned in step 14), we will have contingencies removed by the buyer.

17. FUND AND RECORD.

The buyer has signed loan documents, lender will fund the loan and escrow will release for recording.

18.

I call you with confirmation of recording.

19. WE SHAKE HANDS

We shake hands, high five, and hug as you open the next chapter of your life, with the most money in your pocket you could possibly have!

20.

YOU RAVE ON VARIOUS SITES AND TO YOUR SPHERE OF INFLUENCE OF OUR JOURNEY TOGETHER.

TO RECEIVE A **FREE SELLER CONSULTATION** CONTACT KACIE MILLER VIA EMAIL OR PHONE. SHE WOULD LOVE TO HELP YOU SELL YOUR HOME AND **GET INTO THE HOME OF YOUR DREAMS TODAY!**