



# Vicki Patterson

S E L L E R S   G U I D E



SELLING YOUR HOME - FROM LISTED TO SOLD

# Contents

## **01 INTRODUCTION**

- A. Purpose of the guide*
- B. Benefits of selling real estate*
- C. Challenges of selling real estate*
- D. Importance of hiring a real estate agent*

## **02 PREPARING YOUR PROPERTY FOR SALE**

- A. Identifying repairs and renovations needed*
- B. Decluttering and depersonalizing the space*
- C. Staging the property*
- D. Enhancing curb appeal*
- E. Hiring a professional photographer*

## **03 PRICING YOUR PROPERTY**

- A. Determining market value*
- B. Setting a realistic asking price*
- C. Understanding the role of appraisals*
- D. Negotiating with potential buyers*

## **04 MARKETING YOUR PROPERTY**

- A. Developing a marketing plan*
- B. Creating effective property descriptions*
- C. Utilizing online and offline marketing channels*
- D. Holding open houses and private showings*

## **05 RECEIVING AND EVALUATING OFFERS**

- A. Understanding the elements of a real estate offer*
- B. Reviewing offers and responding appropriately*
- C. Counteroffers and negotiations*
- D. Finalizing the sale*

## **06 CLOSING THE SALE**

- A. Understanding the closing process*
- B. Working with an escrow company*
- C. Finalizing paperwork and transfer of ownership*
- D. Closing costs and fees*

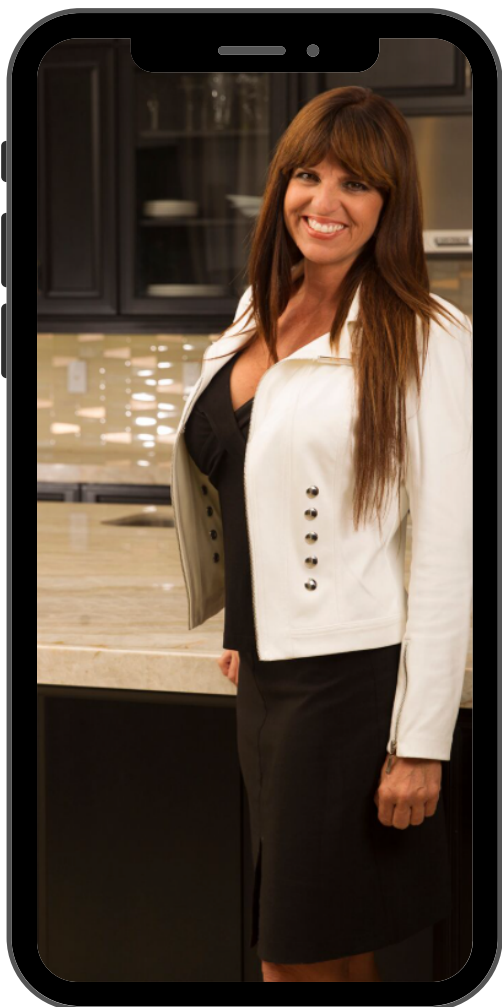
## **07 CONCLUSION**

- A. Recap of key points*
- B. Final thoughts and recommendations*
- C. My contact information*

# Introduction

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Selling a property can be a significant financial and emotional decision. This real estate seller's guide is designed to provide you with the information and resources you need to navigate the selling process successfully. Whether you are selling a residential or commercial property, this guide will help you understand how to prepare your property for sale, price it appropriately, market it effectively and ultimately close the sale. While the process can be challenging, hiring me makes all the difference. Let's get started!



Zillow Ratings



## About Me

### Vicki Patterson

I bring a plethora of fire, energy, experience, and knowledge into my Real Estate career, recognized as a top agent.

A South County local since childhood, I've resided in Dana Point since the 1970s and Capistrano Beach since 1988. My life-long investment in this area, along with her passion and integrity gives her a special insight on the community.

A proven business leader, providing her clients not only with outstanding service, but a powerful network of loyal clients in Orange County and international alike.

She is active in the community and gives her time freely as she founded the environmental nonprofit Stand Up To Trash in 2020.

I also volunteer my time with the SEAL Family Foundation, which provides support and assistance for the families of the Naval Special Warfare community.

## Get In Touch

### Vicki Patterson

DRE# 01945792

✉ [Vicki@VickiPatterson.com](mailto:Vicki@VickiPatterson.com)

☎ 949-413-3586



# Meet My Team

My team of experienced professionals is dedicated to helping you sell your home. We're here to provide guidance every step of the way.

Please feel free to reach out to us at any time if you have questions or need assistance.



## Kevin Hood / Real Estate Broker

We have grown our office by hand picking only the best agents. Our company is based on the belief that our customers' needs are of the utmost importance. Our entire team is committed to meeting those needs.

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## Al Rodriguez / Mortgage Broker

Area Manager & Senior Loan Officer

**NMLS ID# 230138**

621 S. El Camino Real, San Clemente, CA 92672 | Branch  
NMLS# 1871995

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## Kristin Taylor / Escrow Officer

Escrow Leaders. Kristin began her career as a receptionist and dedicated herself to learning every aspect of the escrow process from start to finish. Kristin's attention to detail, self-discipline, and willingness to learn continues to serve her well. As a cognizant professional who prides herself on her responsiveness, Kristin is well respected by her clients and truly has a passion for her work and clientele.

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## Steve Hann / Home Inspector



Camera Shy

A contractor turned home inspector, working in the field for over 30 years, Steven has been on my team for almost 10 years with a 100% satisfaction rate!

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# Purpose of The Guide

The purpose of this guide is to provide a comprehensive overview of the real estate selling process. Selling a property can be a complex and stressful process and this guide is designed to help you navigate it successfully. It covers everything from preparing your property for sale to closing the deal, providing you with the information and resources you need to make informed decisions throughout the process. By following the advice and recommendations outlined in this guide, you can increase your chances of selling your property quickly and at the best possible price.

## Benefits of selling real estate

Selling real estate can offer a variety of benefits, including:

- 01 Financial gain:** One of the most significant benefits of selling real estate is the potential for financial gain. Selling a property can provide you with a significant return on your investment, particularly if you have owned the property for a long time.
- 02 Flexibility:** Selling real estate offers flexibility in terms of timing. You can choose to sell your property when it makes the most sense for you, whether that's due to personal circumstances, financial considerations, or market conditions.
- 03 Moving on:** Selling a property can also provide you with the opportunity to move on to a new chapter in your life. Whether you're downsizing, upsizing, or simply looking for a change of scenery, selling your property can give you the freedom to pursue your goals.
- 04 Eliminating expenses:** Owning a property can be expensive, particularly if it requires regular maintenance or repairs. Selling your property can help you eliminate these ongoing expenses and free up your finances for other purposes.
- 05 Emotional closure:** Selling a property can also provide you with emotional closure, particularly if you have strong ties to the property. By selling the property, you can move on and focus on new experiences and opportunities.

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# What You Get When You Hiring Me As Your Real Estate Agent

By hiring me as your real estate agent, I'll be with you through every crucial step of the way . Here are some other reasons why:



## Knowledge and expertise

I have the knowledge and expertise to guide you through the selling process and a deep understanding of the local market. I will help you price your property correctly, market it effectively and negotiate with potential buyers.



## Professional network

I have a professional network that can be valuable in selling your home. My connections with other agents, as well as access to a pool of potential buyers across the state.



## Time-saving

Selling a property can be time-consuming, particularly if you are not familiar with the process. I'll handle the tasks involved in selling your property, including marketing, scheduling showings and negotiating with buyers.



## Legal expertise

I am familiar with the legal aspects of selling a property. I'll help you navigate contracts, disclosures and other legal documents, ensuring that the process is handled correctly.



## Maximizing sale price

I'm motivated to help you maximize the sale price of your home. I'll provide you with advice on how to prepare your property for sale and can negotiate on your behalf to get the best possible price.

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# Challenges of Selling Real Estate

Selling real estate can also present some challenges, including:

## Market conditions

The real estate market can fluctuate, and it may not always be favorable for sellers. Factors such as interest rates, economic conditions, and competition can all impact your ability to sell your property.



## Pricing

Pricing your property correctly can be challenging. Overpricing can lead to your property sitting on the market for an extended period of time, while underpricing can result in a lower sale price.



## Property condition

The condition of your property can impact its marketability. If your property requires significant repairs or renovations, it may be more challenging to sell, and you may need to adjust your price accordingly.



## Timing

The timing of your sale can also impact its success. Selling during peak season or when demand is high can result in a quicker sale and a higher sale price, while selling during a slower season or when demand is low can result in a longer time on the market and a lower sale price.



## Legal considerations

There are numerous legal considerations involved in selling real estate, including contracts, disclosures, and other documentation. Failing to handle these correctly can result in legal issues and complications.



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# Preparing Your Property For Sale



## IDENTIFYING REPAIRS AND RENOVATIONS NEEDED

- ✓ Conduct a thorough inspection of your property to identify any repairs or renovations that need to be made.
- ✓ Consider the age and condition of your property, and prioritize repairs that are essential for safety or functionality.
- ✓ Consult with a professional, such as a home inspector or contractor, to help you identify any issues that may affect the value of your property.



## DECLUTTERING AND DEPERSONALIZING THE SPACE

- ✓ Remove personal items, such as family photos and heirlooms, to help potential buyers envision themselves living in the space.
- ✓ Declutter your property to create a more open and spacious feel.
- ✓ Consider renting a storage unit to temporarily store excess items.





## STAGING THE PROPERTY

- ✓ Hire a professional stager to help you arrange furniture and decor in a way that highlights the best features of your property.
- ✓ Make sure each room has a clear purpose and is staged to show off its potential.
- ✓ Add small touches, such as fresh flowers or decorative pillows, to create a welcoming atmosphere.

## ENHANCING CURB APPEAL

- ✓ Make sure your property's exterior is well-maintained, with clean landscaping and a fresh coat of paint if necessary.
- ✓ Consider adding small touches, such as potted plants or a new front door, to enhance your property's curb appeal and make it stand out from the competition.



## HIRING A PROFESSIONAL PHOTOGRAPHER

- ✓ Hire a professional photographer to take high-quality photos of your property.
- ✓ Make sure your property is well-lit and staged before the photographer arrives.
- ✓ Use the photos in your marketing materials to showcase your property's best features and attract potential buyers.

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# Hire a professional photographer to take high-quality photos of your property.



- Hiring a professional photographer is an essential step in preparing your property for sale.
- High-quality photos are important in attracting potential buyers and showcasing your property's best features.
- Professional photographers have the expertise and equipment to capture your property in the best possible light, highlighting its unique features and making it stand out from the competition.
- Make sure your property is well-staged and well-lit before the photographer arrives to ensure the best possible results.
- Use the photos in your marketing materials, such as online listings and flyers, to attract potential buyers and generate interest in your property.

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# Pricing Your Property

*Pricing your property correctly is essential to attracting potential buyers and securing a sale. Here are some steps to consider when pricing your property:*

## Conduct a Comparative Market Analysis

- A comparative market analysis (CMA) involves analyzing similar properties in your area that have recently sold or are currently for sale.
- Look at the location, size, condition, and features of these properties to get a sense of what your property is worth.
- Consider working with a real estate agent to conduct a more in-depth CMA and get a better understanding of the local market.

## Determine Your Property's Unique Features

- Consider any unique features or upgrades that your property has that set it apart from other properties in the area.
- These features can increase the value of your property and may justify a higher asking price.

## Consider Market Conditions

- Consider the current state of the real estate market, including interest rates, supply and demand, and economic conditions.
- If the market is in favor of sellers, you may be able to ask for a higher price, while a buyer's market may require a lower asking price to attract potential buyers.

## Set an Attractive Asking Price

- Set an asking price that is competitive with other similar properties in the area.
- Avoid overpricing your property, as this can lead to it sitting on the market for a long time and may require eventual price reductions.
- Consider pricing your property slightly below market value to attract potential buyers and generate interest in your property.

## Be Prepared to Negotiate

- Be prepared to negotiate with potential buyers and consider making concessions, such as making minor repairs, to help close the deal.
- Working with me to help negotiate on your behalf and get the best possible price for your property.

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# Identifying repairs and renovations needed

*Before putting your property on the market, you might consider identifying repairs that need to be made.*

*Here are some steps to consider:*

## **1. CONDUCT A THOROUGH INSPECTION**

- Conduct a thorough inspection of your property, including all major systems (such as electrical, plumbing, and HVAC) and structural elements (such as the roof and foundation).
- Look for any signs of damage or wear and tear that may require repairs or replacement.
- Consider hiring a professional inspector to conduct the inspection, as they may be able to identify issues that you may have overlooked.



## **2. PRIORITIZE REPAIRS**

- Prioritize necessary repairs that are essential for safety or functionality.
- Consider any issues that may affect the value of your property, such as a leaky roof or outdated electrical system.
- Consider making cosmetic upgrades, such as repainting walls or replacing outdated fixtures, to make your property more attractive to potential buyers.

## **3. DETERMINE A BUDGET**

- Determine a budget for repairs and renovations, taking into account the expected return on investment.
- Consider working with a contractor to get an estimate for the work needed and to help you prioritize repairs.

## **4. DISCLOSE KNOWN ISSUES**

- Disclose any known issues with your property to potential buyers, as failing to do so can lead to legal issues down the line.
- Be honest and transparent about the condition of your property, and provide documentation of any repairs or renovations that have been made.

## **5. WE'LL DISCUSS THIS IN DETAIL AT OUR CONSULTATION**

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# Setting a realistic asking price

*Setting a realistic asking price is crucial to attracting potential buyers and ensuring a successful sale. Here are some steps to consider when setting a realistic asking price for your property:*

## **1. THE COMPARATIVE MARKET ANALYSIS (CMA)**

- A CMA involves researching recent sales of similar properties in your area to get a sense of what your property is worth.
- Look at the location, size, condition, and features of these properties to determine how your property compares.



## **2. CONSIDER YOUR PROPERTY'S UNIQUE FEATURES**

- Consider any unique features or upgrades that your property has that set it apart from other properties in the area.
- These features can increase the value of your property and may justify a higher asking price.

## **3. FACTOR IN MARKET CONDITIONS**

- Consider the current state of the real estate market, including interest rates, supply and demand and economic conditions.
- If the market is in favor of sellers, you may be able to ask for a higher price, while a buyer's market may require a lower asking price to attract potential buyers.

**\*\*Right now we are in a seller's market\*\***

## **4. SET A COMPETITIVE ASKING PRICE**

- Set an asking price that is competitive with other similar properties in the area.
- Avoid overpricing your property, as this can lead to it sitting on the market for a long time and may require eventual price reductions.

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# Understanding the Role of Appraisals

*Appraisals are an essential part of the real estate selling process, as they provide an unbiased estimate of your property's value which is effected any the buyer's loan.*

*Here are some things to consider when understanding the role of appraisals:*

## What is an Appraisal?

- An appraisal is a professional evaluation of your property's value by a licensed appraiser.
- The appraiser will consider various factors, such as the location, size, condition, and features of your property, to determine its value.
- The final appraisal report provides an estimate of your property's value, which can be used by lenders, buyers, and sellers to make informed decisions.

## How to Prepare for an Appraisal

- To prepare for an appraisal, ensure that your property is in good condition and free of any major repairs or issues.
- I'll provide the appraiser with any relevant information about your property, such as recent renovations or upgrades.
- I'll be present during the appraisal to answer any questions and provide additional information about your property.

## Why are Appraisals Important?

- Appraisals are important because they provide an objective estimate of your property's value.
- They are used with potential buyers to secure financing.

## When is an Appraisal Needed?

- Appraisals are typically required when a buyer is securing financing, as lenders will require an appraisal to ensure that the property is worth the amount being borrowed.

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By understanding the role of appraisals in the real estate selling process, you can be better prepared when working with with potential buyers.

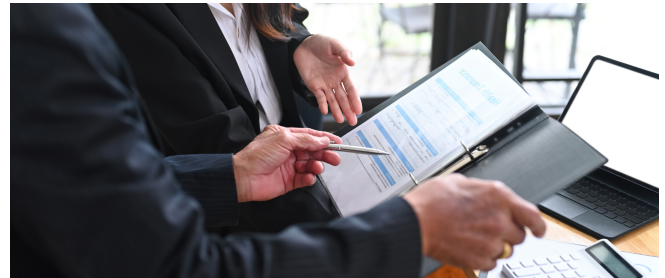
I'll help you navigate the appraisal process and make informed decisions.

# Negotiating with potential buyers

*Negotiating with potential buyers is the most important aspect of the real estate selling process, as it secures a successful sale and get the best possible price for your property. Here are some tips for negotiating with potential buyers:*

## 1 Stay Objective

- It's important to approach negotiations with potential buyers objectively and not take things personally.
- Remember that the goal is to reach an agreement that works for both parties.



## 2 Consider All Offers

- Consider all offers that come in, even if they are lower than your asking price.
- By working with me, we'll evaluate each offer and determine whether it meets your needs and expectations.

## 3 Be Willing to Compromise

- Negotiations often involve compromise, so be prepared to make concessions if necessary.
- Consider factors such as repairs when making a counteroffer.



## 4 Communicate Clearly and Effectively

- Effective communication is key when negotiating with potential buyers.
- Be clear about your expectations and priorities, and be open to discussing potential solutions.

## 5 Work with Me As Your Real Estate Agent

- I'll help you navigate the negotiation process and provide guidance and support.
- I have a fiduciary responsibility that includes disclosure, loyalty, care and diligence and confidentiality.
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# Marketing Your Property

*Marketing your property effectively is essential for attracting potential buyers and securing a successful sale. Here are some tips for marketing your property:*

# 1

## By Hiring Me As Your Agent

- I will help you create an effective marketing strategy that targets the right audience and highlights the unique features of your property.
- I will also provide guidance on pricing, staging, and other important aspects of the selling process.

# 2

## List Your Property Online

- Listing your property online is essential for reaching a wide audience of potential buyers. The MLS syndications reach all buyers across the country and international.
- Working with me as your agent, I'll create a compelling listing that includes high-quality photos, detailed descriptions and accurate information about your property.

# 3

## Use Social Media

- Social media can be a powerful tool for marketing your property.
- I'll share your listing on social media platforms such as Facebook and Instagram to reach a larger audience and generate interest in your property.

# 4

## Host an Open House

- Hosting an open house can be an effective way to showcase your property to potential buyers.
- We'll schedule an open house that is convenient for potential buyers and showcases your property in the best possible light.

# 5

## Consider Print Advertising

- We can discuss using print advertising, such as newspaper ads and flyers to be an effective way to market your property.
- I'll create eye-catching ads that highlight the unique features of your property and attract potential buyers.



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# Determining Market Value

*Determining the market value of your property is essential for setting a realistic asking price and attracting potential buyers. Here are some factors to consider when determining the market value of your property:*



## LOCATION

- ✓ The location of your property is a key factor in determining its market value.
- ✓ Properties located in desirable neighborhoods with good schools, amenities, and transportation options tend to have higher market values.



## SIZE AND FEATURES

- ✓ The size and features of your property, such as the number of bedrooms and bathrooms, the age and condition of the property, and any special features such as a pool or a fireplace, can also affect its market value.



## COMPARABLE SALES

- ✓ One of the most important factors in determining the market value of your property is the sales price of comparable properties in the same area.
- ✓ I'll provide you with a comparative market analysis (CMA) that compares your property to similar properties that have recently sold in the same area.



## MARKET CONDITIONS

- ✓ Market conditions, such as supply and demand, interest rates, and economic factors, can also affect the market value of your property.
- ✓ Working with me to stay up-to-date on market trends and conditions that may affect the value of your property.

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# Creating Effective Property Descriptions

*Creating an effective property description is key to marketing your property and attracting potential buyers. Here are some tips for creating a compelling property description:*

## Highlight Key Features

- Start your description by highlighting the key features of your property, such as the number of bedrooms and bathrooms, the size and layout of the property, and any special features such as a pool, a fireplace, or a stunning view.

## Be Honest and Accurate

- Be honest and accurate in your description, and avoid exaggerating or misrepresenting the property.
- Provide accurate information about the age and condition of the property, any renovations or upgrades, and any potential drawbacks or issues that potential buyers should be aware of.

## Highlight the Location and Surroundings

- Highlight the location and surroundings of your property, such as the neighborhood, nearby amenities, and transportation options.
- Use this information to create a sense of lifestyle and convenience for potential buyers.

## Use High-Quality Photos

- We'll use high-quality photos to supplement your description and showcase the unique features of your property.
- I work with a professional photographers to capture the best possible images of your property.



*By following these tips and creating an effective property description, we'll effectively market your property and attract potential buyers who are interested in your unique property features and lifestyle.*

# Utilizing Online and Offline Marketing Channels

*Marketing your property through a combination of online and offline channels is essential for reaching a wide audience of potential buyers. Here are some effective marketing channels to consider:*

## Online Marketing Channels

### 01. Real Estate Websites

- Listing your property on real estate websites, such as Zillow, Redfin and Realtor.com, can expose your property to a large audience of potential buyers.

### 02. Social Media

- Social media platforms, such as Facebook and Instagram, can be effective for promoting your property to a targeted audience.
- Use high-quality photos and descriptive language to showcase the unique features of your property.

### 03. Email Marketing

- Email marketing can be an effective way to reach potential buyers who have expressed interest in your property or similar properties.
- I have an extensive email list and will send regular updates about your property.

## Offline Marketing Channels

### 01. For Sale Sign

- Placing a for sale sign on your property is a simple but effective way to attract potential buyers who are driving or walking by.

### 02. Open Houses

- Hosting open houses can give potential buyers the opportunity to view your property in person and ask questions.
- We'll schedule open houses and promote them through online and offline channels.

### 03. Print Advertising

- Print advertising, such as brochures and flyers, can be effective for promoting your property to a local audience.
- I'll create high-quality print materials that highlight the key features of your property.

*By utilizing a combination of online and offline marketing channels, we'll reach a wide audience of potential buyers and increase the visibility of your property. By working with me, your trusted real estate agent, I'll create a comprehensive marketing plan that includes a mix of online and offline channels.*

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# Holding Open Houses and Private Showings

*Open houses and private showings are important components of the selling process, as they allow potential buyers to view the property in person and ask questions. Here are some tips for holding successful open houses and private showings:*

## Open Houses

### 01. Schedule at the Right Time

- Schedule your open house at a time that is convenient for potential buyers, such as on a weekend or in the evening.

### 02. Promote the Open House

- Promote your open house through online and offline channels to attract a wide audience of potential buyers.
- Use high-quality photos and descriptive language to showcase the unique features of your property.

### 03. Prepare the Property

- Prepare your property for the open house by cleaning, decluttering, and staging the space.
- Make sure the property is well-lit and smells pleasant.

### 04. Provide Information

- I'll provide potential buyers with information about the property, such as a brochure or flyer with details about the features and benefits.

## Private Showings

### 01. Schedule at the Right Time

- I'll schedule private showings at a time that is convenient for you and potential buyers, such as in the evening or on a weekend.

### 02. Prepare the Property

- Prepare your property for private showings by cleaning, decluttering, and staging the space.
- Make sure the property is well-lit and smells pleasant.

### 03. Be Available

- I'm always available to answer questions and provide information about the property.
- I'll provide potential buyers with a brochure or flyer with details about the features and benefits.

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# Receiving and Evaluating Offers

*Once you have received an offer on your property, it's important to carefully evaluate it and work with me to negotiate the terms of the sale. Here are some steps to follow when receiving and evaluating offers:*

## Review the Offer

- Carefully review the offer and make sure you understand the terms and conditions.
- Consider the price, proposed closing date and any contingencies or special requests.

## Work with Me to Negotiate the Offer

- We'll negotiate the terms of the sale, including the price and any contingencies.
- Consider counteroffers and work to find a mutually acceptable agreement.

## Accept the Offer

- Once you have reached an agreement with the buyer, accept the offer and move forward with the sale.
- To ensure a smooth closing process I have the best escrow company in the business.

## Counter Offer

- If the offer is not acceptable to you, work with me to submit a Counter Offer that outlines the new terms.
- Or continuing to market the property to attract other potential buyers.

*By carefully evaluating offers and working with me to negotiate and finalize the terms of the sale, you can ensure a successful and profitable transaction.*

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# Closing the Sale

*Closing the sale is the final step in the process of selling your real estate property. It involves completing all the necessary paperwork, transferring ownership, and receiving payment.*

*Here are the key steps involved in closing the sale:*

# 1

## Work with An Escrow Company

- An escrow company is a neutral third party responsible for preparing the necessary paperwork and facilitating the closing process.
- I've worked with Escrow Leaders for over 10 years for smooth and easy transactions.

# 2

## The Escrow Officer

- The escrow officer works with us directly ensuring everything is on time.
- Reviews all documents carefully and makes sure you understand everything.

# 3

## Transfer Ownership

- Transfer ownership of the property to the buyer by signing the deed and other necessary documents.
- Work with your closing agent to ensure that all legal requirements are met and the transfer is completed properly.

# 4

## Receive Payment

- Receive payment for the sale of the property in the form of a wire transfer.

# 5

## Close the Sale

- Once all the paperwork is signed, ownership is transferred and payment is received, the sale is officially closed.
- Congratulations on successfully selling your property!

# Home Selling Checklist



## Preparing Your Property for Sale

- Identify repairs and renovations needed
- Declutter and depersonalize the space
- Stage the property
- Enhance curb appeal
- Hire a professional photographer



## Pricing Your Property

- Research market values
- Set a realistic asking price
- Understand the role of appraisals
- Negotiate with potential buyers



## Marketing Your Property

- Determine market value
- Create effective property descriptions
- Utilize online and offline marketing channels
- Hold open houses and private showings



## Receiving and Evaluating Offers

- Understand the elements of a real estate offer
- Review offers and respond appropriately
- Consider counteroffers and negotiations
- Finalize the sale



## Closing the Sale

- Understand the closing process
- Work with a real estate attorney
- Finalize paperwork and transfer of ownership
- Understand closing costs and fees



## Additional Considerations

- Prepare for contingencies, such as inspections and appraisals
- Consider potential tax implications
- Notify utility companies of the upcoming sale
- Hire a reputable moving company, if needed

# Testimonials

“ Vicki's expertise in the market, staging, marketing and negotiating multiple offers was second to none. She is a professional who serves her clients very well and delivers results. And when we had closed our deal she also assisted in helping us find a rental. We recommend her highly and will use her again when/if the time comes. ”

Erin Lloyd

“ Last year, my wife and I decided we wanted to return home to be with our families in southern California. Vicki was with us the whole way. She helped us explore neighborhoods and cities we were excited about. She found us a helpful financial team that made buying the home possible. She also meticulously followed all the paperwork and contacted everyone necessary to put us in our dream home. We wouldn't be in our home today without her and I wouldn't recommend anyone else for your real estate needs. ”

Matthew Brown

“ We had a wonderful experience working with Vicki to sell our property. We live in a very competitive market area and Vicki used an entire tool kit of marketing resources to position the property in the best possible light. She guided us through the process of how to stage the home and then coordinated the professional photography and printed quality brochures. She was always available to answer questions and was eager to do open houses. She doesn't just let the market determine your timeline, she went above and beyond to get our house noticed by interested buyers. Vicki worked hard to get the best possible value for the property and the escrow team was a pleasure to work with at closing. ”

Cynthia Hull




I pride myself on making every step of the process easy and comfortable. Giving you the information you need to make informed decisions.

I'm passionate about the work I do.

Because I love what I do, I have a drive that ignites me to do my best.

-Vicki





“From the pricing, advice,  
open house, to the closing,  
it has been seamless. I  
couldn’t be happier and  
you would not regret  
choosing Vicki as your  
agent!!.”

Jody McGuire, Seller

# Final Thoughts and Recommendations:



Selling a real estate property can be a complex and challenging process, but it can also be a rewarding and profitable experience. It is important to be well-prepared, work with experienced professionals, and understand the nuances of the real estate market. By following the steps outlined in this guide, you can maximize your chances of a successful and stress-free transaction.

## Contact Information:

I'll provide guidance and support throughout the entire selling process, from preparing your property for sale to closing the deal. I look forward to working with you!

## Get In Touch

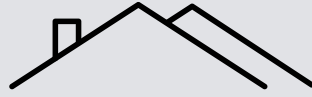
**Vicki Patterson**  
**DRE #01945792**

✉ [Vicki@VickiPatterson.com](mailto:Vicki@VickiPatterson.com)

☎ 949-413-3586

GREENTREE PROPERTIES





# Ready to get started?



By signing a contract today, I can start what is called a 'Coming Soon' status. That means, I have 30 days before it goes Active to market your home. Most of the time I can get it SOLD within hours of Active status.

**I'm looking forward to helping you and your family!**

Vicki Patterson



