

WFG NATIONAL TITLE COMPANY

HOME SELLER'S *Guide*

YOUR QUICK OVERVIEW TO SELLING YOUR HOME



PRESENTED TO YOU BY NATALIE FABIAN
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KEYSWITHNATALIE.COM



step ONE

GETTING STARTED

Welcome! Selling your home can feel overwhelming and like a loss of direction on where to begin. This guide can help answer some questions through the home selling process. I look forward to working with you anevery step of the way.

As your agent, I will intitiate a seller's consultation. I will guide you through the process, negotiate offers, and help you earn top dollar for your house. You want to make sure that your real estate agent is as invested in this sale as you are. Any questions that pop up during the home selling process is okay to ask! Agents have access to a wide variety of resources that is not readily available to the public. They can help you determine the best price and time to sell.

COST BREAKDOWN

SALES COMMISSIONS

Will work with you on a commission plan that best fits you and the transaction.

CLOSING COSTS

Closing costs are usually 1% of the sale price.

PHOTOGRAPHY

Provide a professional photographer for every listing.

HOME REPAIRS

Home improvements are optional, but bigger repairs can keep the deal from closing.

UTILITIES

If you plan to move out before you sell your home, you'll want to continue paying for water and electric.

TAXES

This can include property taxes, capital gains or transfer tax.

MOVING COSTS

HOME SELLING

blueprint

1

CONNECT WITH AN AGENT

Match with an agent you feel comfortable with who will work with your desired price & value.

2

DETERMINE PRICING

Work with your Realtor to get the market value of your home.

3

LISTING YOUR HOME

Your home will go live on the market for sale.

4

HOME PREP

Clean and declutter your home to get ready for viewings.

5

SHOWINGS

Create a flexible plan to accommodate potential buyers to view the home.

6

MARKETING

Your Realtor will market your home in the mail & social media for an open house.

7

HOME OFFERS & UNDER CONTRACT

Time to review and negotiate offers. A legal contract is created between you and the buyer.



closing day

Sign your final documents and prepare for your move.
Congratulations you've sold your home!

step TWO

THE LISTING PRICE

WHAT DETERMINES THE PRICE?

You have some options in order to price your home for sale:

- You can engage with a third party home appraiser, who will perform an analysis on your home and the neighborhood.
- You can get your real estate agent to perform an analysis on other homes for sale in the area.

Setting a reasonable listing price is one of the most important aspects in the entire home selling process. If you list too high, you might not get any offers and it can take you a while to sell your home. Alternatively, if you price too low, you might be missing out on a greater return on your investment.

THINGS TO NOTE



- Financial & Market Readiness
- Preparation & Presentation
- Marketing & Listing
- Timing & Next Steps
- Repairs & Inspections
- Closing Costs & Logistics

step THREE

LISTING

DURING HOME TOURS

Your real estate agents will use their network to ensure that your listing is as visible as possible, and reaches the appropriate audience. As an option, a sign can be provided for your front yard to let passerby's know of your intentions to sell.

NEXT STEPS

- Provide pricing analysis
- Recommend or staging
- Arrange professional photos
- Create & post listing (MLS, online)
- Install sign and lockbox
- Promote home through online marketing and email
- Network with agents & buyers
- Host open houses



step FOUR

HOME SHOWINGS

For the first few weeks/ weekends, make sure that your calendar is flexible for showings. This will help provide potential buyers a greater number of viewing options. Private viewings as well as open house viewings will be set up during the first few weeks of listing your home.

✓ You should make arrangements for pets and children during viewing times, to help make the viewing experience as pleasant and distraction free as possible.



step FIVE & SIX

HOME STAGING

PREPARING YOUR HOME

The way you style your home can be a make it or break it point for a potential buyer. They have to be able to picture themselves living in your space, so be mindful of what you leave visible to viewers. You can hire or rent professional props and decorators to help stage your home. Consider getting professional photos taken as these determine the first impression the potential buyer will have of your house.

AS A REMINDER: ✨

Put away any personal photographs, memorabilia, and artifacts as it will look like clutter to a potential buyer. You can replace photos with wall art.

HOME SHOWINGS CHECKLIST



- Improve landscaping and boost curb appeal
- Complete as many repairs as your budget allows (unless selling as-is)
- Repaint the home with a fresh, neutral coat of paint
- Remove personal items and family photos to depersonalize the space
- Deep clean the entire home (consider hiring a professional before listing)
- Eliminate odors, especially pet and smoke smells
- Keep décor and furniture simple to highlight space and size

step SEVEN

UNDER CONTRACT

The offer will officially become binding once the buyer and the seller both agree to the terms of the contract (which includes the price). Some things that need to occur before the closing process can commence: Home inspection | Title Search | Final walk through with the buyer

OFFERS & NEGOTIATIONS

During this time, you will be able to accept the offer, negotiate and make a counteroffer, or reject the offer. If you receive multiple offers, your real estate agent will help you negotiate with the buyers to find a price that you are happy with. Be prepared for obstacles and hiccups! They can happen during this phase, but that doesn't mean the sale is over.

Ensure that the process is transparent and that all information provided to the buyers is accurate and up to date. Once agreed on, the negotiated purchase price is paid to the seller and any other associated fees.

Closing day

WHAT TO EXPECT

Closing is the final step in your home selling process. You will take a final walk-through with the buyer just before closing to assure that negotiated work has been completed and everything is in working order. The closing process itself requires a lot of paperwork and patience. Be prepared with all and any documents required by the title company or loan officer.

The deed to the house will be delivered to the purchaser. The ownership is transferred to the purchaser. Any other documents including financing, insurance, and legal documents are exchanged. Congratulations, you've now sold your home!



KEY RESOURCES

useful information

EMERGENCY SERVICES

Fire / Police / Ambulance	911
Poison Control.....	602-253-3334
Maricopa Animal Control	480-676-3290
Gas Leak.....	602-271-4277

CITY INFORMATION

City of Goodyear	623-932-3910
City of Buckeye.....	623-349-6000
Phoenix City Hall	602-262-6659
City of Scottsdale	480-312-6500
Tempe.....	480-967-2001
City of Glendale.....	623-930-2000
Litchfield Park City Hall.....	623-935-5033
City of Peoria.....	623-773-7340
Avondale City Hall	623-333-1000

UTILITY COMPANIES

Arizona Public Service (APS)	602-371-7171
Salt River Project.	602-236-888
Southwest Gas	877-860-6020
AmeriGas.....	623-937-9227

LAW ENFORCEMENT

Phoenix Police Dept.....	602-262-7626
Goodyear Police Dept.....	623-932-3910
Buckeye Police Dept	623-349-6400
Buckeye Fire Dept	623-386-4421
County Sheriff's Dept	602-876-1853
Rural/Metro Fire Prevention	480-945-6311
Animal Control/ Licensing	602-506-7387

** Highlight the most important information and save to your mobile contacts!*

let's pack up

A quick snapshot checklist to ensure a smooth relocation during your move.

1 MONTH TO GO

- Call moving companies for quotes.
- Decide on items to discard, donate, or sell.
- Inform schools & arrange enrollment.
- Collect packing boxes and materials.

3-2 WEEKS DOWN

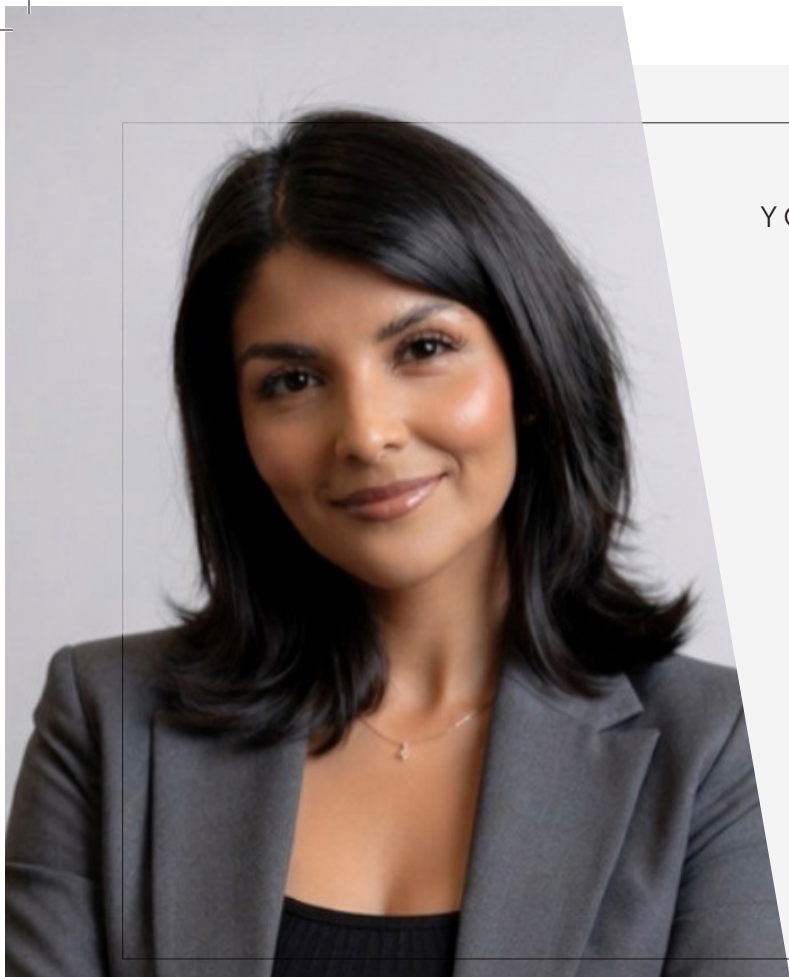
- Start packing items.
- Update your address with the post office.
- Secure legal, medical & insurance records.

DAYS BEFORE MOVING

- Arrange utility activation/cancelations.
- Pack essentials for the first days.
- Prepare your car for the trip.
- Reconfirm travel arrangements.

MOVING DAY

- Point out all or any fragile items.
- Review your inventory.
- Stay until movers are finished.



YOUR TRUSTED GUIDE IN THE VALLEY

NATALIE FABIAN

REALTOR® | PAK HOME REALTY



**PAK
HOME
REALTY.**

Hi, I'm Natalie Fabian – wife, mom of two, and Realtor behind Keys with Natalie. With over 10 years of experience in banking, finance, and client education, my passion has always been helping people feel confident in their financial decisions and future goals. Before real estate, I worked at a nonprofit women's resource center helping families with budgeting, financial planning, and creating pathways toward homeownership – an experience that shaped the heart behind how I serve my clients today. As a Realtor, my goal goes beyond helping you buy a house. I'm here to educate, create a strategy that fits your goals, and help families build long-term wealth through homeownership. Whether you're ready now or just exploring your options, I'm committed to guiding you every step of the way with honesty, support, and no pressure.



let's talk
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Not intended as a solicitation if you are currently working with a real estate agent.

