Home Seller's Guide



OUR PROMISE TO YOU

At The Barbeau Group, we are dedicated to more than just getting your home sold; we are committed to making the process as pain free and quick as possible. We promise to provide you with unparalleled support throughout your home-selling journey.

From the initial consultation to the moment you hand over your keys, we will be there to guide you, offering expert advice and insight every step of the way. We pledge to uphold the highest standards of integrity and professionalism, ensuring that every decision is made with your best interests in mind.

Our goal is to make your experience as smooth and stress-free as possible, giving you confidence and peace of mind in your sale. Your satisfaction is not just our priority—it's our guarantee.

Chris and Kohlee Barbeau

TEAM LEADERS





OUR TEAM

Chris Barbeau

REALTOR® / Broker Associate

DRE #01309258

Before real estate, Chris worked as a troubleshooter and re-organizer for 15 years in corporate operations management. This work took him around the country, from California to Tennessee to Colorado and then back to California where he was born and raised.

This corporate work has allowed him to hone his skills as a problem solver,
project manager, and customer liaison. These skills transitioned well into the real estate industry, where he has been both a high-producing Sales Associate and Manager for 22 years.

He served as President of the Tulare County Association of Realtors in 2014 and was awarded Realtor of the Year in 2018. He continues to be active in the real estate industry serving on many committees.



The Barbeau Group Real Estate

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Kohlee Barbeau

REALTOR®
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Born and raised in the Central Valley, Kohlee returned to her roots in 2003 after earning a Bachelor of Arts in Liberal Studies at San Francisco State University and a career in the tech industry that took her around the country. She has been a licensed, full-time REALTOR® since 2011 and prides herself on being an expert in guiding clients through the home buying or selling process.

Whether using the latest technology to help clients preview properties and digitally sign documents, or providing an in-person consultation or property tour, Kohlee always puts her clients first, explaining every step of the process, She is an Accredited Buyer's Representative by the National Association of REALTORS® helping buyer's throughout the valley find their dream home.



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9 THINGS TO DO BEFORE YOU LIST YOUR HOME

Today, the home that stands out among similarly-priced houses is the home that sells. Why? Because it makes a good first impression that lasts right to the settlement table.

1. Exterior

Curb appeal starts here. Make sure you have a trimmed lawn and well-proportioned shrubs. Remove garden hoses, lawn tools, the dog house and toys from the yard. Check for flatfitting roof shingles, straight lines on gutters, shutters, windows and siding, and solid caulking around frames and seams.

2. Foyer

Its atmosphere gives a hint of what's inside. Lighting is key. **For showings, turn on every light in the house** for a welcoming glow. Make sure the house smells fresh and clean, woodwork is unmarred and carpeting spotless. A fresh coat of paint in a neutral tone is a good investment. Remove worn rugs.

3. Living Room

Strive for a lived-in, cozy feeling. Discard chipped or frayed furniture. Open curtains. Furnishings throughout the house should be well placed and in good condition. Remove personal photos.

4. Kitchen

Many buyers judge the house by the way the oven and stove are kept. Appliances should be spotless and in perfect working condition. Replace or repair anything (within reason) that sticks, squeaks or drips. Counters, cabinets and eating spaces should be kept uncluttered without countertop appliances.

5. Primary Bedroom

This is one of the most appealing rooms to the buyer. Keep furnishings uncluttered and define areas (for example, sleeping, dressing and sitting) by furniture arrangement. Show the true size of closets by removing or packing items that can be stored.

6. Bathrooms

Practicality combines with attractiveness. Your sink, toilet, bathtub, tile and shower curtains should be immaculate. Fix leaky faucets and repair caulking and grouting.

7. Garage

The perfect garage holds only cars in an uncluttered space. Sell, give away or toss unnecessary articles. Clean the cement floor. Have strong overhead lighting. Make sure any storage area is orderly and tidy.

8. Basement

Organize, hang tools on pegboards and put items on shelves. Change the furnace filter and make inspection access easy.

9. Attic

Tidy it up and light it up. Pack anything you're going to move. Get rid of the rest. Be sure your attic fan/air vent works.

10. Pets

Make a plan for a place to lock pets up for showings and clean up yard waste and toys before your potential buyers take a look.



YOUR MARKETING PROCESS



Over 95% of buyers search for homes online, and we pledge to make sure they find yours first! We feel that promoting your home through multiple websites and platforms is key to exposure.

SOCIAL MEDIA

Your home will have a presence on platforms such as Facebook, Instagram, and more, hitting all demographics & utilizing cutting-edge marketing tactics.

INDUSTRY EXPOSURE

Advertising for your home will appear on MLS, in virtual tours, on our website and on the Broker Open House. We'll also promote your home to top agents in the area directly through the local Association of Realtors.



STAGING & PHOTOGRAPHY

Optimize your home's potential through recommending STAGING changes proven to provide greater financial returns and a quicker sale. Position your home to show off its best qualities through PROFESSIONAL PHOTOGRAPHS and compelling descriptions utilized in collateral materials given to agents and buyers

COLLATERAL

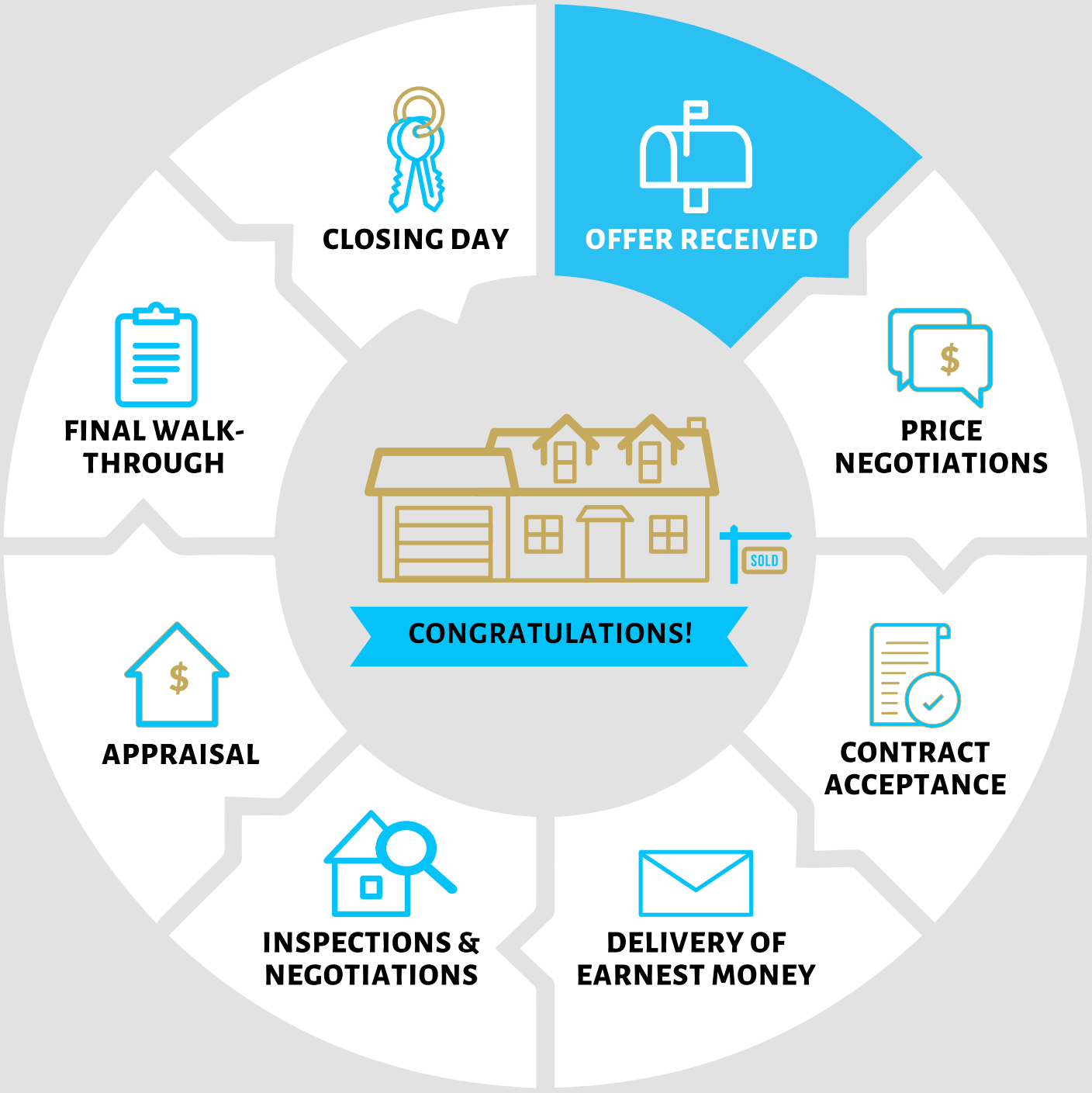
Your home will be exposed to a wide audience with open houses, neighborhood door-knocking, yard signs, flyers, and brochures that utilize modern design and your home's professional photography

COMMUNICATION

We follow-up and communicate often, encouraging feedback from potential buyers we have been shown your home, and open house visitors. Communication is the key.

The Barbeau Group
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THE TRANSACTION PROCESS



1

OFFER RECEIVED

Once an offer comes, we will meet with you to discuss the price, terms, and contingencies of the offer so that you can make an informed decision on how to proceed.

2

PRICE AND TERMS NEGOTIATIONS

You have three options, you can accept the offer, you can reject the offer, or we can craft a counter offer for you so that you can request the price and terms you are happy with.

3

CONTRACT ACCEPTANCE

It's good for both parties! You and the buyer have agreed upon the terms and price for the home. The contract is signed, and has been sent to the escrow and title company. We're in escrow folks!

4

DELIVERY OF EARNEST MONEY

The buyer will deliver the earnest money deposit to the title company within 72 business hours after contract acceptance. Your home will be marked "Pending" while the buyer inspections are completed on the property. In the first 7 days, we will give the buyers all of the disclosures on your home.

5

INSPECTIONS & NEGOTIATIONS

The typical contingency period for the buyer to do inspections, get loan approval, and check on the ability to get insurance is 17 days. Once this has been done, the buyer may request repairs or credits, to negotiate. All parties will sign an amendment agreeing to repairs or credit, if applicable.

6

APPRAISAL

The buyer's lender will order an appraisal of the home. The appraiser will schedule with us a time to view your home in order to determine value and safety. The home will need smoke detectors, CO2 detectors and the water heater will need to be strapped. That valuation is given usually within a week after appraisal.

7

FINAL WALK-THROUGH

Typically right before the close of escrow, we will walk through the home with you to ensure the home is in the same condition as the day all parties went into contract. We will also review completed repairs at this time as well.

8

CLOSING DAY

Congrats! Escrow has now closed upon the agreed upon date in the contract. The transfer of ownership and funds occurs at this point and the property is on record!

The Barbeau Group use their experience and expertise to help you determine the best price for your home.

WHY IS REALISTIC PRICING IMPORTANT?

- To attract the maximum number of buyers. Pricing a home too high could take it off the radar of some potential buyers.
- Typically produces a greater monetary return.
- Increases the likelihood to sell within your timeline.
- Longer market time could mean lower offers.
- Long exposure can lead to buyers not making an offer for fear “something is wrong” with the house.
- Overpriced listings may fail to appraise.
- Buyer’s agents may avoid overpriced listings.



TOP QUESTIONS ANSWERED FOR HOME SELLERS

- **What is a home inspection, and do I need one?** A home inspection is an assessment of a property's condition performed by a qualified inspector. It's highly recommended for the buyer as it can reveal problems that could require costly repairs later on. Even if you get a home inspection prior to listing your home for sale, the buyer most likely will get their own inspection.

- **How long does it take to sell a home?** The process can take anywhere from a few weeks to several months, depending on market conditions, loan approval processes, and whether any issues arise during property inspections or negotiations. We will discuss with you the average time on the market for a home like yours during our consultation. Once in contract, the average escrow period is 30-45 days.

- **Do I have to pay the buyer's agent's commission?** This is part of the negotiation process as it may be requested on any offer you receive. Most buyers do not have the cash on hand to cover their down payment, closing costs, mortgage insurance, and their buyer agent commission so I would expect to receive this request.

- **What happens if I need to sell this home in order to purchase my next home?** We can help negotiate your sale and your purchase in such a way that they can close concurrently.





WHAT CAN YOU EXPECT AFTER CLOSING?

- Client Events
- Newsletters
- Info on Fun Events in Your Community
- Resources for all Things
- Home Maintenance Reminders
- Fun Pop-Bys
- A Friend for Life

GLOSSARY OF ESSENTIAL TERMS

Amortization: The process of spreading out a loan into a series of fixed payments over time. The payments go towards both principal (the amount borrowed) and interest.

Appraisal: An estimation of a home's market value by a licensed appraiser, typically required by lenders to ensure the property is worth the loan amount.

Capital Gains Tax: A tax on the profit realized on the sale of a non-inventory asset. In real estate, it's the tax paid on the profit from the sale of property or an investment.

Closing: The final step in executing a real estate transaction where the title is transferred from the seller to the buyer, and all necessary payments are made.

Closing Costs: Expenses over and above the price of the property that buyers and sellers normally incur to complete a real estate transaction. These costs can include loan origination fees, title insurance, and appraisal fees.

Contingency: A condition outlined in a real estate contract that must be met for the transaction to proceed. Common contingencies include home inspections, financing, and appraisals.

Deed: A legal document that grants ownership of a property; it contains the names of the old and new owners and a detailed description of the property.

Down Payment: An initial payment made when something is bought on credit. In real estate, this is a percentage of the home's price that is paid upfront and is not financed through the mortgage.

Equity: The difference between the market value of a property and the amount still owed on its mortgage. It represents the portion of the property that you truly own.

Escrow: An account held by a third party on behalf of the transacting parties. It is used in real estate to hold funds, including the buyer's earnest money, and the documents related to the property until the transaction is completed.

Home Inspection: An examination of a property’s condition, usually performed by a qualified inspector before the sale is finalized. This inspection can reveal issues that may not be obvious and can affect the sale.

GLOSSARY OF ESSENTIAL TERMS

Lien: A legal right or claim against a property by a creditor. Liens must be paid off when the property is sold.

Mortgage: A loan typically taken out to purchase a property. The borrower agrees to pay back the loan over a set period of time, along with interest.

Points: Fees paid directly to the lender at closing in exchange for a reduced interest rate. This is also known as "buying down the rate," which can lower your monthly mortgage payments.

Pre-Approval: A lender's assessment of a borrower's financial status to determine how much money they can borrow, what interest rate will be offered, and what the terms of the loan will be.

Refinancing: The process of obtaining a new mortgage, usually with better terms, to replace an existing mortgage.

Reverse Mortgage: A financial agreement where a homeowner relinquishes equity in their home in exchange for regular payments, typically to supplement retirement income.

Title: A legal document evidencing a person's legal right to ownership of a property.

Title Insurance: Insurance that protects the holder from loss due to defects in the title to a property, except for those exceptions listed in the insurance policy.

Underwriting: The process a lender uses to assess the risk of lending money to a homebuyer based on credit, capacity, and collateral.

Zoning: Government (usually local) regulations for controlling land use; zoning laws dictate how properties in specific areas can be used.



ADDITIONAL NOTES



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