

The background image shows a bright, modern living room. In the foreground, a dark round coffee table holds a stack of books, a glass sphere with a gold ring, a small bronze horse figurine, and a white braided candle. Behind it, a white sofa with a brown cushion is visible. In the background, white built-in shelves hold various decorative items including framed art, a lamp, and a vase with white flowers. The overall aesthetic is clean and sophisticated.

# THE SOLD PLAYBOOK

YOUR HOME-SELLING TO-DO LIST



# Dear homeowner—

You're taking the first step towards a huge life milestone: selling your home – Congratulations! This guide is your resource for each phase of selling, including questions to ask yourself and checklists that will make this process as seamless as possible. Let's get started, shall we?!

*-Wendy Danner*





# Seller's Roadmap

- 01 \_\_\_\_\_ Choose  
Your Agent
- 02 \_\_\_\_\_ Prepare  
Your Home
- 03 \_\_\_\_\_ Strategic  
Pricing
- 04 \_\_\_\_\_ Staged vs.  
Vacant
- 05 \_\_\_\_\_ Modern  
Marketing
- 06 \_\_\_\_\_ Showing  
Your Home
- 07 \_\_\_\_\_ Closing  
Process

STEP ONE

# Choose Your Agent

## What to look for in a real estate agent

The right real estate agent should have an in depth understanding of your goals, the *current* market, and a commitment to pair creative marketing with ongoing communication in finding the right buyer & price for your home.



## About me

With a law degree from SMU and a strong foundation in business and real estate, I bring strategic insight & hands-on experience to every transaction. I aim to make the buying and selling process feel seamless and stress-free. Whether guiding first-time buyers or seasoned investors, my clients can trust me for thoughtful advice, strong advocacy, and results-driven service.

## STEP TWO

# Prepare Your Home

### Consider home repairs

Most buyers gravitate towards homes that are move-in ready.

Making repairs ahead of listing your home will boost the sale price & keep the sales process moving quickly once a buyer shows interest.

### Property walk through

Your agent should walk the home with you to determine what repairs and upgrades are worthwhile to make before listing. Think about your home from a future buyer's perspective.

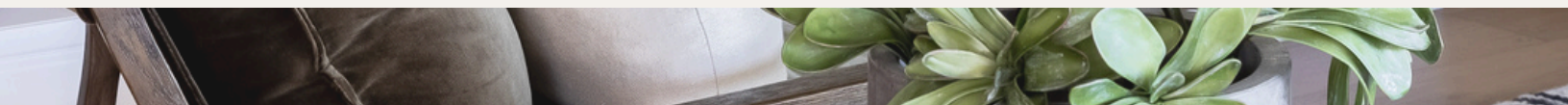
### Small improvements that make a big difference

- Deep cleaning
- Decluttering & depersonalizing
- Making minor repairs
- Sprucing up the exterior



"Buyers decide in the first 8 seconds of seeing a home if they're interested in buying it. Get out of your car, walk in their shoes and *see what they see within the first 8 seconds.*"

BARBARA CORCORAN



# Listing Preparation Checklist

## DEEP CLEAN

- Vacuum carpets, sweep & mop floors, & wipe down surfaces
- Clean windows (interior and exterior)
- Clean appliances (inside and out)
- Wipe down cabinets, counters, tables & backsplash
- Scrub sinks, showers, tubs & toilets
- Eliminate odors with baking soda & by opening windows

## CURB APPEAL

- Lawn care: Mow the grass, trim bushes, weed & clear debris
- Landscaping: Add fresh plants & flowers
- Power wash: Clean the driveway, walkways, siding & deck/patio
- Front door: Repaint or clean the door, remove cobwebs & polish hardware
- Gutters: Ensure gutters and downspouts are free of debris

## DECLUTTER & DEPERSONALIZE

- Clear out personal items, papers, toys, and excess decor to create a clean and neutral space
- Declutter and organize closets, cabinets, and garage
- Donate or store extra furniture & belongings
- Remove fridge magnets & other personal mementos

## REPAIRS & MAINTENANCE

- Minor issues: Patch holes, fix leaky faucets or creaky doors
- Paint: Refresh walls & trim with neutral colors to appeal to more buyers
- Lighting: Replace burned-out bulbs & update or repair fixtures
- HVAC: Clean or replace air filters & confirm systems are running properly
- Appliances: Confirm all appliances are clean & working
- Hardware: Tighten loose door knobs and cabinet pulls

# Strategic Pricing

01 \_\_\_\_\_

Your property attracts the most interest when it is first listed.

02 \_\_\_\_\_

Properties that are priced correctly from the beginning typically sell for more in the end.

03 \_\_\_\_\_

Overpriced homes sit on the market longer.



Your agent should *thoroughly evaluate the market* to determine the value of your home and price it appropriately.



# PRICING STRATEGIES PRICING STRATEGIES



## BELOW MARKET VALUE

- + The home will generate interest
- + A quicker sale is likely
- + May receive multiple offers
- Risk of selling at a lower price



## AT MARKET VALUE

- + No appraisal issues
- + Buyers will recognize a fair price
- + Listing will appear on more relevant buyer searches



## OVER MARKET VALUE

- Home will take longer to sell
- More hesitation from buyers
- The home might not appraise by the buyer's lender



# Staged vs. Vacant

The key is nailing the first impression with buyers—

Staging can be a great tool to help buyers imagine themselves in your space.

There are also cases when a move-in ready vacant home can be just as appealing.

I work with my clients on a case-by-case basis to determine what works for their unique home & situation.

Together with your agent, you can create *warm & inviting atmosphere* that makes buyers excited to be there— vacant or staged!



# Modern Marketing

It's an agent's job to bring the seller a buyer at the *terms & price* they want. A mix of *digital & traditional* marketing is how to achieve it.

## 01 DIGITAL MARKETING

More than likely, the first place a buyer will see your home is on the internet.

Work with an agent who will maximize your home's visibility online with digital marketing including:

- Photo & video
- Social media marketing
- Email marketing
- Targeted ads

## 02 TRADITIONAL MARKETING

Traditional marketing strategies are also important for reaching the right buyer

Work with an agent who offers robust traditional marketing strategies, including:

- Open houses & showings
- Broker previews
- Postcards to neighbors
- Yard sign captures

# Showing Your Home

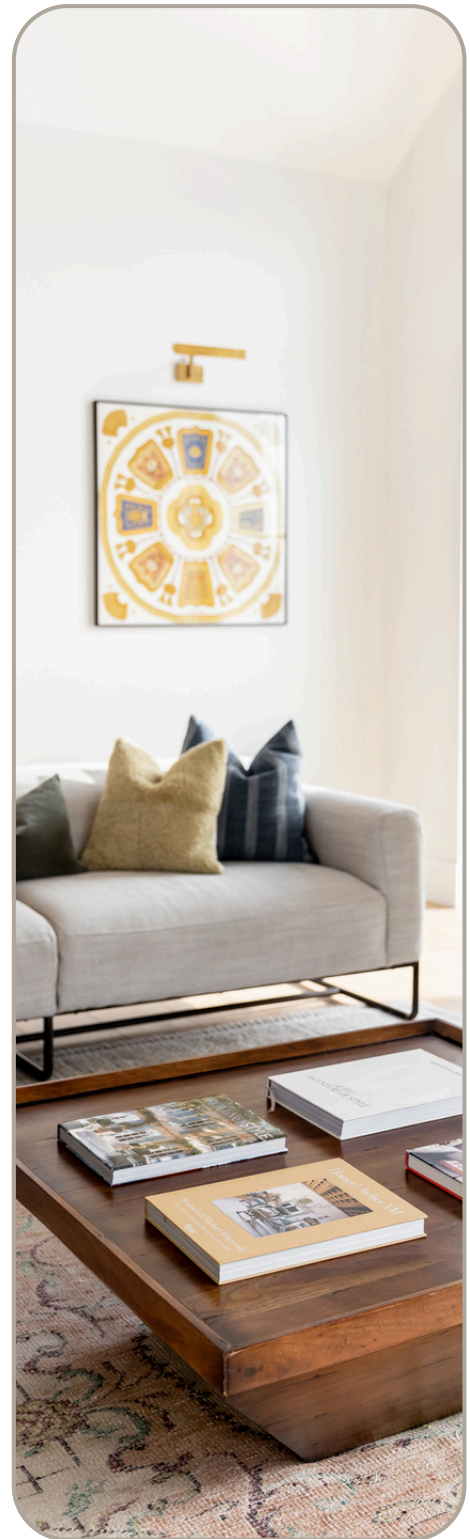
## Next up - Showing time!

Together with your agent, you'll decide on parameters for welcoming interested buyers your home.

Your agent will provide you with an electronic lockbox to store keys. Anytime it is accessed your agent is notified.

### BEST PRACTICES FOR SHOWINGS

- Electronic lockbox is utilized
- Showings are designated for pre-qualified buyers only
- 30-minute tours
- Owner has stepped out
- Pets are secured or vacated
- Feedback is gathered & shared with owner



# Showing Preparation Checklist

## INTERIOR

- Remove personal items & excess decor
- Wipe down counters, tables & surfaces
- Vacuum carpets, sweep & mop all floors
- Turn on lights & open blinds
- Open windows briefly to neutralize odors
- Don't over do it with candles or scents
- Ensure temperature feels comfortable

## EXTERIOR

- Mow lawn, trim bushes & clear weeds
- Sweep porch, clean doors & hardware
- Clean windows (inside & out)
- Clear leaves & debris
- Arrange patio furniture neatly
- Clean outdoor areas
- Remove cars from driveway

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## GET GRANULAR

### Living Room

- Fluff pillows & cushions
- Fold blankets neatly or store them
- Store remote controls & clutter

### Kitchen

- Clear & wipe countertops
- Put away dishes & empty sink
- Take out the trash
- Clean appliances (inside & out)
- Hide sponges & dish soap

### Pet Prep

- Remove pet beds, toys & food bowls
- Eliminate pet odors

### Bedrooms

- Make all beds neatly
- Put away laundry & clothes
- Clear nightstands/ dressers of clutter
- Open blinds & curtains for light

### Bathrooms

- Close toilet lids & shower curtains
- Wipe down mirrors & countertops
- Hang clean towels neatly
- Put away personal items
- Empty trash cans

### Final Touches

- Turn on all lights
- Open all blinds & curtains
- Store & secure valuables



# Closing Process

If priced and marketed correctly, your home will start to receive offers! The closing process begins once you accept an offer. These are the major milestones to expect:

01

## Escrow

The buyer deposits earnest money into a neutral escrow account, which holds funds until the transaction is complete.

02

## Buyer's Option Period

The buyer orders an inspection to ensure the property's condition is clear of major issues.

03

## Loan Approval & Appraisal

The lender orders an appraisal to confirm the home's value meets or exceeds the purchase price. The lender approves the buyer for the mortgage.

04

## Final Walkthrough

Before closing, the buyer conducts a final walkthrough to confirm the property's condition is as-expected.

05

## Closing Day

The buyer signs documents, pays closing costs, receives keys, and takes possession, while the seller receives the sale proceeds.

06

## Packing & Moving

Time to celebrate and start to move! Congratulations!

# What Clients are Saying



Wendy was ALWAYS available for home tours, and we asked for alot! My husband was constantly texting her listings that he wanted to see, and she always made herself available with a smile on her face. Her responsiveness was incredible. She kept a close eye on the highly sought after area that we wanted, and the day that something became available, she got us in to see it that morning. We had a contract that afternoon, and we closed within the month! Work with Wendy, you'll be glad you did!

**BRIAN & MISTY**

I can't say enough positive things about my wonderful agent, Wendy! Both of our real estate transactions went beyond smooth. Wendy was such a pleasure to work with and super knowledgable.

**DANNY & MIA**



Wendy was a big help to us when we needed to sell several investment properties... She found qualified buyers, handled every detail, & even drove us to each closing. She was very knowledgeable about real estate; & always professional. We highly recommend Wendy & will continue to use her for all our real estate needs.

**RON & SHARON**

# What You Can Expect Working With Me

## *I'm Curious*

I want to have a clear understanding of your goals, who you are, and what your home means to you.

## *I'm Committed*

I bring my A-game to every transaction, and I'm committed to achieving the best outcomes for my clients.

## *I'm Proactive*

I'm always one step ahead, anticipating potential roadblocks and finding creative solutions to overcome them.

## *I'm Personal*

I believe in building relationships on mutual respect (and some humor!). I've found this is what leads to the best outcomes.

My goal is to help homeowners get the best price and terms for their home. Shoot me a message if you have any questions about the sales process or what working together could look like - I'm here to be a resource to you!



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## Next Steps?

- Ready to list your home? Call or text me!
- Want a free home valuation? Send me your address & I'll prepare one for you.
- Not sure if you're ready? Follow me for news & insights on real estate in Texas.

Follow me on  
Instagram!



WORKWITHWENDYDFW

