

Seller's Guide



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HOME

Seller's

GUIDE



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SELLER'S GUIDE

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MEET OUR TEAM

We're here to guide you through the process!



Nikki Alden-Team Leader
REALTOR®



Jason Weitzel-Buyers Agent
REALTOR®



Laura Ballard-Showing Agent
REALTOR®

WHAT YOU CAN EXPECT FROM US

Honesty & Integrity
Loyalty & Respect
Responsive & Timely
Expert Guidance



MEET YOUR REALTOR

Hi, I'm Nikki!



Nikki Alden has a passion for real estate, and helping clients achieve their goals. She has been a licensed Realtor for 19+ years. Nikki has dedicated countless hours helping clients buy and sell property consistently earning Ohio Assoc. of Realtors Presidential Sales awards placing her among the top 10% of Realtors Nationally as well as earning a place within Cleveland Real Producers Top 500. She has extensive knowledge, experience and expertise in your local market!

In her free time, Nikki can be found volunteering in the community, traveling and enjoying nature and the outdoors!

Let's Connect



330.618.4845



NikkiAldenRealtor@gmail.com



www.NikkiAlden.com



2101 Front St. #200 Cuyahoga Falls

You can also find me on:



MEET YOUR REALTOR

Hi, I'm Jason!



Jason Weitzel is here to help you with all of your real estate needs! With 3 years of experience under his belt, combined with his background in construction and home remodeling, he is the best agent to have by your side. He has developed great negotiating skills and having the eye and knowledge for potential repairs or wanted upgrades will be a bonus when working with him! As a North East Ohio native he is extremely familiar with our areas and we value his knowledge and expertise!

In his free time, Jason can be found in his wood shop crafting projects, traveling and also enjoys anything outdoors!

Let's Connect



330.734.8117



JweitzelRealestate@gmail.com



www.NikkiAlden.com



2101 Front St. #200 Cuyahoga Falls

You can also find me on:



WHY CHOOSE US?

Proven Results, Trusted Expertise

Bringing

19+ years of experience in Real Estate, over
\$65,000,000 in home sales with
Over 350 reported sales completed, and 150 in just the last 5
years

Ranked

In the Top 10% of Ohio Realtors
Cleveland's Real Producers Top 500
OAR Award of Distinction

Our Company

One of the fastest growing publicly traded Brokerages in North America.
Rapidly growing real estate firm reporting now 31,000 agents across all 50
states, D.C and 5 Provinces in Canada.

Ranked #6 in national sides & #5 in national volume(RealTrends verified)
Agent centric with leading edge technology

THE HOME SELLING PROCESS

Taking You From Listed to Sold



Pre-Listing Preparation

- 1 Schedule a tour of your home with your agent.
- 2 Discuss any potential repairs, upgrades or staging to be completed before listing your home.
- 3 Establish an asking price based on the current market and comparable property listings.
- 4 Prepare your home to be photographed and put on the market.

COMMISSION RULE CHANGES

What is it and what does it mean for you?

There have been major changes in real estate that could impact the sale of your home. Starting August 17, all buyers will be required to have a signed agreement with their agents just to walk through the door of a home listed for sale. These agreements ensure that buyers' agents are paid by either the buyer or the seller.

What does it mean for you?

Now instead of setting an amount to give to the buyers agent, we have the power to negotiate with the agent how much, if anything, you want to contribute to the buyer's agent's compensation. It still can be very wise to offer that you are open to negotiating this.

- The Multiple Listing Service (MLS) will no longer display compensation to buyer brokers but will allow you to indicate if you're open to offering concessions on behalf of the buyer.

- You can choose to offer concessions, be open to negotiation, or provide nothing at all.

- This shift gives you more control over your selling strategy and the ability to potentially increase your profit from the sale.


**We are seeing more offers requesting seller-paid concessions since they can no longer be displayed on the MLS with many of these buyers needing this new assistance. There may be some cases where the buyer does not ask for any at all. You'll have the flexibility to decide how you wish to handle these offers.

PRICING YOUR HOME TO SELL

Our Pricing Strategy

The market value of your home is based on a combination of factors including:

- ✓ The Current Market
- ✓ Comparable Listings
- ✓ Location
- ✓ Neighborhood
- ✓ Age of the Home
- ✓ Condition of the Home
- ✓ Improvements

 Pricing strategy plays a key role in the home selling process, and can mean the difference between selling right away or sitting on the market for weeks or months.

It's important to understand that the amount you want for your home may not be a realistic price for the market, and the amount of money you have spent on it does not determine the market value.

YOUR PROPERTY

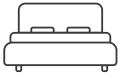
10909 Penfold Ave. Garfield Hts., OH 44125



SQUARE FEET: 1778



LOT SIZE: 0.13



BEDROOMS: 3



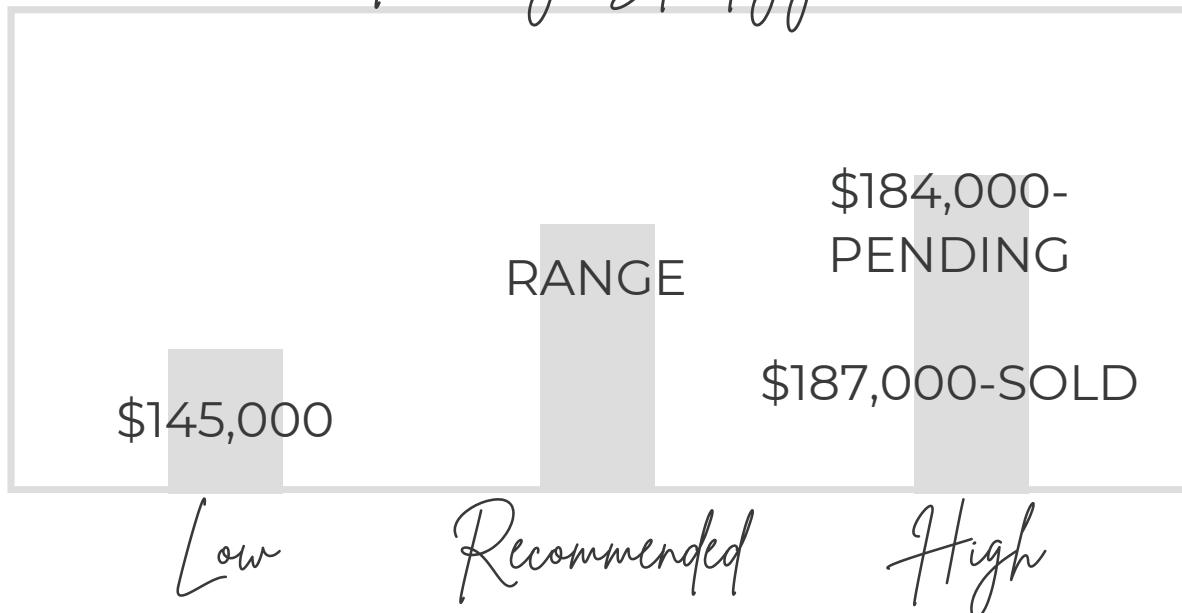
BATHROOMS: 2



GARAGE: 2 CAR



Pricing Strategy



7 EASY CURB APPEAL TIPS

To Make Buyers Fall in Love

1 FRESH COAT OF PAINT ON THE FRONT DOOR

Make a great first impression of your home with a freshly painted front door. Evaluate the condition of your home's exterior paint as well as the front steps, patio and railings. A fresh coat of paint can make all the difference!

2 ADD FLOWERS TO THE FRONT PORCH

Sometimes the simplest things can make the biggest difference. New planters on the front porch filled with beautiful, vibrant flowers will make your home appear more inviting, warm and welcoming.

3 PRESSURE WASH THE DRIVEWAY

While a dirty, oil stained driveway gives the impression of a home that may need some work, a pressure washed driveway and walkway presents a clean, well maintained home.

4 UPDATE EXTERIOR LIGHT FIXTURES

Replace faded, builder grade exterior lighting with new, up to date fixtures. Shiny new fixtures will brighten up your home at night, and look clean and polished during the day. Evaluate the front door handle and lockset as well.

5 KEEP THE LAWN & GARDEN TIDY

An abandoned looking yard makes buyers think the home might be neglected, but a freshly cut lawn and well manicured gardens shows a well cared for home. Be ready for showings by staying on top of lawn mowing.

6 ADD OR REPLACE HOUSE NUMBERS

Clear, crisp numbers that can be seen from the street make your home easier to find as well as giving the overall appearance a little boost. You may also want to evaluate the condition of your mailbox.

7 ADD A WELCOME MAT

Add a brand new welcome mat to greet buyers as they walk through the front door. Even the smallest details like these can make a home feel more inviting.

PHOTOS & SHOWINGS PREP

Get Ready to Sell - Checklist

Having your home photographed is an important first step in getting ready to sell. Photos are buyers first impression of your home, and they need to be able to envision it as their own. This checklist gives you recommendations to get your home photo-ready, as well as preparing it to be shown to future buyers.

THINGS YOU CAN DO AHEAD OF TIME

INSIDE

- Clear off all flat surfaces - less is more. Put away papers and misc. items.
- Depersonalize: take down family photos and put away personal items.
- Clear off the refrigerator: remove all magnets, photos and papers.
- Replace burnt out light bulbs and dust all light fixtures.
- Deep clean the entire house.**
- Touch up paint on walls, trim & doors.

OUTSIDE

- Increase curb appeal: remove all yard clutter and plant colorful flowers.
- Trim bushes and clean up flower beds.
- Pressure wash walkways and driveway.
- Add a welcome mat to the front door.

PRO TIP

Don't be tempted to shove things inside closets! Curious buyers look in there too.

ON THE DAY OF PHOTOGRAPHY OR SHOWINGS

KITCHEN

- Clear off countertops, removing as many items as possible.
- Put away dishes, place sponges and cleaning items underneath the sink.
- Hang dish towels neatly and remove rugs, potholders, trivets, etc.

BATHROOMS

- Remove personal items from counters, showers and tub areas.
- Move cleaning items, plungers and trash cans out of sight.
- Close toilet lids, remove rugs and hang towels neatly.

IN GENERAL

- House should be very clean and looking it's best.
- Lawn should be freshly mowed and edged.
- Move pet dishes, toys and kennels out of sight.
- Make beds, put away clothing, toys and valuables.
- Turn on all lights and turn off ceiling fans.

PRO TIP

Before a showing, make sure there are not any lingering cooking aromas, pet odors, or other strong smells. This can be a deal breaker to some buyers.

TOP 5 WAYS

to Prep Your Home to Sell Fast

1 START WITH THE RIGHT PRICE

Homes that are priced strategically from the beginning are much more likely to sell faster than those that are priced too high for the market. Comparing similar homes in your area that have sold and that are currently for sale will help determine a fair market price to list your home.

2 DEPERSONALIZE & MINIMALIZE

To make your home feel more spacious, try to minimize as much of your belongings as possible. No clutter around the house lets buyers see your house and not your things. They need to be able to picture your home as their own, so put away the family photographs. Evaluate what you can potentially live without for the next several months and start packing. It all needs to be packed anyway, so you might as well get a head start!

3 CLEAN, CLEAN & THEN CLEAN SOME MORE

Everyone loves a clean home, so clean yours like you've never cleaned before! Show your home at its best with a spotless kitchen, super clean bathrooms, and shiny floors. You don't have to live like a clean freak forever, but buyers are sure to appreciate your efforts!

4 MAKE HOME MAINTENANCE A PRIORITY

Preparing to sell often requires putting some money and work into your home. When buyers see repairs that need to be done, they start looking for what else could be wrong with the house. This could cost you thousands off your asking price or even risk losing the sale. Being proactive and completing home repairs before listing will help selling go smoother and quicker. You can even have a pre-listing inspection done if you want to avoid the possibility of surprises later on.

5 BE READY & WILLING TO SHOW

Showing your home is an important part of the selling process, and being accommodating to showing requests will increase the likelihood of finding a buyer. Keep your home as "show ready" as possible at all times so that you can quickly tidy up on short notice and leave your home (taking your pets with you) before the potential buyers arrive.

LISTING YOUR HOME

Putting Your Home on the Market



MLS Listing

Your home will be put on the MLS where it can be seen by other real estate agents who are searching for homes for their buyers. Your listing will also be posted on all of the real estate websites like Zillow and Realtor.com where potential buyers will be able to find your home.



Signage

A For Sale sign will be placed out in front of your home, as well as Open House signs before an open house takes place.



Lock Box & Showings

A lock box will be put on your door once your home is on the market. It's best for sellers not to be present at the time of showings, and a lock box allows agents who schedule showings to access your home with interested buyers.



Open House

An open house will be strategically scheduled to get more buyers into your home. Open houses are a great way to get more exposure and allow buyers that aren't ready to sign a buyer agreement and chance to view your home.



Walkthrough Videos

We will create a virtual walkthrough video to use in social media and online marketing, giving your home more exposure!

OUR MARKETING STRATEGY

For Maximum Exposure

When we list your home, your listing will receive maximum exposure using our extensive marketing techniques.

Online Marketing

Your home will be featured in our extensive online marketing campaign as well as sent out to active buyers who are currently looking for homes just like yours!

Network Marketing

Your listing will be shared with our extensive network of real estate agents to increase your home's visibility.

Social Media Marketing

We use a variety of social media networks like Instagram and Facebook to get the word out about your listing.



OFFERS & NEGOTIATIONS

Factors to Consider

Accepting the highest price offer seems like a logical choice, but there are many factors to consider when reviewing an offer and knowing your options lets you come up with a plan that works best for you.

CASH OFFER

Some sellers accept a lower priced cash offer over a higher priced loan offer because there are typically less issues that come up, like for example a loan falling through. Consider your timeline and finances to evaluate if it is worth accepting a lower offer for a faster closing and often a much simpler process.

CLOSING DATE

Some buyers may be looking to move in as soon as possible, while others may need more time in order to sell their own house. You may be able to select an offer based on a timeframe that works best for you, or you might have to be more flexible in order to close the deal.

CLOSING COSTS

Closing costs fall under the buyer's list of expenses, but buyers may ask the seller to pay for a portion, or all of this expense, as part of the sale negotiation.

CONTINGENCY CLAUSES

A contingency clause is a qualifying factor that has to be met in order for the buyer to move forward with the sale. Contingency clauses often include details of financing, inspections and home sales, and the terms can be negotiated between the parties. The contingency allows the buyer to back out of the contract without penalty if the terms are not met.

UNDER CONTRACT

Steps Before Closing

Once you and the buyer have agreed on terms, a sales agreement is signed and your home is officially under contract.

Inspection

Property inspections are done to make sure that the home is in the condition for which it appears. If the property inspector finds any issues, the buyer can decide if they want to back out of the contract or renegotiate the terms of the sale.

Possible Repair Requests

After an inspection, buyers may have repairs they would like completed before purchasing your home. Typically there is room for negotiation, but some of these items can be deal breakers. It is necessary for both parties to come to an agreement on what will be repaired and what will not, and if there will be a price deduction in order to accommodate for the repairs.

Appraisal

If the buyer is applying for a loan, the bank will request an appraisal to confirm that the home is worth the loan amount. The appraisal takes into account factors such as similar property values, the home's age, location, size and condition to determine the current value of the property.

Final Walk Through

Before a buyer signs the closing paperwork, they will come to the home to do a final walk through. This last step is to verify that no damage has been done to the property since the inspection, that any agreed upon repairs have been completed, and that nothing from the purchase agreement has been removed from the home.

CLEARED TO CLOSE

Congratulations, You've Made it to Closing!

Closing is the final step in the selling process. On the day of closing, both parties sign documents, funds are dispersed, and property ownership is formally transferred to the buyer.

CLOSING EXPENSES FOR SELLERS CAN INCLUDE:

- Title insurance policy
- Home warranty
- Real estate agent commissions
- Recording Fees
- Property Taxes (split with the buyer)
- Remaining balance on mortgage
- Any unpaid assessments, penalties or claims against your property

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SUCCESS STORIES

Here's what our Clients are Saying

“

Nikki is a great realtor. She is knowledgeable about an often confusing process, is always available with answers, and quickly responds to questions. I always felt like I was in good hands! She helped me achieve a better outcome than I thought was possible! I would have no hesitation using her again or recommending her to anyone seeking help in selling real property.

- Norma B



”



“

Loved working with Nikki. I had a complicated sale and she rolled with it like a pro!! Super patient and had answers for me and I asked a ton of questions. Would definitely work with her again!

- Michele D



”



“

Five stars, hands down!! If you're looking for a realtor with experience and knowledge, who is good at strategizing and keeps you CALM through the entire process, Nikki Alden is the BEST! Nikki helped me as a buyer of a home in Cuyahoga Falls back in 2017 and then again, just recently, as a seller of my, now, husband's home in Sagamore Hills. She is professional, but also very personable and responds instantly to any phone call, text or email! You can tell she loves real estate and definitely works for you! Thank you Nikki!!!

- Jessica B



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Sell with Confidence

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