



Realest

THE SHOP ON SOUTH MAIN · CROWN POINT

A TWO-PAGE GUIDE FROM THE SHOP

# How to sell a home

*with the shop on South Main*

We're the shop on South Main in Crown Point. Love Thy Neighbor.

**(219) 801-0432**

112 S. MAIN ST., SUITE B · CROWN POINT, IN 46307

REALEST · HOW TO SELL

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If you are selling, do not start with a wish. Start with the house as it is, and the market as it is. Walk in, or call. We walk the rooms before anyone talks list price.

*Prepare your work outside; get everything ready for yourself in the field, and after that build your house.*

PROVERBS 24:27 · ESV

01

### Walk the house with us.

Price from the market, not a wish. We walk it. We talk condition. We look at what actually sold — not what a neighbor hoped for.

03

### Prep what actually moves the sale here.

Clean. Paint. Photos. Not a catalog of projects you do not need. Get the house ready so a buyer can see it, then list it.

02

### Get a number first, then sit down.

Start at realestvalues.com. Then come to the shop with that number. We will tell you if it is honest for this street.

04

### List, show, offer, negotiate, close.

We list it. We show it. We stay on the file through the offer, the inspection, and the close. We have the next step.

### How pay works on a listing.

Your listing agreement says how we get paid. Paying a buyer's broker no longer goes through the MLS. You can still help a buyer with closing costs. Any payment to another broker has to be in writing from you. We show you the options before we list.

[indianarealtors.com/consumers/for-homeowners](http://indianarealtors.com/consumers/for-homeowners)

05

### Same shop. Same phone.

Northwest Indiana — Lake, Porter, and LaPorte — and Illinois. Walk in at 112 S. Main St., Suite B, Crown Point, IN 46307. Call (219) 801-0432.

#### 16 years licensed

Shop opened April 25, 2017.

#### \$100 million+ sold

Work done, not a window slogan.

#### 200+ five-star reviews

Google, Zillow, and Facebook combined.

#### Love Thy Neighbor

How we treat you, and the other side.

### Come see us.

112 S. Main St., Suite B, Crown Point, IN 46307

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*Love Thy Neighbor.*