



# Preparing your Home *for a successful sale*



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Thank you!



Thank you for trusting us with the sale of your property! We are honored to represent you and guide you through the process. Our goal is to ensure that you are comfortable every step of the way.

Have more questions? We're always available to help! Give us a call for the quickest response.

“There are no words for me to describe how wonderful of an experience we have had using Vista Point Properties. We have done business with them for many, many years and multiple properties and Bill and his team have always made us feel that they have our best interest at heart. While we were out of the country, he took care of a couple of major issues with two of our properties and I can not say what a peace of mind it was to have him on top of it. We have recommended them to anyone that has asked and will continue to work with them as long as we have our properties.”

### License

LC653077000

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Vista Point Properties

STEP 1

Prepare your home  
for the market

- ✓ Meet with your agent
- ✓ Consider repairs
- ✓ Create a game plan
- ✓ Home prep checklist

STEP 3

Show your home

- ✓ Pre-showing checklist
- ✓ Negotiating offers

STEP 2

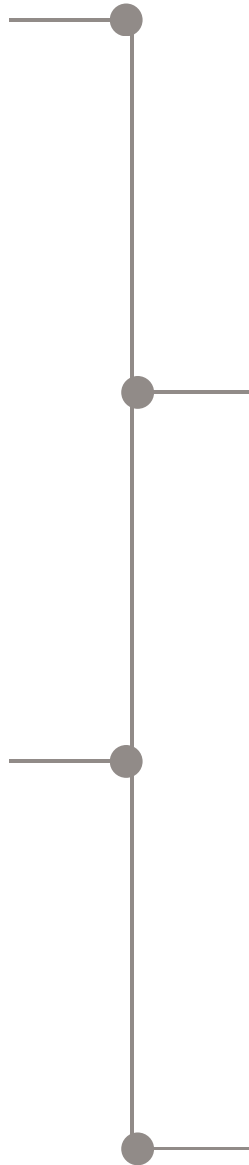
Strategically market  
your home

- ✓ Determine the price
- ✓ Professional photo/video
- ✓ Execute marketing plan

STEP 4

Sell it!

- ✓ Go under contract
- ✓ Pre-closing checklist



"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



## Consider Repairs

Get that sold price up by considering some repairs with a good return on investment. Not all buyers have the vision to see what your home could be, so even little change will help them see the bigger picture. Here are 4 high-ROI improvements that buyers will love:

1. Open up the floor plan. Knock down walls and create the spacious layout that's on many buyers' wishlists.
2. Have tile and carpets professionally cleaned. Depending on the age of your carpet, you may want to look at either carpet replacement or replacing with Luxury Vinyl Plank! You'd be surprised on the pricing.
3. Swap out fixtures in the kitchen and bathrooms. New knobs, pulls, and faucets, are an inexpensive way to create a cohesive, modern look.
4. Paint in a neutral palette. This allows buyers to picture their things in your space.

## Create a Game Plan

Walk through your home, room by room as if you are a buyer and take notes on what needs to be done. Consider having a home inspector come and see if anything needs to be repaired.

Should you decide to have your home inspected prior to listing; you will have a better idea of what repair requests may come up during the Buyers Inspection Period.

Though this isn't a requirement, it is definitely something to think about.



Use this checklist to do a walk through of your home, room by room as if you are a buyer. Check off what needs to be done, and then check off once you complete.

## REPLACE OR REPAIR IF NEEDED

TO DO    DONE

- |                          |                          |                        |
|--------------------------|--------------------------|------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | Light fixtures         |
| <input type="checkbox"/> | <input type="checkbox"/> | Light bulbs            |
| <input type="checkbox"/> | <input type="checkbox"/> | Worn/stained carpeting |
| <input type="checkbox"/> | <input type="checkbox"/> | Window glass           |
| <input type="checkbox"/> | <input type="checkbox"/> | Kitchen appliances     |
| <input type="checkbox"/> | <input type="checkbox"/> | Cabinets               |
| <input type="checkbox"/> | <input type="checkbox"/> | Sinks and faucets      |

TO DO    DONE

- |                          |                          |                          |
|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | HVAC                     |
| <input type="checkbox"/> | <input type="checkbox"/> | Flooring                 |
| <input type="checkbox"/> | <input type="checkbox"/> | Paint walls where needed |
| <input type="checkbox"/> | <input type="checkbox"/> | Remove wallpaper         |
| <input type="checkbox"/> | <input type="checkbox"/> | Flooring                 |
| <input type="checkbox"/> | <input type="checkbox"/> | Electrical panel         |
| <input type="checkbox"/> | <input type="checkbox"/> | Smoke detectors          |

## KITCHEN

TO DO    DONE

- |                          |                          |                                   |
|--------------------------|--------------------------|-----------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | Clean off counters and declutter  |
| <input type="checkbox"/> | <input type="checkbox"/> | Clean tile grout if needed        |
| <input type="checkbox"/> | <input type="checkbox"/> | Thoroughly clean all appliances   |
| <input type="checkbox"/> | <input type="checkbox"/> | Organize all drawers and pantries |
| <input type="checkbox"/> | <input type="checkbox"/> | Thoroughly clean floors           |

## BATHROOMS

TO DO    DONE

- |                          |                          |                                   |
|--------------------------|--------------------------|-----------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | Thoroughly clean all surfaces     |
| <input type="checkbox"/> | <input type="checkbox"/> | Declutter countertops and drawers |
| <input type="checkbox"/> | <input type="checkbox"/> | Fold towels and stage decor       |
| <input type="checkbox"/> | <input type="checkbox"/> | Remove any unnecessary items      |
| <input type="checkbox"/> | <input type="checkbox"/> | Clean or replace shower curtains  |
| <input type="checkbox"/> | <input type="checkbox"/> | Clean any moldy areas             |

Checklist Continued....

LIVING & DINING ROOM

TO DO	DONE	
<input type="checkbox"/>	<input type="checkbox"/>	Remove clutter & personal items
<input type="checkbox"/>	<input type="checkbox"/>	Stage with pillows and throws
<input type="checkbox"/>	<input type="checkbox"/>	Dust and clean all surfaces and fixtures
<input type="checkbox"/>	<input type="checkbox"/>	Keep all tables clear and decluttered

BEDROOMS

TO DO	DONE	
<input type="checkbox"/>	<input type="checkbox"/>	Remove clutter & personal items
<input type="checkbox"/>	<input type="checkbox"/>	Clean out and organize closets
<input type="checkbox"/>	<input type="checkbox"/>	Repair any damage in walls
<input type="checkbox"/>	<input type="checkbox"/>	Keep closets closed during showings
<input type="checkbox"/>	<input type="checkbox"/>	Make beds before any showings

EXTERIOR

TO DO	DONE	
<input type="checkbox"/>	<input type="checkbox"/>	Pressure wash any dirty concrete
<input type="checkbox"/>	<input type="checkbox"/>	Clean or repaint front door
<input type="checkbox"/>	<input type="checkbox"/>	Repaint exterior and trim if needed
<input type="checkbox"/>	<input type="checkbox"/>	Wash windows inside and out
<input type="checkbox"/>	<input type="checkbox"/>	Sweep walkways and patios
<input type="checkbox"/>	<input type="checkbox"/>	Mow the lawn and trim shrubs

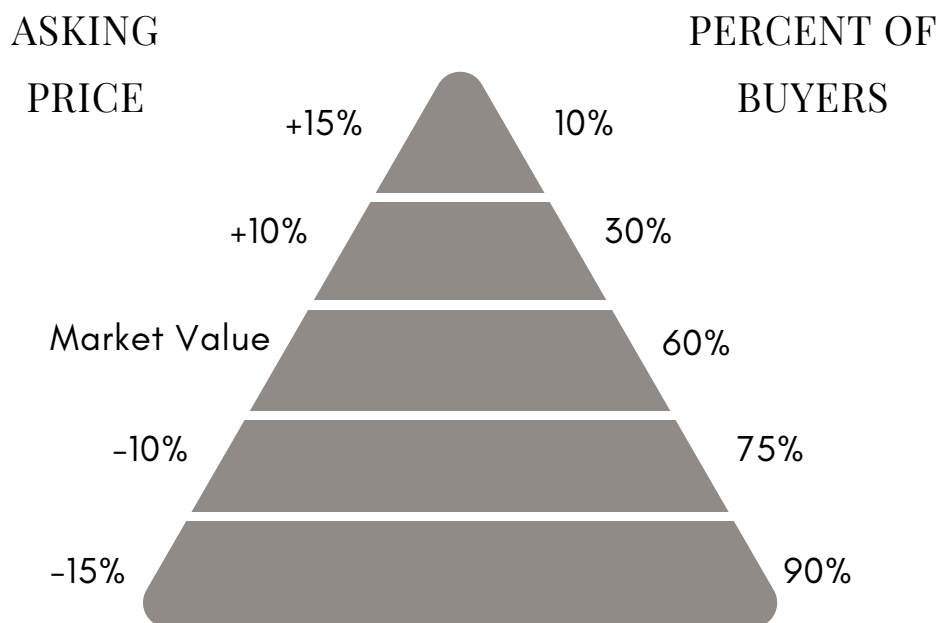
TO DO	DONE	
<input type="checkbox"/>	<input type="checkbox"/>	Yard is clean and maintained
<input type="checkbox"/>	<input type="checkbox"/>	Replace any rotten wood
<input type="checkbox"/>	<input type="checkbox"/>	Outdoor furniture staged and inviting
<input type="checkbox"/>	<input type="checkbox"/>	Pressure wash any dirty concrete
<input type="checkbox"/>	<input type="checkbox"/>	Fence is in good shape
<input type="checkbox"/>	<input type="checkbox"/>	Pool/spa is clean and in working condition



It's important to thoroughly evaluate the market to determine the market value of your home. Here's why:



- Properties that are priced right from the beginning typically sell for more in the end.
- If you price your home too high, the home will stay on the market longer. The longer a home stays on the market, the less it will be shown.
- Your property attracts the most interest when it is first listed, so it is crucial to price it correctly initially.



Below are the pros and cons of pricing your home above, below, or at market value.



**Below** market value

- + The home will receive high interest and a quick sale
- + You may get a multiple offer scenario, which may include offers higher than asking price
- Risk of having to sell at a lower price



**At** market value

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



**Over** market value

- + If you have to receive a certain amount for the home
  - It will take longer to sell
- The more days it's on the market, the worse it looks to prospects
- The home may not appraise by the buyer's lender, back to negotiations



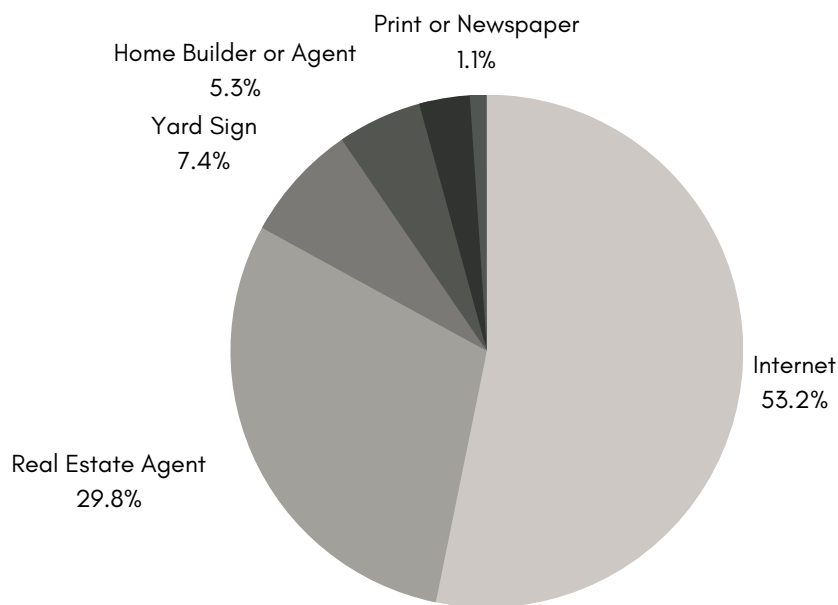


More than likely, the first place potential buyers will see your home is online. This is why we work hard to reach as many buyers as possible online, and strive to make the best impression possible through our online listings.

When it comes to online marketing, many agents will try to convince you that they have some sort of secret weapon to market your home.

The truth is, every agent's listings is syndicated by the MLS to thousands of websites automatically. If a buyer is house shopping, and your house is on the market, it is basically impossible for them to miss it. Typically, the factors that prevent a home from selling are price or the way it is inputted and displayed in the MLS.

## Home Buyers are Shopping Online



Source: 2019 NAR Home Buyer and Seller Generational Trends



The photos of your home directly influence whether or not a potential buyer will schedule a showing of your home or not. It is crucial that we take high quality, attractive photos of your listing showcasing the best qualities and features of your home.

Because of this, we work with the top real estate photographers in the area to capture your home in the very best light. This is a service paid for by me. Never let your agent skimp on professional photos and post photos taken with a cell phone on the MLS.

**The photos to the left are examples from our previous listings.**

## What's Included in my Marketing Plan:

- Displayed on brokerage website.
- Virtual tours.
- Broadcasted to 1,500+ followers across social media platforms.
- Professional photography.
- Weekly Updates (showings, views, conversations, etc.).
- Feature in Homes & Land Magazine.
- Listed in my monthly Email Campaigns
- Open houses.
- Yard Signs.
- Flyers/Postcards (If needed).
- Light Staging if home is Vacant.

## How Showing your Home Works



- We will decide together on how to handle showings. We can set parameters as to the hours and days that showings are allowed, and how to notify you in advance.
- Homes show best when the homeowner is not present, but if this is not possible, we will work together to create the best experience for the buyer that also fits your lifestyle.
- Usually we use an electronic lockbox that allows buyers' agents to access your house key. These boxes also notify me any time they are opened, so no one is accessing your home without my knowledge.
- If you have pets in the home that need to be tended to during showings, we will work out the best way to handle them. Furthermore, I will try to get feedback from each showing and pass that information back to you.

## What to Expect Next

### Negotiating Offers

As the showings start rolling in, we'll start getting feedback and/or offers from the prospective buyers. We will work together to negotiate the offers we receive to achieve your ultimate goal whether that be a quick sale, maximizing profit, or perfect timing.

### In Escrow

Once the purchase agreement is signed by all parties, the buyers will deposit their earnest money with the Title Company. These funds will be held by the Title Company until closing. If the buyer backs out of the sale for a reason not specified in the contract, the seller is typically entitled to keep the escrow money.

### Contingencies

Once we're under contract, keep in mind that we still have to clear any contingencies on the contract before we close. A contingency is when there's something that the buyer or seller needs to do for the transaction to go forward.

### Closing Day

Once we get the clear-to-close, we will schedule a closing date with the title company. But wait, ONE more thing before you finally pop that champagne! The final walk-through: Right before closing, the buyer will have the right to walk through the home and make sure any agreed-upon repairs were completed and the property is in good condition.



## Pre-Closing Checklist

Use this checklist to prepare for closing day.

- Ensure you've provided any additional paperwork requested prior to closing
- Gather your closing documents
- Officially change your address (see list on the next page's moving checklist)
- Cancel your home insurance
- Cancel utilities
- Broom clean prior to the final walk through
- Gather keys and remotes to bring to keep in one safe spot for closing.
- Put together any/all manuals, warranties, and receipts for appliances.
- Bring your license for closing!

# Moving Checklist

Use this checklist to prepare for closing day.

## 4-6 Weeks Before

- Declutter, discard & donate
- Collect quotes from moving companies
- Locate schools, healthcare providers in your new location
- Secure off-site storage if needed
- Choose a mover and sign contract
- Create a file of moving-related papers and receipts
- Contact homeowner's insurance agent about coverage for moving
- Contact insurance companies to arrange for coverage in new home

## 3-4 Weeks Before

- Notify everyone about your change of address
- Notify utility companies of date to discontinue/ transfer service

## 2-3 Weeks Before

- Notify DMV of new address
- Discontinue additional home services (housekeeper, gardener/lawn service)
- Start using up things you can't move, such as perishable
- Notify utility companies of date to discontinue/ transfer service
- Arrange for child and pet care on moving day
- Notify HOA about upcoming move, reserve elevator usage

## 1 Week Before

- Confirm final arrangements
- Arrange transportation for your pets and plants
- Pack an essentials box for quick access at new home
- Label moving boxes with the contents inside





*Thank you!*

Thank you for trusting us with the sale of your property. We are honored to represent you and guide you through the process. Our goal is to ensure that you are comfortable every step of the way.

Have more questions? We're always available to help! Give us a call for the quickest response. Helping our clients sell their home for top dollar and with the most ease is what I am passionate about - I'm always here to answer your questions.

## Next Steps

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- ✓ Sign listing agreement and property disclosures
- ✓ Determine list price
- ✓ Photographer come out for shoot