SELLING A HOME

WRG

WEST
REAL ESTATE
GROUP

YOUR STORY MATTERS TO US

Your dreams, Your needs,
Your questions, Your timeline

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We will work with you to understand your unique lifestyle, needs, and wishes, because selling a home is about more than just your next move.
It's about your life.

SELL YOUR HOME

If you have received this guide, you may be thinking of selling your house and making a move soon and this can leave you feeling a bit overwhelmed as you might not be sure what to expect - or what exactly you should do next.

When selling a home there are a lot of things to consider. What can you expect your home to sell for, how long will it take to sell, how do showings work, what improvements or repairs should you do before going to the market, how much does it cost to sell, and how will you be able to line up your move to your next home?

Selling and moving can be an overwhelming and stressful process but it doesn't have to be. We put together this complete selling guide so you'll know what to expect each step of the way.

You deserve to have a knowledgeable real estate professional on your side. An expert who has the heart of a teacher, who knows what it takes to sell your home for top dollar. Someone who understands your goals and timelines and knows how to negotiate the best deal for you.

When you choose to work with us, you're getting the most experienced agents who use the best tools and technology to get your property sold for the most amount of money in the most convenient way possible. In addition, you will receive total transparency and consistent communication throughout the entire process so you are never left in the dark wondering what is happening.

Our track record proves that our team is the most qualified for the job and we guarantee you'll be thrilled with the service. If not, we will make it right or you can cancel the contract.

With our team, excellent service isn't an expectation. It's a promise.
Schedule an appointment so we can get started today.

John West | Owner
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WEST REAL ESTATE GROUP

IDENTIFYING YOUR GOALS AND TIMELINE

When selling your home, it's best to start with the end in mind. To begin with the 'end in mind' means to start with a clear understanding of your destination. It means to know where you are going, where you are now, and the steps you will need to take to get to your destination.

What is your ideal timeline for making your move? Are there any specific milestones or life events that are affecting your sale? Are you moving for work and have to be in your new home at a specific time? Is there a divorce or death that is causing the sale?

We understand that many people who are selling a home and making a move have a lot more going on as part of their sale and we believe it's our responsibility to ask the questions that will help us better understand your unique situation so that we can tailor our advice to help you reach your goals on time with the least amount of stress to you.

The questions on the following page were designed to help you think about your upcoming move and assist you in identifying your most important goals so that we can craft a plan that will get you to your new destination on time and on budget.

“

I sold my home while out of state and West Real Estate Group made the process incredibly easy. I was constantly updated on the status of the house, as well as what the next step was going to be. The team put customer service first and made selling my house a stress free and enjoyable experience.

- Kevin P.

”

PRE LISTING INTERVIEW

Name:

Property Address:

Mailing Address:

Owners/Decision Makers:

Phone#

E-Mail:

Why are you selling?

When do you need to move?

Describe your house for me:

Beds **Baths** **Sq. Ft.** **Style** **Lot size**

How long have you owned your home?

What will you be asking for your home?

What sold you on your home?

While thinking about selling your home, where have you gone to research values in your neighborhood?

Have you done any updating or maintenance to the home since you bought it?

What 3 expectations do you have in the sale of your home (or Realtor you hire)?

Are you interviewing any other agents for this job?

When?

Have you considered going for sale by owner?

How did you get my name?

Goal date to list home?

OUR MISSION STATEMENT

We are in business to make the process of buying and selling a home less complicated and more enjoyable. We are a group of people who are passionate about educating, empowering and helping people obtain the American dream of home ownership.

From top left: CJ Westwood, Derek Cassel, Dawn Lee-Schlieder, Luke Brodt, Nicole Brushey, Daniel West, Alex Zayshlyy

From bottom left: Marena Crouch, Victoria West, John West, Nelja Westwood

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IT MATTERS WHO REPRESENTS YOU

When you bump up against some of the more serious things in life, like making a will or selling your house, you don't want to screw it up. But how in the world are you supposed to find professional help you can actually trust when the marketplace is so full of people who may be licensed to do the job but lack the experience, track record, tools, or even the heart to serve?

When you have decided to sell your house, you will undoubtedly have many options when it comes to choosing a Realtor. With so many friends, relatives, and quite literally thousands of other agents in Idaho, how do you choose?

My mom's friend's sister is a Realtor. Should I just use her?

Maybe... maybe not. Not all agents are created the same. Our advice is to not settle... ask a lot of questions and carefully vet out the agent that will represent you in the sale of your home.

Did you know the average real estate agent in Idaho only sells three homes a year?

Most people know someone with a real estate license and oftentimes they feel obligated to use them. Since your home sale will be one of the largest transactions you will ever be apart of, no one should guilt you into using them just because you know them.

Asking the right questions when interviewing an agent should help you gain insight into their competence, experience, and values. The Realtor you choose should be able to:

- **Provide you with a resume to show you their experience and qualifications for the job**
- **Provide you with a marketing plan to show you how they intend to sell your home**
- **Provide you with past client reviews and have public online reviews available**
- **Explain what happens should you not be happy with their service**

The agent you choose should also be an expert in the neighborhoods and communities your home is located in. They should be someone who will be willing to tell you the truth even if it might be hard to hear. There are very large financial implications and legal issues in regards to real estate, not to mention the stress that comes with selling a home.

At West Real Estate Group, we come prepared to explain the current real estate market to you, and will take the time to show you how the market may impact the sale of your home. We approach everything with the 'heart of a teacher.'

When buying or selling a house, you want a real estate agent who negotiates the best deal and treats you as their most important client. That's what you get when you choose to work with our company.

You have many agents from which to choose. Pick a professional who is experienced, listens and truly cares for you. This will make all the difference between making your transaction a pleasurable one or one you'll never want to repeat.

WHAT DOES A LISTING AGENT REALLY DO?

THE IMPORTANCE OF WORKING WITH A REALTOR®

Many home sellers are not aware of the true value that a real estate agent provides during the course of a home sale. This is mainly due to the fact that most of the details and tasks are handled behind the scenes. It takes an immense amount of expertise, professionalism, negotiation and just plain hard work to create a successful real estate experience.

Listed on the following pages are 107 actions and processes that we will complete when you hire us to sell your home.

Our professional commitment as your Realtor is to educate you on your options so that you are empowered to make the best decisions possible in regards to selling your home. We take care of all the complicated tasks and paperwork so that you can focus on the next chapter of your life.

We look forward to earning your trust and helping you get your home sold!

PRE-LISTING ACTIVITIES

01. Make appointment with seller for listing consultation.

02. Send seller a written or e-mail confirmation of listing appointment and call to confirm.

03. Review pre-appointment questions.

04. Research all comparable currently listed properties.

05. Research recent sales activity through the Multiple Listing Service (MLS) and/or public records databases.

06. Research "Average Days on Market" for this type of property, price range & location.

07. Research and review property tax information.

08. (CMA) to help in the price positioning of the home to sell.

09. Research property's ownership public record information for lot size and dimensions.

10. Research and verify legal description land use coding and deed restrictions.

11. Research property's current use & zoning.

12. Verify legal names of owner(s) in county's public property records.

13. Prepare listing and/or prelisting presentation package with above materials.

14. Perform exterior Curb Appeal Assessment of subject property.

15. Compile and assemble formal file on property.

16. Confirm current public schools and explain impact of schools on market value.

17. Review listing appointment checklist to ensure all steps and actions have been completed.

MARKETING PROPOSAL/LISTING APPOINTMENT PRESENTATION

18. Give seller an overview of current market conditions and projections.

19. Give seller company credentials and accomplishments in the market.

20. Present company's profile and position or niche in the marketplace.

21. Present CMA results to seller, including comparables, solds, current listings, and expired as well as the seller's current competition on the market.

22. **Offer positioning strategy based on the factors of: location, condition, time, marketing, financing and price by using professional judgment and interpretation of current market conditions.**

23. Discuss goals with seller to market effectively.

24. Explain market power and benefits of the "Multiple Listing Service."

25. Explain market power of an online marketing strategy and go over marketing plan.

26. Explain the work the brokerage and agent do behind the scenes and agents availability.

27. Explain agent's role in taking calls to screen for qualified buyers and protect seller from non-qualified buyers.

28. Present and discuss a final strategic master marketing plan.

29. Explain how our team operates compared to a single agent.

30. Review and explain all clauses in the listing contract as well as any addendums. Obtain seller's signature and commitment.

ONCE PROPERTY IS UNDER LISTING AGREEMENT

31. Review current title information, covenants and deed restrictions.
32. Note any and all unrecorded property lines, agreements, easements.
33. Obtain and review house plans, plat maps and survey ILC, if applicable and available.
34. Prepare showing instructions for buyers' agents & agree on showing time window with seller.
35. Obtain & verify current mortgage loan(s) info: companies & loan account numbers.
36. Check assumability of loan(s) and any special requirements.
37. Discuss possible buyer financing alternatives and options with seller.
38. Review current appraisal if available.
39. Identify Home Owner Association manager, fees and bylaws if applicable.
40. Research all utility supplier's names and telephone numbers.
41. Calculate average utility usage from last 12 months of bills.
42. Research and verify city sewer/septic tank system and city water/well system and permits.
43. Prepare detailed list of property amenities and assess market impact.
44. Prepare detailed list of property's "Inclusions & Exclusions with Sale."
45. Compile list of completed repairs, maintenance items & upgrades to the home.
46. Measure interior room sizes, note flooring and property features.
47. Explain benefits of a Home Warranty to seller.
48. Have an extra key made for lockbox if needed.
49. Verify if property has rental units involved. If so:
50. Make copies of all leases for retention in listing file.
51. Verify all rents and deposits.
52. Inform tenants of listing and discuss how showings will be handled.
53. Complete "New Listing Checklist."
54. Review results of Curb Appeal Assessment with seller and provide suggestions to improve selling potential.
55. Review results of Interior Decor Assessment and suggest changes to shorten time on market.
56. Create print and internet pieces highlighting important features and benefits of the property.

ENTERING PROPERTY IN MULTIPLE LISTING SERVICE DATABASE

57. Enter property data into MLS - Realtor® is responsible for quality control and accuracy of listings data.

58. Proofread MLS database listing for accuracy - including proper placement in mapping function.

59. Hand select the best professional photos of the home into the MLS.

60. Provide seller with MLS listing link.

MARKETING THE LISTING

61. Coordinate showings with owners, tenants, and other Realtors. Return all calls - weekends and evenings included.

62. Prepare email marketing and social media marketing campaigns.

63. Prepare 'just listed' postcards.

64. Review comparable MLS listings regularly to ensure property remains competitive in price, terms, and conditions.

65. Prepare/print property marketing brochure.

66. Upload listing to company and agent internet site.

67. Advise area agents of listing.

68. Price changes conveyed promptly to MLS and all internet sites.

69. Call all showing agents to obtain feedback and promptly share with sellers.

70. Place regular weekly update calls (Tuesday updates) to seller to discuss marketing and pricing.

MANAGING THE OFFER & CONTRACT

71. Receive and review all offer to purchase contracts submitted by buyers' agents.

72. Evaluate offer(s)/prepare a "net sheet" on each for the owner for comparison purposes.

73. Contact buyers' agents to review buyer's qualifications and discuss offer.

74. Review buyer's lender letter and confirm buyers is pre-qualified / pre-approved by calling loan officer.

75. Counsel seller on offers. Explain pros and cons of each component of each offer.

76. Negotiate all offers on seller's behalf, setting time limit for loan approval & closing date.

77. Prepare & convey any counter offers, acceptance/ amendments to buyer's agent.

78. Ensure buyer's earnest money is received and deposited in trust account.

79. Deliver copies of fully signed contract documents to seller, buyer's agent, title company, and lender.

80. Change status in MLS to reflect that the property is under contract.

81. Deliver recorded property information to buyer.

82. Ensure lender has reviewed buyer's credit report if buyer is financing.

TRACKING THE LOAN PROCESS

83. Confirm verifications of deposit and buyer's employment have been returned.

84. Follow loan processing through regular communication with lender.

85. Track contract dates applicable to buyer's financing.

86. Relay final approval of buyer's loan to seller.

HOME INSPECTION

87. Coordinate buyer's home inspection with seller.

88. Review home inspector's report.

89. Assist seller in negotiations with buyers related to repairs.

90. Ensure seller's compliance w/agreed upon repairs.

91. Recommend or assist seller with identifying and negotiating with trustworthy contractors to perform any repairs.

92. Negotiate payment & oversee completion of all required repairs on seller's behalf, if needed.

THE APPRAISAL

93. Schedule appraisal time and access with appraiser.

94. Provide comparable sales & info about the property & updates/upgrades to appraiser.

95. Follow-up on appraisal with lender.

96. Assist in questioning the appraisal report, if the need arises.

CLOSING PREPARATIONS & DUTIES

97. Coordinate closing date and time with title company, buyer's agent and lender.

98. Ensure all parties have all forms and information needed to close the sale.

99. Confirm closing date/time & notify all parties.

100. Work with buyer's agent in scheduling buyer's final walk-through prior to closing.

101. Order Home Warranty if applicable.

102. Receive and carefully review closing figures to ensure accuracy of preparation.

103. Coordinate this closing with seller's next purchase and resolve any timing problems.

104. Have a "no surprises" closing so that seller receives a net proceeds check at closing.

105. Change MLS status to Sold. Enter sale date, price, concessions, etc.

FOLLOW UP AFTER CLOSING

106. Respond to any follow-up calls and provide any additional information required from office files.

107. Continue to be an ongoing resource to sellers for anything housing and community related.

> *Working with West Real Estate Group was an absolute luxury. These fine people know exactly what it means to take care of their clients and have mastered their field of work in a way I have never seen before. From the initial phone call, all the way through closing they made my experience so pleasant that it would feel like an absolute betrayal to use anyone else.*
>
> **- Brandon S.**

THE **HOME SELLING** TIMELINE

6 STEPS FOR SELLING YOUR HOME

01 SALES & MARKETING STRATEGY

02 PREPARE & LIST YOUR HOME

03 CONDUCT SHOWINGS

04 REVIEW, NEGOTIATE & ACCEPT OFFERS

05 BUYER'S INSPECTION & APPRAISAL

06 CLOSING DAY

PRICING FACTORS

- ORIGINAL LISTING PRICE
- CURRENT PRICE
- SELLING PRICE
- DAYS ON MARKET
- BEDS, BATHS, SQ. FT.
- LOT SIZE
- YEAR BUILT
- UNIQUE PROPERTY QUALITIES
- LOCATION

SALES & MARKETING STRATEGY

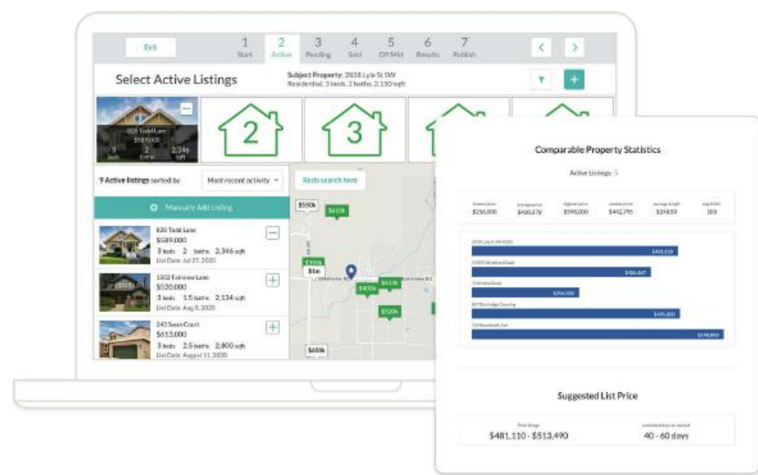
HOW IS IT PRICED

Determining the best asking price for your home can be one of the most challenging aspects of selling. It is also one of the most important. If your home is listed at a price that is above market value, you will miss out on prospective buyers who would otherwise be prime candidates to purchase your home. If you list at a price that is below market value, you will ultimately sell for a price that is not an optimum value for your home.

Our real estate team uses the most accurate method available to price your property

THE 5-5-5 PRICING STRATEGY

The right price for your property is not determined by any one agent or seller - it's determined only by current market conditions. We access accurate, up-to-date MLS data to select up to 5 active, 5 pending, and 5 sold properties that are the most comparable in features and amenities to your property. We will then discuss that data and come up with a price together based on where the market is and where the market is heading.



PRICE IT RIGHT FROM THE START

Sellers sometimes think, “if my home doesn’t sell for this price, I can always lower it later” however, research shows homes that experience a listing price reduction sit on the market longer, ultimately selling for less than similar homes. Additionally, the “I’ll lower the price later” approach can paint a negative picture in buyers’ minds.

Each time a price reduction occurs, buyers think, “something must be wrong with that house.” Then, when a buyer does make an offer, they often times low-ball the price because they see the seller as “highly motivated.”

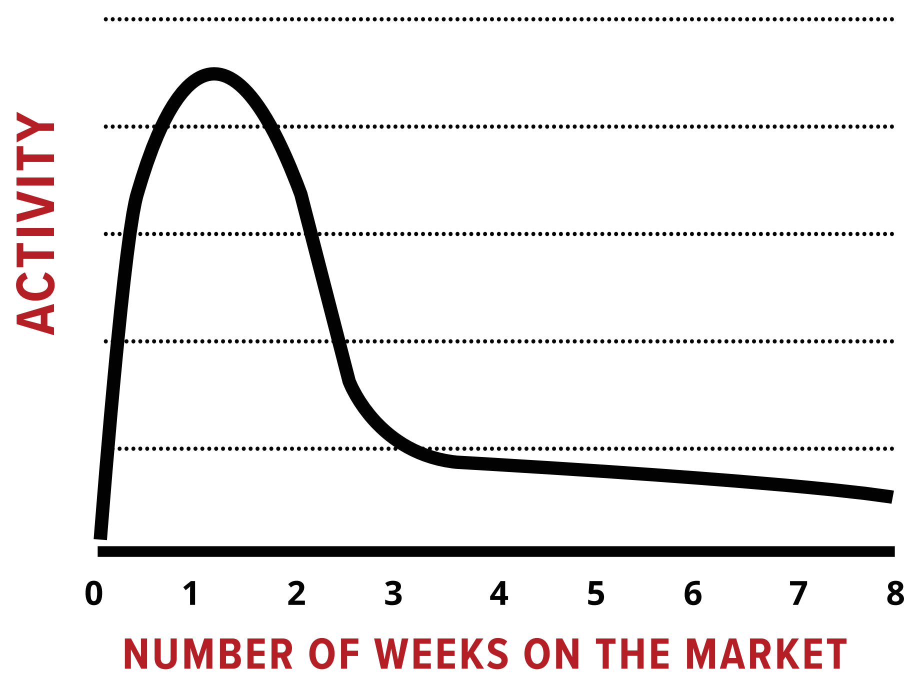
Many sellers say they want to price their home high in order to have “negotiation room.” This actually lowers the number of potential buyers that see the house, and we know limiting buyer demand like this will negatively impact the sales price of the house.

The higher you price your home over its market value, the less potential buyers will actually see your home when searching. A better strategy would be to price it properly from the start to bring in multiple offers. This forces these buyers to compete against each other to purchase your house.

LOOK AT IT THIS WAY

If you only receive one offer, you are set up in an adversarial position against the prospective buyer. If, however, you have multiple offers, you have two or more buyers fighting to please you.

Which will result in a better selling situation?



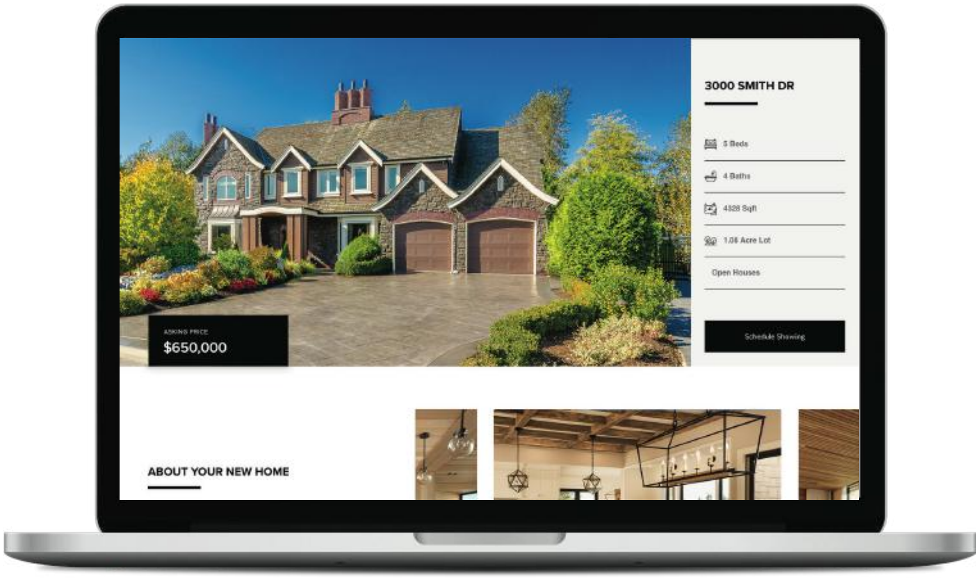
ACTIVITY V. TIMING

The greatest amount of traffic into a home occurs in the first ten to fourteen days of exposure.

HOW **IT'S MARKETED**

Today's home buyers are armed with more information than ever. They tell agents which properties they want to see and they often times reject listings with too few or poor quality photos. It is absolutely vital that your house has high-impact photos to make a lasting first impression that will motivate buyers to come see your home for themselves.

This is where we shine. When you hire us to sell your home, you can be sure it will look its best. Using the best camers and drones, your house will stand out; therefore, driving more attention to your property listing. With more interested buyers, your home will sell faster and have higher offers.



Photography

Photo Editing

Staging & Repair

Virtual Showings

REACHING BUYERS WHEREVER THEY ARE
WE KNOW HOW TO REACH HOME BUYERS WHO SEARCH ONLINE

Our marketing strategy and resources line up with where buyers are finding properties right now. The more places your house is marketed, the more buyers that will see your home, the faster it sells, period. We will showcase your house with high-converting content everywhere buyers are looking, including our website, home search portals, search engines, and social media sites.

Did you know? According to The National Homebuying Survey, 97% of homebuyers use the internet in their home search!

TRADITIONAL MARKETING WITH A TWIST

Buyers still find homes through other channels, so we also use proven, traditional marketing techniques combined with the latest technology to embrace the ways today's buyers request information.

For example, our yard signs feature a unique keyword that buyers can text to get your home's listing, instantly sent to their phone. When they text, we receive their contact information and follow up immediately to pre-qualify and schedule a showing of your house.

Our response team works 24/7 so we never lose a potential buyer!

INNOVATIVE INTERNET MARKETING THAT WORKS

Our System YOUR EDGE

The internet is an important tool to help get your home exposed to more buyers so it sells quickly and for the highest price. But, not all Internet marketing strategies are created equal.

When you choose to sell your home with West Real Estate Group, we will market it to the largest amount of interested buyers online as well as have it showcased on the most popular social media channels; creating more exposure, a greater number of showings, and ultimately offers for you.

We Make It Easy for Buyers To Find Your House
Our cutting edge tech gets your home's listing in front of the right buyers. We have the resources to advertise more, post more often and perform the extra steps that ensure your listing comes up faster than the competition.

YOUR HOME'S LISTING EVERYWHERE

REAL TIME UPDATES
UNTIL IT'S SOLD!

For the first time in real estate, you will know what services you are getting from your Realtor.

COMPLETE TRANSACTION TRANSPARENCY

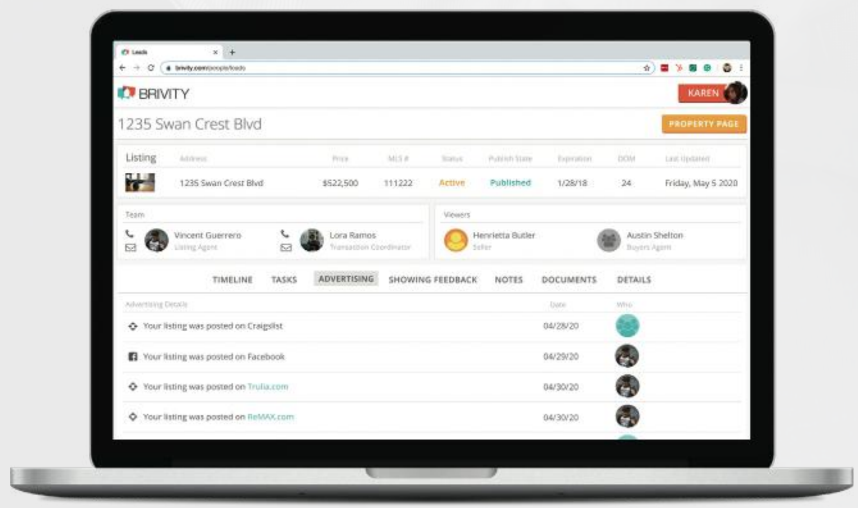
Other agents might leave you wondering what they're doing to find a buyer for your house. That is not the case with us! We believe in transparency and constant communication, so we give you access to our online communication tool. Get 24 hour access to your personal client portal that shows you:

- All transaction notes and communications
- Our entire team, keeping everyone connected and on the same page
- Where and how we are marketing your house
- Who has toured your home and the feedback from home buyers
- Our transaction checklists to stay in the loop with what our team is doing to get your home sold

MARKETING FEEDBACK

Asking great questions to inquiries on your home can turn a lead into a buyer.

Log into your private seller portal to see all the places we are marketing your home. Click the links and see your home showcased everywhere that matters.



SHOWING FEEDBACK

See who has shown your property with feedback from local agents.

Whenever an agent shows your listing, we aggressively attempt to reach them so that we can provide you unfiltered feedback that you need to compete in this market.

MARKET UPDATES

See what is happening every week in your area.

Whenever a new listing comes on or off the market you will know. Together, we will use this information to make marketing, pricing and showing adjustments to help your home sell faster.

PREPARE AND LIST YOUR HOME

MAKE IT INVITING

- [ ] Open blinds or curtains to let the light in
- [ ] Check light bulbs and replace as needed
- [ ] Take down personal photos or items
- [ ] Fix anything that's broken
- [ ] Give every room a clear purpose

SHOW IT'S CARED FOR

- [ ] Clean your vents and baseboard
- [ ] Vacuum, mop, or sweep floors
- [ ] Declutter throughout
- [ ] Organize counter tops, cabinets, and closets
- [ ] Touch up any scuffs on the walls

BOOST CURB APPEAL

- [ ] Power wash outdoor surfaces
- [ ] Wash the windows (inside and out)
- [ ] Tidy up the landscape
- [ ] Freshen up your entry space
- [ ] Sweep, patios, decks, and walkways

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Most people start the process of getting their home ready to sell several weeks or even months before they are ready to list their home for sale. We understand that timing is everything and we would love to chat with you, no matter where you are at in the selling process. We can offer you advice and guidance that can help you save time and money. Below is a great place to take notes when we meet so that you have a list of the items and tasks you may want to address to make the biggest impact when your home goes to market.

01 EXTERIOR (FRONT & BACK OF HOME)

- [ ]
- [ ]
- [ ]
- [ ]

02 LIVING / BONUS ROOM

- [ ]
- [ ]
- [ ]
- [ ]

03 KITCHEN

- [ ]
- [ ]
- [ ]
- [ ]

04 BATHROOMS

- [ ]
- [ ]
- [ ]
- [ ]

05 BEDROOMS

- [ ]
- [ ]
- [ ]
- [ ]

06 OTHER/MISC:

- [ ]
- [ ]
- [ ]
- [ ]


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CONDUCT SHOWINGS

We know that showings can certainly be a stressful part of the process so we conduct showings on your home by appointment only. Showings typically take 10-15 minutes (or longer, if they're really interested). Ensuring your home is welcoming, clear of clutter, and show ready will increase the chances a "potential buyer" decides your home is the one for them!

- **Be Flexible**

  Be as flexible and accommodating to the buyers schedule as possible. We want to avoid missing opportunities if at all possible.

- **Leave the Home**

  Since most showings only last 10-15 minutes you don't have to be gone for very long. A quick walk around the block is a nice way to spend the time.

- **Daily Cleaning**

  Keep up with daily messes to stay 'show ready.' Wiping down the kitchen and bathroom counters each day makes getting ready for a showing super fast and easy.

- **Natural Light**

  Open blinds and/or curtains to let in as much natural light as possible. Turn all the lights on in the house before you leave so that the home is light and bright.

- **Trash**

  Empty trash cans to avoid any odors. Try and empty trash cans nightly so that the home is fresh and ready for showing.

- **Personal Items**

  Make sure you keep all valuables out of sight and in a safe place.

- **Furry Friends**

  Keep pet areas clean, and if you can, remove your pet(s) from the home during show times.

REVIEW, NEGOTIATE AND ACCEPT OFFER

YOUR OPTIONS

Once a potential buyer sends an offer, we will review the offer together and we will help you understand the terms and conditions so you can make an informed decision when responding.

When you receive an offer you can:

1. Accept the offer as is

2. Decline the offer
   If the offer isn't close enough to meet your expectations and there is no need to further negotiate.

3. Counter-offer
   A counter-offer is when you offer different terms to the buyer.

The buyer then could:

- Accept the counter-offer
- Decline the counter-offer and walk away
- Counter the counter-offer and continue the negotiations until both parties can find a win-win.

ACCEPTED OFFER

Once both you and the buyer accept an offer, you will sign the purchase agreement and officially be under contract. This time period is called the contingency period. Where the buyer has time to conduct any and all inspections.

NEGOTIATIONS

One of the most important skills your listing agent will need to excel at is their ability to negotiate for you. Many factors of selling a home are directly influenced by the agent you select to represent your interests. The following page illustrates a few key areas throughout the selling process that we work hard to negotiate on your behalf.

NEGOTIATIONS

Many steps of selling a home are directly influenced by the agent you select to represent your interests. We understand this, and knowing that selling a home could be the biggest decision of your life, we have developed a process to ensure all of these factors are in your favor.

PRE-OFFER › OFFER › REPAIR › APPRAISAL › PERSONAL PROPERTY › CLOSING › POSSESSION


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BUYER'S INSPECTION
& APPRAISAL

Inspections are typically scheduled within 5-10 days after the contract is signed. The buyer will hire the inspector of their choice, then review the report and respond within the agreed upon timeframe in our contract.

OUTCOMES

- The buyer can accept the home in AS-IS condition.
- They can offer to re-negotiate and ask for repairs to be done, request a credit to be given at closing or ask for a reduction in price.
- Or the buyer can choose to cancel the contract and walk away from the transaction.

  Your agent will help you to negotiate terms and conditions that will create a win-win scenario to allow both parties to move forward to closing.

APPRAISAL

Home appraisals are associated with the buyer's mortgage and can be another hurdle to get through prior to closing. Home appraisals are a risk-prevention step for the lender to ensure that the home is worth at or above what the buyer is borrowing.

This is another opportunity in the home selling process where an experienced listing agent can make or break the deal by negotiating on your behalf. We do upfront market research to ensure that the appraisal process is as smooth as possible.

OUTCOMES

- The home appraisal comes in "at-value" and the transaction proceeds.
- The home appraisal comes in "over-value" and the transaction proceeds.
- The home appraisal "does not meet value" and in this case we can provide additional comparison homes to the appraiser to support the agreed upon sales price OR both agents can re-negotiate to create a win-win.

CLOSING DAY

Congratulations! You made it to the closing table! Here are a few things you need to be aware of during the process.

Our team will coordinate your signing date with your escrow officer at the Title Office. We will also remind you to bring any necessary items to that appointment, including a current ID so that things go smoothly.

We will also send you a reminder to take the utilities out of your name at the correct time prior to closing.

We will coordinate with you ahead of time to figure out how you would prefer your proceeds from the sale of your home (either direct deposit or a physical check).

We will remind you to cancel your home warranty if you have a current policy.

We can also provide you with the resources to know which listing costs can be deducted from your taxes.

CLOSING

- Recording of the signed deed (completed by the escrow officer-Title company) at the local county courthouse.
- Exchange of keys, garage door openers, security codes and/or devices, appliance manuals, etc will be coordinated through the listing agent so there are no questions on what you need to do.
- Homeownership legally transfers to the new owner when the signed deed is recorded at the seller's local county courthouse.

FUNDING

The transfer of funds may include payoffs to:

- Seller's mortgage company as well as any lien holders
- Local government, if any property taxes are due
- Third-party service providers
- Real estate agents, for payment of commission
- Sellers, if any there are any proceeds from the sale of the home

SELLER'S RESPONSIBILITIES

- Mortgage balance & penalties, if applicable
- Any claims or unpaid assessments against property
- Real estate agents, for payment of commission
- Title insurance policy
- Home warranty (if applicable)

WRG

We've helped thousands of homeowners, just like you, sell their home and feel good about the process every step of the way. With the heart of a teacher, we are committed to honest, clear, and frequent communication from start to finish. And with the heart of a servant, we are committed to treating the sale of your home as if it were our own home sale.

We know you will be satisfied with our service and if you aren't, we will make it right or cancel the contract. We stand behind our ability to get you the price your property is worth in the least amount of time possible.

To start the conversation, feel free to get in touch via phone, email or text!
Call or text us at (208) 501-8200 or email us at info@westrealestategroup.com
It's never too early to start planning your next move.

YOUR NEXT STEPS

Here's what will happen now:

- [ ] DISCUSS ANY QUESTIONS OR CONCERNS
- [ ] COMPLETE THE AGREEMENT
- [ ] CLARIFY YOUR GOALS AND TIMELINES
- [ ] SET UP GAME PLAN FOR MOVING FORWARD

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