



SELLER'S GUIDE

FOR SELLING YOUR HOME

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Stacy Burgin
REAL ESTATE BROKER

STACY BURGIN | BROKER | TERRAPOINTREALTY.COM



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REAL ESTATE BROKER

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TERRAPOINTREALTY.COM

Stacy Burgin is the go-to expert when it comes to buying, selling and leasing residential property. She is passionate about helping her clients maximize their time and money when it comes to real estate transactions. Her commitment to being honest, reliable and hardworking is unmatched, and she is dedicated to providing excellent service to all of her clients. With her help, buyers, sellers and landlords can be sure that they are making the best decisions for their future. Whether you're looking to buy, sell or lease a residential property, Stacy is here to help you every step of the way. Let's get started on your real estate journey today!

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Stacy Burgin

Meet the team

TERRA POINT REALTY



Stacy Burgin
BROKER



Brent Burgin
REALTOR



Cory Nicholson
REALTOR



Hannah Smith
REALTOR



01

Preparing

YOUR HOME TO SELL

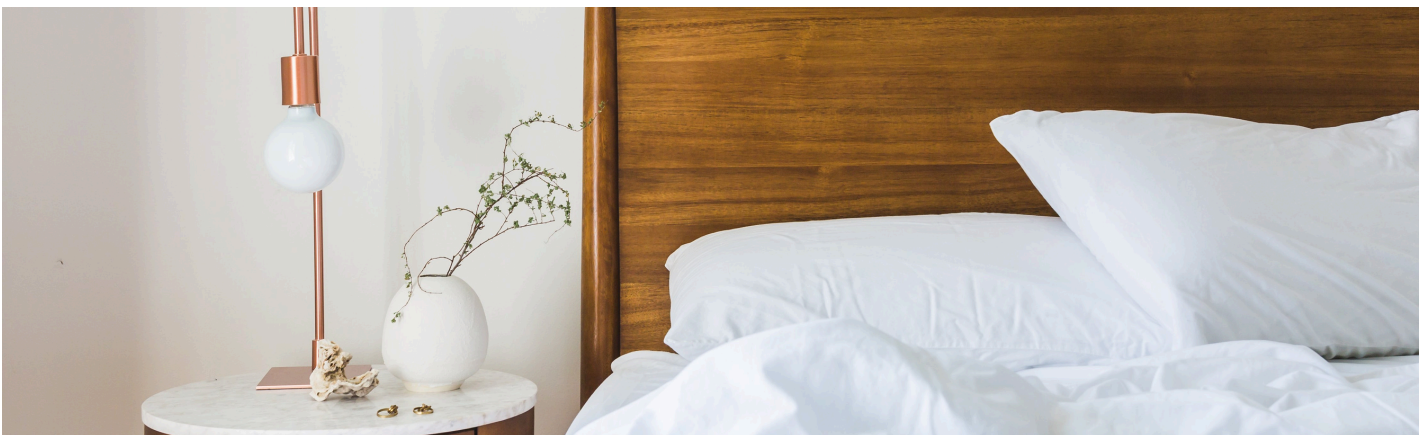
Find Your Agent, Listing Price, Questionnaire,
Prepare Your Home & Pre-Listing Checklist

Find Your Agent

TO SELL YOUR HOME

Selling a home without a realtor can be stressful and challenging. The majority of homeowners prefer to work with a real estate agent because their experience and resources typically lead homes to garner higher prices on the market.

our agent will be working with your best interests to help guide you in your journey of selling your home.





MORE CONVENIENCE/ BETTER ACCESS

A real estate agent's full-time job is to act as a liaison between buyers and sellers. This means that he or she will have easy access to all other properties listed by other guest.

NEGOTIATING IS TRICKY

This can put you in a better position to get the price you want.

CONTRACTS CAN BE HARD TO HANDLE

An experienced real estate agent deals with the same contracts and conditions on a regular basis and is familiar with which conditions should be used. Protecting you whether your selling or buying.

ATTENTION TO DETAIL

Agents are far more familiar with this type of paperwork than you are. Consider this if you are trying to save money.

AVOID CLOSING PROBLEMS

When a sale nears closing, all kinds of pitfalls can kill the deal in the final hours. A real estate agent knows to watch for trouble before it's too late.

Listing price

WHAT'S MY HOUSE WORTH?

It's important to know what price is right for your home, Pricing your home too high can be a mistake, but don't worry about pricing your home too low- it can start a bidding war.

Price vs Sold Price

PRE-PANDEMIC			
Close Price to List Price Ratio			
2017	2018	2019	2020
		117.6%	
103.8%	103.7%	98.8%	
100.2%	96.2%	100.0%	
100.0%	100.0%	100.0%	100.0%
	99.2%	105.6%	
	100.0%	100.0%	
113.0%	114.4%	101.8%	100.0%
100.0%	100.0%	116.8%	
	97.7%	117.7%	
172.1%	127.8%		100.0%
	154.6%	92.5%	
	100.0%		

Talk to your real estate agent to help you determine the best price for your house. So you can get the most amount of **MONEY**. Stacy Burgin's Stats Pre-Pandemic!



Please Do This Questionnaire

TO FIGURE OUT EXPECTATIONS

☐ NAME:

☐ EMAIL:

☐ PHONE:

☐ WHEN DO YOU WANT TO MOVE?

☐ WHAT ARE YOUR REASONS FOR SELLING?

☐ WHAT PRICE ARE YOU EXPECTING FROM YOUR HOME?

☐ ARE YOU CURRENTLY ON MORTGAGE PAYMENTS?

☐ PROPERTY INFO:

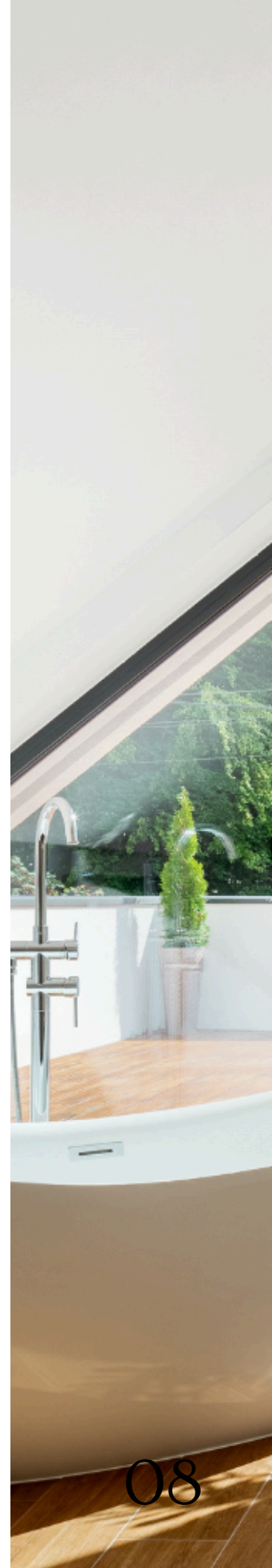
Bedrooms:

Bathrooms:

Approximate Sq. Ft:

Features:

Amenities:



Prepare your home

TO IMPRESS THE BUYERS

When selling your home you want it to look its absolute best for the potential buyers who walk through the door. That's where home staging comes in.

Home staging is a method of decorating meant to highlight your home's most impressive assets and help buyers imagine themselves moving in and living there. Do it right, and you should have no problem selling your home quickly.

Home Staging tips...

- Start with curb appeal, first impressions matter, so make your home stand out the instant buyers pull up to the curb.
- Get rid of clutter that takes up a lot of space. Space is what sells but you don't feel like you have to get rid of everything forever, but you should certainly be packing them up clutter and getting them out of the house.
- Clean like you've never cleaned before. Spring cleaning has nothing on the cleaning you should do when you're putting your home on the market.



Pre-Listing Checklist

Kitchen

- ☐ REMOVE MAGNETS FROM FRIDGE
- ☐ DECLUTTER COUNTER TOPS
- ☐ LEAVE FRESH FLOWERS/ BOWL OF FRUIT
- ☐ DEEP CLEAN ALL APPLIANCES
- ☐ REMOVE TRASH AND PUT IT IN THE GARAGE
- ☐ ENSURE ALL APPLIANCES ARE WORKING
- ☐ WASH ALL CABINET FRONTS
- ☐ DEEP CLEAN REFRIGERATOR AND STOVE

Bathroom

- ☐ CHECK WATER PRESSURE
- ☐ REMOVE ANY SOAP RESIDUE
- ☐ CLEAN TOILET BOWLS
- ☐ CLEAN TILE GROUT
- ☐ CLEAN OR REPLACE SHOWER CURTAIN
- ☐ PLACE FRESH TOWELS AND RUGS
- ☐ REMOVE ANY RUST OR STAINS
- ☐ RE-CAULK SINKS, TUBS AND SHOWERS

Curb Appeal

- ☐ REPAIR BROKEN WINDOWS & SHUTTERS
- ☐ MOW LAWN
- ☐ REMOVE STAINS FROM WALKWAYS
- ☐ CLEAN ALL PATIO FURNITURE
- ☐ REPLACE TORN SCREENS

Garage

- ☐ SEAL OR PAINT FLOORS
- ☐ ORGANIZE TO CREATE FLOOR SPACE
- ☐ ENSURE THE GARAGE DOOR IS WORKING

Bedroom

- ☐ REARRANGE FURNITURE AS NEEDED
- ☐ CLEAN SHEETS AND BED COVERS
- ☐ DUST FURNITURE AND LIGHTING
- ☐ DECLUTTER AND ORGANIZE CLOSETS
- ☐ CLEAN WINDOW COVERS/ SHADES
- ☐ ORGANIZE FURNITURE TO LOOK SPACIOUS

Laundry Room

- ☐ ORGANIZE SHELVES AND CABINETS
- ☐ STORE AWAY ANY REMAINING CLOTHES
- ☐ CLEAN APPLIANCES
- ☐ DECLUTTER AND WIPE SURFACES
- ☐ WIPE DOWN WASHER AND DRYER

Overall Interior

- ☐ REMOVE PERSONAL PHOTOS
- ☐ CLEAN FILTERS AND VENTS
- ☐ ORGANIZE EVERY CLOSET & ROOM
- ☐ RE-PAINT WALLS NEUTRAL TONE
- ☐ CLEAN FLOORS, BASEBOARDS, AND TRIM
- ☐ REPAIR HOLES OR CRACKS IN WALLS

Exterior

- ☐ REMOVE WEEDS & ADD FRESH MULCH
- ☐ REMOVE ANY COBWEBS AND NESTS
- ☐ PRESSURE WASH WALKWAYS
- ☐ REPAINT FRONT DOOR & MAILBOX
- ☐ MOW THE LAWN
- ☐ CLEAN PATIO FURNITURE
- ☐ ADD FRESH PLANTS IN BARE AREAS
- ☐ TRIM ANY TREES AND SHRUBS



02

*Finding A
Buyer*

LISTING & MARKETING

MLS Listing, Signage, Lock Box & Showings,
Open House, Virtual Tour

MARKETING

Plan & Listing

MLS LISTING

Once your home is listed for sale by your realtor, it will be entered on the MLS database. This database is accessed constantly by professional real estate agents. This maximises your potential audience and can only bring you the best results. End goal: Bidding war!

SIGNAGE

An initial First step will include identifying that your house is up for sale by placing the classic FOR SALE sign on the front of the property.

LOCK BOX & SHOWINGS

A very successful approach taken by real estate professionals is having the house empty of its owners at the time of a visit by the potential buyers. This can be accomplished by using a lock box located near the front entrance.





Open House

An open house can be scheduled to open the interest of some hesitant buyers. This is a no pressure tactic employed strategically by you agent. Generating interest in a home is in the best interest of the seller.



Virtual Tour

Among the newer, ever evolving, techniques employed by real estate agents is a virtual tour of your home. This extends your reach in the market even further.





03

Final Steps

NEGOTIATION TIME

Mls Listing, Signage, Lock Box & Showings,
Open House, Virtual Tour

Negotiations

TO SELL YOUR HOME

Be open to suggestions from your agent during the negotiation process. It's a give and take type of thing. A little flexibility during the negotiation process is expected on both ends, and will ensure a smooth and quick road to signing the final sale contract.

At first glance accepting the highest possible offer seems like the most logical thing to do. Final sale price is obviously important, but there are many other factors you must also consider.

- **CASH OFFER:**

Some sellers accept a lower-priced cash offer over a higher-priced loan offer because there are typically fewer issues that come up

- **CLOSING DATE:**

You have to also consider how soon the buyer is able to take possession of the property. One month? Two or Three? Who will cover these expenses in the interim. Selecting the offer with consideration of timeline is another important aspect your realtor can help you with.

- **CLOSING COST:**

Usually the buyer assumes all costs associated with the purchase of the property. It can arise that some of these costs are negotiated to be shared in some form during the buying process.

Under Contract

congratulations your under contract...

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






CLOSING IS THE FINAL STEP

This 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.

Congratulations on selling your home!



CLOSING EXPENSES FOR SELLERS CAN INCLUDE:

- Title insurance policy
- Home warranty
- Real estate agent commissions
- Title insurance policy
- Home warranty
- Remaining balance on mortgage
- Any unpaid assessments, penalties or claims against your property.

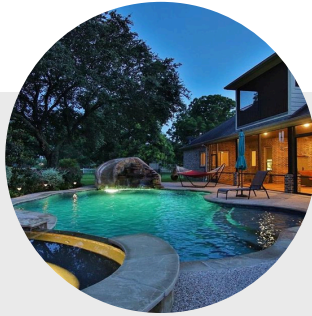
BRING ITEMS TO CLOSING:

- government Issued Photo ID
- House Keys
- Garage Openers
- Mailbox Keys

client testimonials



"Stacy was awesome. This was all new for us and she helped us out and made the whole process real easy. Glad we found her!"



"Mrs. Burgin was our realtor when we bought the home and sold it. She is our realtor in finding us our next home. She works endlessly for us!!!"



"Stacy did a great job! It was so much fun working with her. She helped us through the whole process."

Trusted Resources

CONTACT LIST

Stacy Burgin Realtor®
713-409-7698

HOME INSPECTION / AAA Inspection Specialist
☎ 281-421-7355- WWW.INSPECTORS.COM

HOME WARRANTY / BUSINESS NAME
☎ 888-616-9901 - HWAHOMEWARRANTY.COM

MORTGAGE LENDER / Element Home Loans
☎ 1281-767-6700 - CARRIERMORTGAGE.COM

CONTRACTOR / ALL OUT ROOFING, LLC
☎ 281-769-3738 - WWW.ALLOUTROOFS.COM

GARAGE DOORS / TOTAL DOOR SYSTEMS
☎ 832-452-3872-WWW.TOTALDOORSYSTEMS.COM

PAINTER / All Out Roofing, LLC
☎ 281-769-3738 - WWW.ALLOUTROOFS.COM

PLUMBER / ARM Plumbing
☎ 713-694-7836

APPLIANCE REPAIR/ ATC Appliance Repair
☎ 281-988-6266 WWW.ATCAPPLIANCEREPAIR.COM

STAGING / Red Dot Home Services LLC
☎ 832-981-4925 - REDDOTHOMESERVICES.COM

ELECTRICIAN / Henry The Electrician
☎ 281-927-0797

HOUSE CLEANING / Clean Service 2008
☎ 832-228-7328



The background of the page is a photograph of a bedroom. In the foreground, there is a bed with a white duvet cover featuring a subtle, repeating pattern of small, stylized figures. To the right of the bed, a modern, adjustable desk lamp is visible. In the background, a window is covered with light-colored curtains. The overall lighting is soft and natural.

NOTES



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BROKER

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