



Sellers Guide

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A modern living room interior with two light-colored, tufted armchairs on a wooden floor. A small round wooden table is between them, holding a vase with dried flowers. A large snake plant is visible in the background.

ABOUT ME

KELLER WILLIAMS REALTY, INC., A FRANCHISE COMPANY, IS AN EQUAL OPPORTUNITY EMPLOYER AND SUPPORTS THE FAIR HOUSING ACT.

KRISTIN D. SMITH IS A LICENSED PRINCIPAL BROKER IN THE STATE OF OREGON. ALL INFORMATION DEEMED RELIABLE, BUT NOT GUARANTEED AND SUBJECT TO CHANGE. EACH KELLER WILLIAMS OFFICE IS INDEPENDENTLY OWNED AND OPERATED. EQUAL HOUSING PARTICIPANT AND MEMBER OF THE NATIONAL ASSOCIATION OF REALTORS®.



Hello!

I'm Kristin Smith

I was born in Portland, OR and grew up there until my parents purchased a farm on the outskirts of Albany when I was 14 years old. My husband Tom and I bought our first home in 1991 in Brownsville and have lived in the Valley pretty much ever since. Fast forward to 2005 when my husband and I started working for a local contractor. I managed that construction company, and then began my real estate career in 2007. I am now in the Top 20% of our firm and proud to be a part of our local KW franchise

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A Sellers

ROADMAP

1

FIND YOUR AGENT

Find a great agent that you're comfortable working with

2

HOMESTAGING

Your agent will start prepping your home. Photoshoot, Virtual tour and videos.

3

SHOWING

MLS! Open House! Social Media Advertising! Your house is now available in the market.

6

REVIEWING OFFER

You receive an offer! now you need to evaluate that offer and decide on how to respond

5

INSPECTION

Your buyer will set up an inspection.

4

APPRAISAL

An appraisal is an objective valuation of your property that serves as a safeguard for the buyer and the buyer's lender

7

SIGNING

Attend the closing appointment and sign documents at the title company. Bring all copies of house keys at this time

8

CLOSING

Time to celebrate!

DISCLAIMER: Use this roadmap as a quick overview of the selling process. If you have any questions, please reach out to your realtor!

KRISTIN D. SMITH

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Real Estate Terms

CMA

Comparative market analysis. Your agent will give you a CMA that will help to determine an accurate market value for your home, which help us to determine a likely range that your home should sell for.

Offer

An agreement between a buyer and a seller to purchase a piece of real estate. This is sometimes referred to as a sales contract.

Contingency

When an offer is accepted by the seller, but there are certain conditions that must be met before the sale is final.

Closing Cost

The fees that are paid at the end of the purchase by either the buyer, seller or both. These include taxes, insurance and lender expenses.

Earnest Money

Also known as "good faith" money, this is money put up by the buyer into a trust or escrow account. This action shows the buyer is serious about purchasing the home.

Title Search

A title search proves that the property is, in fact, owned by the seller. You can also purchase title insurance to make that no issues that arise later.

Appraisal

The appraisal is the value given to a property based on comparable properties that have recently sold. This is typically required by the lender in order to decide if the requested loan amount is in alignment with the value of the property.

Home Inspection

An inspection is a professional examination of the property's condition. Buyers is recommended to have a home inspection.

Disclosures

All seller's are required to fill out a property disclosure stating what they know about the property - good or bad.


Closing

This is the final step of your real estate transaction. At closing the funds from the buyer are provided to the seller and the buyer receives the keys. This process typically takes an hour.





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*Preparing
to Sell*



Finding a great Agent 01

Having a real estate agent by your side during the selling process can be incredibly beneficial. Selling your home is one of the most significant decisions you'll ever make, and having a skilled professional to guide you through it is essential. Your agent will always have your best interests in mind and can provide valuable assistance throughout every stage of the home selling process.



Neighborhood knowledge

Agents will be able to offer insightful details about your neighborhoods this will help on knowing the right selling price for your house.

Attention to detail

The process of selling a home requires a good deal of paperwork. Your real estate agent will help you fill out all documents and get them submitted properly.

Professional negotiator

Agents deal with any difficult conversations that need to happen. They will also help you submit a strong offer and negotiate with the seller on your behalf.

Expert guide

Realtors are there to help you with any questions you have along the way. They offer an objective opinion when you're analyzing the features you're looking for.

Home Staging

02

From the day that your house goes on the market to the day it closes, your property needs to be in "Selling Shape". Whether you decide to hire a professional home stager or do it yourself, prepping your home like it will be photoshoot everyday, is something needed to be done.



First. Fix It.

Anything that is in disrepair and needs fixing should be addressed before the home goes up for sale.

You want to pay attention to the front exterior and the most important rooms in the house: The master bedroom, the kitchen, and the living room.

Last, Stage it.

Home staging is essentially the process of using design principles and tricks that emphasize space. Creating the appearance of openness and space is key to getting your property sold. Remember, you're not selling your stuff!

Furniture - Great staging, either DIY or by a professional, includes choosing furniture that shows the room in its best light. Minimize the amount of furniture you have in each room. If it's staying in the house, it needs to in good shape and be visually appealing.



Selling your House



Showing

03



A showing takes place either at an open house, which is a scheduled session when anyone can come by without an appointment, or during an appointment scheduled with you or your listing agent.

Three important things you can do to help get your house sold are:

1. Leave when your house is being shown. Buyers prefer to look at homes when the owners aren't there, so they can freely inspect it.
2. Make your house as available as possible.
3. Listen to any feedback from buyers or agents about ways you can make your home more appealing.

Reviewing an Offer 04

What is an offer?

An offer is essentially a purchase agreement that outlines the terms and conditions of the sale.

It includes the proposed purchase price, along with payment method, contingencies, closing costs, target closing date, earnest money deposit, and a time limit.

The offer will come with a time limit, so it's essential to review and respond to it promptly.

How do I evaluate each offer?

When evaluating offers, whether you have one or several, you and your agent should consider the following factors:

- consider the amount offered
- contingencies
- financing
- closing
- possession dates
- special requests.

Inspection

05

Buyers typically conduct a home inspection, which may yield a report exaggerating issues. They may request repairs, replacements, or credits. Stay calm and objective during this process.



If there's something in the report that truly needs to be addressed (structural or operational defects), you'll probably have to address those. If they're minor repairs, you can probably say no to the request.

However, this depends on various factors, and judgment is required. Keep the bigger picture in mind - preserving the deal's overall value. Usually, it's wiser to negotiate compromises than flatly refuse, and not every request must be accepted.

Flexibility and cooperation tend to lead to better outcomes in such situations.

Final Steps



Appraisal

06

Your lender will require an appraisal of the home before finalizing the loan.

The home appraiser will take into account the neighborhood, housing market, age and condition of the home, etc.

A property title search will ensure that the sellers are truly the owners of the property and any liens or judgments are disclosed.



Loan Approval

The loan is only fully complete after the lender approves the loan. You will receive a final approval letter after they review your income, credit report and employment status once more.

Home owners insurance is also required before the mortgage company will finalize the loan.

Closing & Moving



Schedule your Move!

07

To ensure a smoother transition, it's advisable to avoid scheduling both the move and the closing on the same day. When you begin packing and relocating your belongings, you may uncover minor damages and overlooked dirt that had previously gone unnoticed. This is why it's wise to vacate the property a bit earlier, allowing time and allocating a budget for addressing these issues. Whether it's patching up small holes, performing a thorough cleaning, or touching up paint, these preparations will spare you the frustration of a buyer arriving and perceiving the house as unkempt due to previously undiscovered issues that only came to light when your furniture was moved out.



Closing

08



Closing is the final step to releasing ownership of your house. There will be several documents to review and sign, but no need to worry. The closing agent will explain everything in detail. Before heading to the closing table, here are a few things to keep in mind:

- Bring all extra keys, garage door openers, and alarm codes to closing.
- Ensure you have funds ready if closing costs aren't covered by equity
- Bring proper identification, such as a photo ID (like your driver's license)
- Rest your wrist and get a good night's sleep, as you'll be signing a lot of documents!

After the closing, a lot of paperwork will still need to be processed and recorded. Once everything is complete, the final documents will be mailed to you at your new address. Please remember that I am always available if you have any questions or concerns, even after the closing. Don't hesitate to reach out to me!

Finally, congratulations on selling your house!

Resources

LANDSCAPING & TERMITE

- WEBB-LANDSCAPING - 503-871-6945
- FERNANDEZ OAK D LAWN SERVICES LLC - 541-220-1264
- HEALTHY HOME PEST CONTROL - 541-570-0095
- GOOD EARTH PEST CONTROL - 877-517-7378

ELECTRICAL & PLUMBING

- CAMAS CREEK ELECTRIC - 541-990-6924
- NORTHSIDE ELECTRIC - 503-585-4879
- NW PLUMBING CO. LLC - 541-749-0841
- STUTZMAN SERVICES - 541-801-3383

HOME INSPECTOR

- PROVISION HOME INSPECTIONS - (904) 907-0397
- PILLAR TO POST-MILLS TEAM - (541) 998-4559
- GREATER PURPOSE HOME INSPECTIONS - (541) 231-4598
- RISING TIDE HOME INSPECTION - (541) 206-1347

HVAC

- HENDRIX HEATING - (541) 981-5660
- HEAVY METAL HVAC - (541) 876-3825
- BIRCHFIELD HEATING - (541) 926-1374
- MIKE'S HEATING & AC - (541) 497-7711

Notes



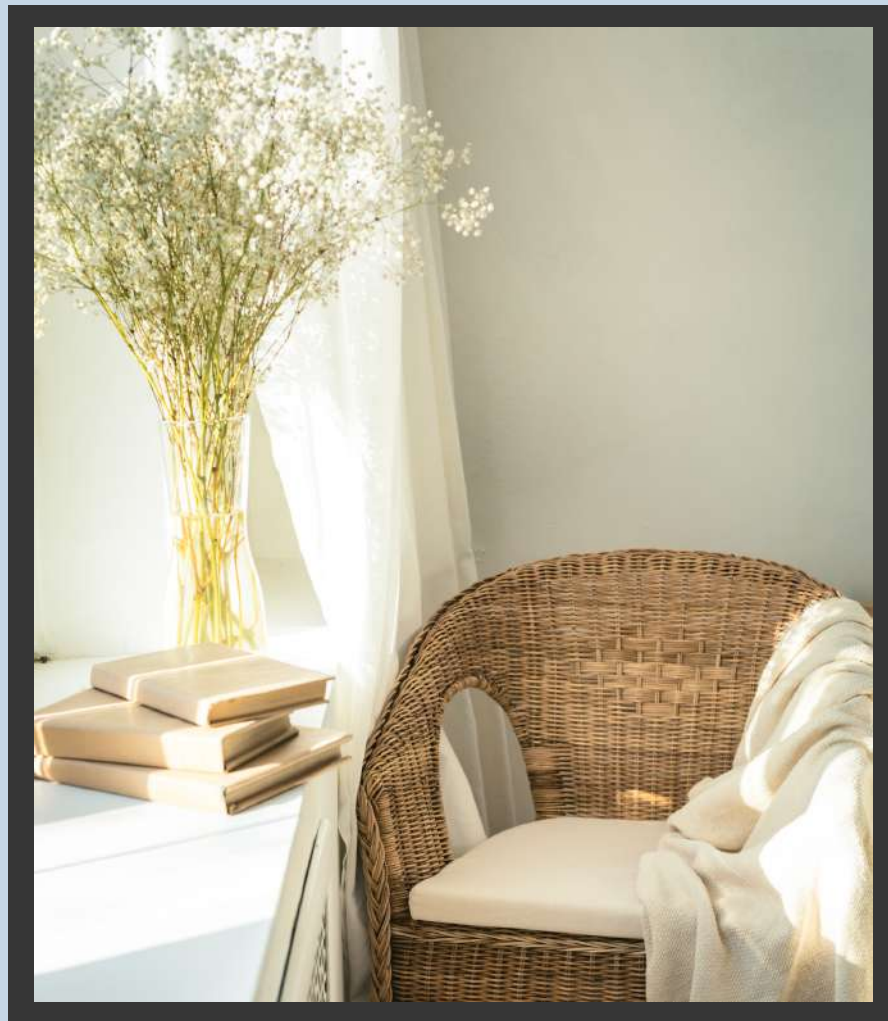
A large white rectangular area with rounded corners, containing 20 horizontal black lines for writing notes.



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