



Austin McFarland

# HOME

*Seller*

GUIDE



*Austin McFarland*

REALTOR®



THE  
BRIAN CHINN  
TEAM



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AustinMcFarlandRealtor

*Hello,*

# I AM AUSTIN MCFARLAND

## YOUR LOCAL REAL ESTATE EXPERT

AUSTIN MCFARLAND, A VENERATED FIGURE IN THE TYLER REAL ESTATE SCENE, STANDS AS THE QUINTESSENTIAL LOCAL EXPERT. HIS DEEP-ROOTED CONNECTION WITH TYLER IS NOT JUST AS A PROFESSIONAL, BUT AS A NATIVE WHO HAS SPENT A LIFETIME NURTURING A RICH RELATIONSHIP WITH THE COMMUNITY. GROWING UP AMIDST THE VIBRANT SURROUNDINGS OF TYLER HAS EQUIPPED HIM WITH AN INTIMATE KNOWLEDGE OF THE AREA, WHICH IS BEAUTIFULLY COMPLEMENTED BY HIS EDUCATIONAL BACKGROUND ACQUIRED AT UT TYLER.

AS SOMEONE WHO HAS TRANSITIONED INTO THE REAL ESTATE SECTOR AFTER GAINING SUBSTANTIAL EXPERIENCE WORKING IN VARIOUS CAPACITIES IN TYLER, AUSTIN BRINGS TO THE TABLE AN UNPARALLELED UNDERSTANDING OF THE LOCALE. HIS EXPERTISE IS NOT JUST BASED ON TEXTBOOKS OR MARKET ANALYSES, BUT IS ENRICHED WITH PERSONAL EXPERIENCES AND INSIGHTS THAT ONLY A TRUE LOCAL CAN OFFER. THIS HELPS HIM IN NAVIGATING THE REAL ESTATE LANDSCAPE WITH A PERSPECTIVE THAT IS BOTH DEEP AND WIDE-RANGING.

BUT AUSTIN IS NOT JUST A REAL ESTATE PROFESSIONAL WITH A RICH HISTORY IN TYLER. HE IS ALSO A DEDICATED FAMILY MAN, RECENTLY EMBRACING THE JOYOUS JOURNEY OF PARENTHOOD. THIS PERSONAL MILESTONE HAS FURTHER ENHANCED HIS ABILITY TO EMPATHIZE WITH FAMILIES SEEKING TO FIND THEIR PERFECT HOME. AUSTIN KNOWS FIRSTHAND WHAT A FAMILY NEEDS WHEN IT COMES TO FINDING A NEST THAT CATER TO THEIR SPECIFIC REQUIREMENTS AND ASPIRATIONS. AS A LOVING HUSBAND AND A DOTING NEW FATHER, HE CHANNELS HIS PERSONAL EXPERIENCES TO BETTER UNDERSTAND AND CATER TO THE UNIQUE NEEDS THAT FAMILIES LOOK FOR WHEN VENTURING INTO THE REAL ESTATE MARKET.

ARMED WITH A ROBUST BLEND OF LOCAL KNOWLEDGE AND A FAMILIAL PERSPECTIVE, AUSTIN MCFARLAND IS NOT JUST A REAL ESTATE PROFESSIONAL; HE IS A DEPENDABLE PARTNER IN YOUR JOURNEY TO FINDING A HOME THAT RESONATES WITH YOUR DREAMS AND EXPECTATIONS. TRUST AUSTIN TO GUIDE YOU HOME, WHERE EVERY TRANSACTION IS HANDLED WITH PROFESSIONALISM WRAPPED IN A LAYER OF WARMTH AND PERSONAL TOUCH.



ABOUT

*us*

# THE TEAM



**SERHANT.**

Part of the SERHANT.  
network of agents



In the vibrant heart of Tyler, a group of dedicated individuals comes together to form the dynamic Brian Chinn Team, your trusted partners in turning real estate dreams into reality. With an infectious zest for life and a genuine passion for the local community, they're not just in the business of facilitating property transactions – they're in the business of bringing joy to the home buying process.

The Brian Chinn Team is a vibrant amalgamation of both Tyler area natives and those who have come to discover the magnetic allure of Tyler. United in their love for the locality, the team brings a rich tapestry of insider knowledge and fresh perspectives to help you find your perfect home. Whether born and raised in the area or recent converts to the charms of Tyler, each member shares a deep-rooted understanding and appreciation for the unique flavors and nuances of the community.

United in their devotion to luxury and community, the Brian Chinn Team offers an unwavering 24/7 commitment to their clients, transforming home buying into an elevated experience that caters to every sophisticated preference. Living, worshipping, and nurturing families in the plush neighborhoods of Tyler, the team harbors a treasure trove of insights, offering you a golden ticket to the most coveted spots in the region.

With the Brian Chinn Team, you are not merely acquiring a property; you're being ushered into a realm of elegance, where every interaction is steeped in exclusivity and personalized service. They invite you to become a part of their family, a circle where luxury meets heartfelt connection, and where your aspirations find the perfect ground to blossom into reality.

The Brian Chinn Team is known for its commitment to excellence and exceptional service, which is greatly influenced by the leadership of Brian Chinn. Brian combines sophistication with approachability, qualities that define the team's high-quality service. He excels in facilitating smooth transactions and promotes proactive communication, attention to detail, and a dedication to exceeding client expectations within his team. This leadership results in a personalized and attentive approach that each team member adopts, always striving not only to meet but exceed the unique needs of their upscale clientele. Brian's philosophy is simple: to foster a team that operates like a close-knit family, upholding principles of trust, integrity, and excellence to ensure every client feels valued and well-cared for in their pursuit of luxury living in Tyler.

As your trusted partners in the luxury real estate journey, they dedicate themselves to infusing fun and enjoyment at every step, curating a seamless and delightful adventure amidst the finest residences Tyler has to offer. Together, let's embark on a journey of unmatched elegance, a journey where your dream home awaits, nestled in the heart of Tyler's luxurious embrace.

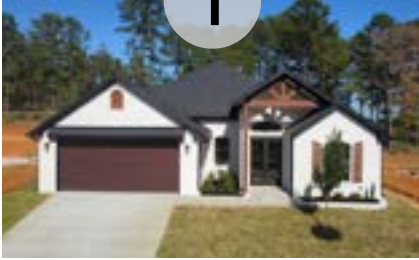
Step into a world of luxury, comfort, and community, where the Brian Chinn Team awaits to welcome you with open arms, guiding you towards a future framed in opulence and joyful experiences. Welcome to your exquisite new beginning with the Brian Chinn Team – your golden gateway to luxury living in Tyler.

*Sold*






# SOLD

1



**HOME HIGHLIGHTS:**




-  4 BEDROOMS
-  3 BATHS
-  2408 SQFT.
- NEW CONSTRUCTION

**SALE PRICE:**  
\$487,500

2



**HOME HIGHLIGHTS:**




-  3 BEDROOMS
-  2 BATHS
-  1979 SQFT.
- SOLD BEFORE LISTING

**SALE PRICE:**  
\$365,000

3



**HOME HIGHLIGHTS:**




-  4 BEDROOMS
-  3.2 BATHS
-  4102 SQFT.

**SALE PRICE:**  
\$524,000

4



**HOME HIGHLIGHTS:**




-  5 BEDROOMS
-  3.3 BATHS
-  5725 SQFT.
- 80 ACRES

**SALE PRICE:**  
\$1,700,000

5

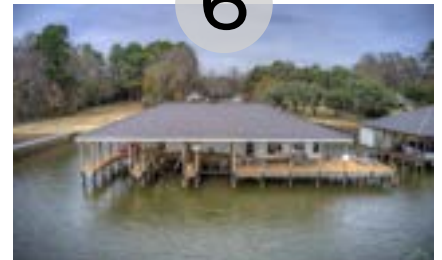


**HOME HIGHLIGHTS:**




-  4 BEDROOMS
-  2.2 BATHS
-  3239 SQFT.
- GATED SUBDIVISION

**SALE PRICE:**  
\$520,000

6



**HOME HIGHLIGHTS:**

-  3 BEDROOMS
-  4.1 BATHS
-  2408 SQFT.
- LAKE TYLER / LARGE BOATHOUSE

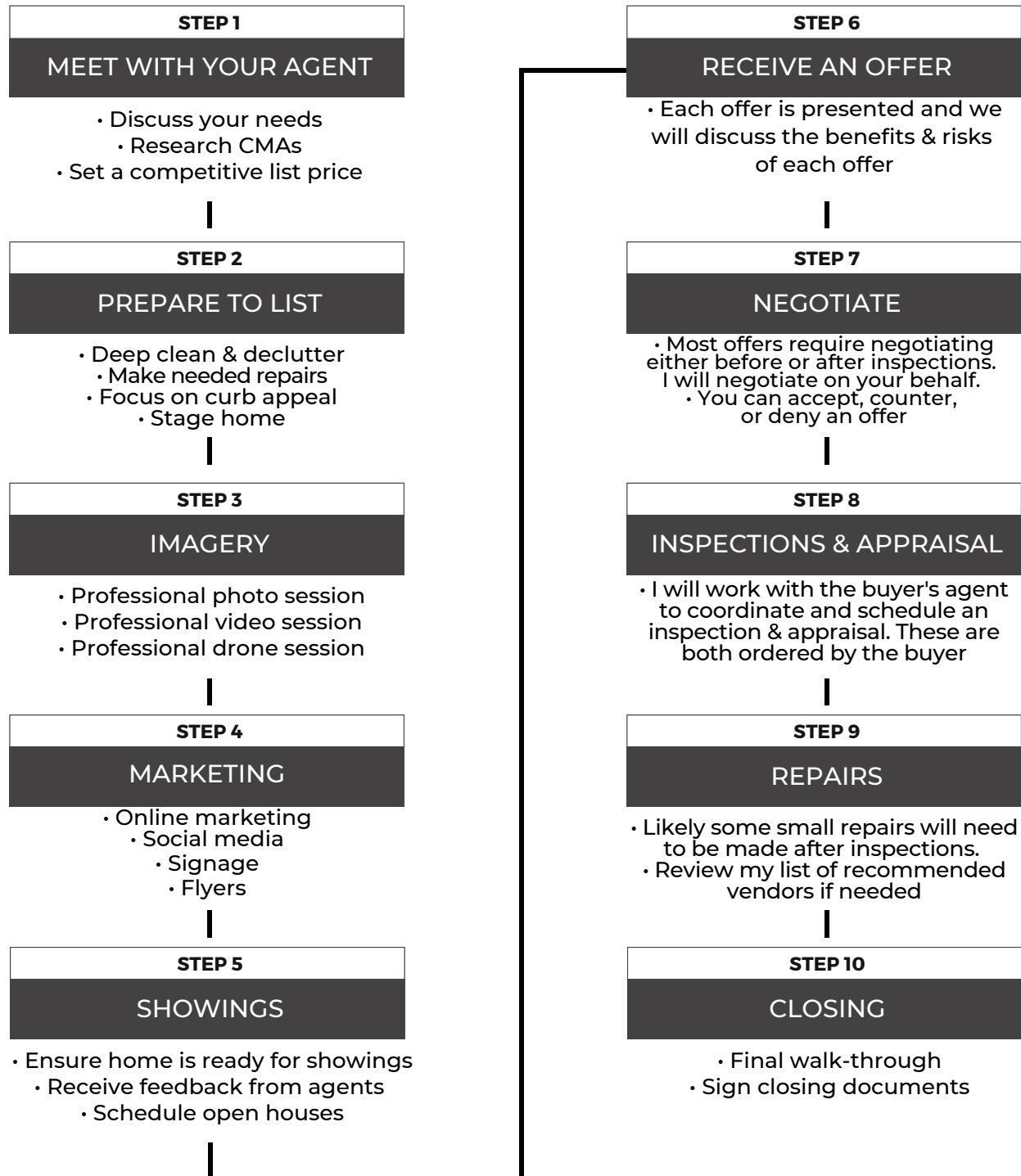
**SALE PRICE:**  
\$830,000

A modern bedroom interior featuring a wall with a complex geometric pattern of overlapping circles and lines. A bed with white linens and a dark patterned throw is in the foreground. To the left, a wooden nightstand holds a framed picture, a small plant, and a brass lamp. A brass chandelier with multiple glass shades hangs from the ceiling. The floor is covered with a light-colored, patterned rug.

*the*  
PROCESS

# THE HOME SELLING

# Process







factories



# DETERMINING *factors*

FOR IF A PROPERTY WILL SELL OR WILL NOT SELL

## FACTOR 1 PRICING

When pricing your home it is important to carefully consider top market value. Using my competitive market analysis tool, I will suggest your home's best listing price. I sell homes HIGHER than the market average because I list homes at the correct price from the start.

## FACTOR 2 HOW IT SHOWS

It is important to have your home ready for market on day one. I will help you make sure your home is ready for showings and online by:

- Completing repairs that need to be done
- Decluttering & removing personal items
- Make sure the home is clean and smells fresh
- Cleaning carpets
- Neutralizing spaces and walls

## FACTOR 3 MARKETING

I offer SUPERIOR MARKETING TECHNIQUES to help get your home sold faster and for more money than the competition.

### **PROSPECTING**

Prospecting daily for potential buyers, talking with neighbors, and our co-op agents and past clients.

### **MARKETING**

The second you sign with me, I go to work on marketing your home! ONLINE MARKETING, SOCIAL MEDIA MARKETING and PRINT MARKETING are all part of the success of getting your home seen by the most potential buyers, selling your home faster and for more money than the competition.

### **COMMUNICATION**

Actively communicate with you through every step of the process. Diligently sharing feedback from showings, following up with agents after viewing the home, and calling weekly to discuss the progress from the previous week.

## OUR TEAM *advantage*

### **TEAM APPROACH**

- The whole team is part of the marketing process
- All of us work together for the sale of your home

### **BOOSTED ONLINE EXPOSURE**

Today's market is centered on technology. Buyers are performing their searches online, so it is important that your listing is ranked high and shown in its best light. Studies have shown that online buyers, disregard homes with limited photos, low-quality photos, and minimal information. Rest assured I take the extra steps to get maximum exposure for your listing and give the online shopper a wealth of information, as well as quality photos, and video tours.

### **PROFESSIONAL PHOTOGRAPHY PROVIDED**



**BEFORE**

*listening*

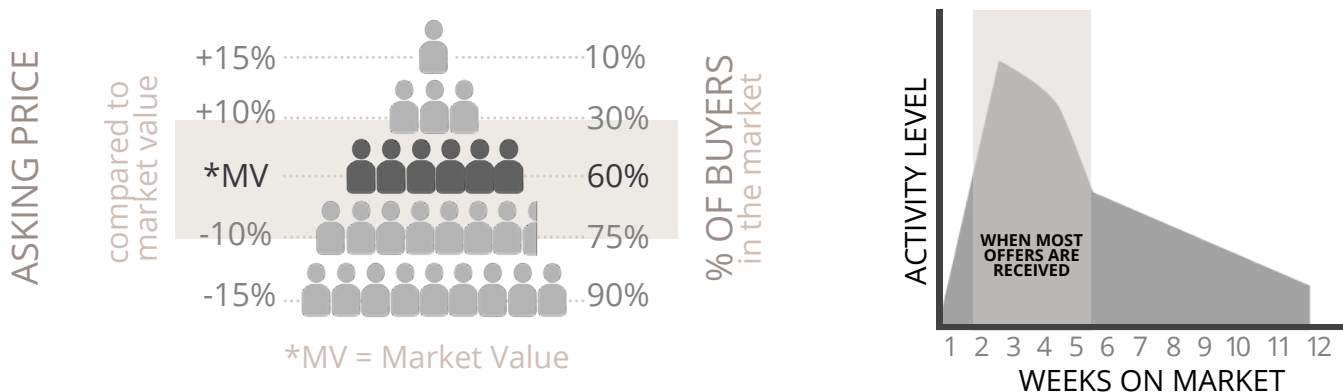
# listing STRATEGY

## PRICING STRATEGY

Using a scientific market analysis in your area, we will price your home correctly the first time so that it will sell quickly.

If your home is priced at fair market value, it will attract the largest number of potential buyers in the first few weeks.

If a home is overpriced it will attract the fewest number of buyers looking to purchase a home. The majority of home buyers look at a lot of homes, and they quickly get a feel for the price range that homes sell for in a given condition and location.



## 3D TOUR / WEBSITE

We offer the highest 3D tour on the market today. This gives a highlight to your property online and enables people to get a sense of what they will see in person.

We create a website just for your home that is used to market the property and let us know who is interested and follow up with those people.

## PROFESSIONAL PHOTOGRAPHY

In today's market, home buyers are searching online first. It is imperative that the photos of your home are top notch and of the best quality to catch the buyers attention and stand out from the competition. Having more eyes on your home, is the fastest way to get it sold and sell for top dollar.

## AGENT MARKETING

I am part of a very large agent network. I will reach out to this network to see if your home might be a great fit for one of their buyers. This agent network is key to connecting buyers with your home as 88% of residential sales involve real estate agents.

## ADVERTISING & MARKETING

I know the importance of marketing a property. This is an area I heavily focus my budget on. My expertise is attracting hundreds of buyers per month, and increasing brand awareness.

A bright, modern living room with a large window, a brown leather sofa, a round wooden coffee table, and a white built-in shelving unit. The room is well-lit, with natural light coming from the window. The sofa is decorated with several pillows in various colors and patterns. The coffee table is made of light-colored wood and holds a few decorative items. The built-in shelving unit is white and has several shelves, some of which are empty. The overall atmosphere is clean and contemporary.

# PREPARING TO *list*



# *preparing* TO LIST

## MAXIMIZE YOUR HOME'S POTENTIAL

A clean, neutral, and streamlined look helps buyers to imagine what life would be like in your home. The action points below will help them be able to do that.

### 1

#### EXTERIOR

- Wash or paint the home's exterior
- Paint the front door
- Keep the yard nicely trimmed
- Keep the lawn free of clutter
- Weed and freshly mulch garden beds
- Clean interior and exterior windows
- Apply fresh paint or stain to wooden fences

### 2

#### INTERIOR

- Remove personal items, excessive decorations & furniture
- Replace or clean carpets
- Get rid of clutter and organize and clean closets
- Apply a fresh coat of paint to walls, trim and ceilings
- Replace outdated ceiling fixtures, and clean lighting fixtures
- Minimize and clean pet areas in the home
- Be sure that all light bulbs are in working order

### 3

#### FRESHEN THE PAINT & FIXTURES

- A new coat of exterior paint helps a home's curb appeal. It isn't a low-budget item, but if you can swing it...DO IT
- If you can't paint the entire home, paint the trim. This is a relatively simple thing to do and it helps give a home that wow factor
- Update exterior light fixtures. This can quickly give a home an updated look
- Put a fresh coat of paint on the front door



STAGING YOUR  
*home*



## *the art* OF STAGING

Staging a home is definitely different than designing a home. The goal of hiring a stager is having a trained eye come into your home and look at it as a buyer would. This service is provided to create a clean, decluttered look so that potential buyers can look at your home like a blank canvas to envision all their loved ones and belongings in the space for years to come.

### VIRTUAL STAGING

if the home is vacant we can have virtual staging pictures completed.



## BENEFITS OF STAGING

- LESS TIME ON THE MARKET
- INCREASED SALE PRICE
- HIGHLIGHTS THE BEST FEATURES OF THE HOME
- DISGUISES FLAWS OF THE HOME
- DEFINES SPACES AND REVEAL THE PURPOSE OF EACH SPACE
- DEMONSTRATES THE HOMES FULL POTENTIAL
- CREATES THE WOW FACTOR YOU WILL NEED IN PHOTOS TO MAKE YOUR HOME STAND OUT



A modern living room interior. In the center is a brown leather sofa with four pillows: two white fur-like pillows and two beige textured pillows. In front of the sofa is a white round coffee table with a gold metal frame. On the coffee table are a white pot with a green plant and white flowers, a small gold bowl, and some white decorative blocks. To the left is a gold side table with a white lampshade and a white candle. To the right is a gold shelving unit with books and a gold starburst decoration. The wall is a dark blue color. A gold chandelier with multiple glass globe lights hangs from the ceiling. The floor is made of dark wood, and a light blue patterned rug is under the coffee table.

**A LASTING**  
*image*

# REAL ESTATE *photography*



## A PICTURE SAYS A THOUSAND WORDS

A listing's photos are often the first and sometimes only opportunity to attract a potential buyer. Most buyers are finding their homes online and photos are the first impression of your home. Pictures are the key to getting a home noticed, showings scheduled, and therefore sold. As your agent, I will ensure that your listing will be shown in its best light. Many times a buyer has already decided if they are interested in your home just from the pictures online, without ever stepping foot inside your home.

## INTERESTING FACTS:

quality photos enjoy  
**118%**  
more online views

professionally shot listings  
can sell for up to  
**19K MORE**

potential buyers look at  
professionally shot photos  
**10 TIMES**  
longer than non professional photos

# *professional* VIDEOGRAPHY

**VIDEO IS THE NUMBER ONE FORM OF MEDIA FOR ENGAGEMENT**



Real estate listings with video receive **403%** more inquiries

Videos attract **300%** more traffic for nurturing leads.

**70%** of homebuyers watch video house tours

Video gives a prospective buyer a true feeling of moving through a home, and is far more descriptive of a space than still images can ever hope to be.



# *aerial* PHOTOGRAPHY

Using aerial photography in real estate can show buyers a much more accurate depiction of what the property is actually like.

## *benefits*

### OF HAVING AERIAL PHOTOS:

- ✔ Provides views of the entire property & land
- ✔ The condition of the roof and other property features
- ✔ The neighborhood and surrounding area, including the home's proximity to schools & amenities
- ✔ Developments or local districts that are supported by the buyer's property taxes

# virtual TOURS

A virtual tour is a sequence of panoramic images that are 'stitched' together to create a 'virtual' experience of a location. Once created, the viewer is able to experience what it is like to be somewhere they are actually not

## THE BENEFITS



Utilizing cutting-edge technological solutions, we can narrow in on the most serious buyers. By using virtual tours we can give buyers a good look at your home without disturbing you. Leaving only the more serious buyers to schedule a showing.



They are interactive by design, which means users spend more time exploring than they would look at photos. The more invested in the interaction potential buyers feel, the more likely to take the next step in their purchase journey.



Potential homebuyers don't like to wait and they want all the information now. Never missing another opportunity. A virtual tour allows your home to be on display around the clock.



Exposes your home to a wider audience. Your home can be toured from clear across the country at any time.



# property BROCHURES



Property brochures are a memorable marketing piece for buyers to bring home with them after a showing. These brochure outline every detail of your home seen and unseen. We love using these to show all the unique details, photos, neighborhood specs, schools, upgrades and features your home has to offer.

SOLD ON KEEPING YOU

*safe*





# WE'VE GOT YOU *covered*

## **A secure lockbox will be used**

This allows real estate agents access to show buyers your home securely. The lockbox holds the keys to the home and is typically found at the front guarded by a security lock that only licensed agents have access to.

## **Stow away valuables**

Before showings make sure that all valuables are put away and out of sight. This includes even mail left out (which may contain personal information and bank statements). Items of value such as jewelry, artwork, cellphones, and gaming systems should also be out of site. It's a good idea to walk through your house before showings and make sure everything of value is out of sight.

## **Don't allow anyone in without an appointment**

Now that your home is online many know that it is for sale. For your safety, NEVER let a stranger into your home. While it is likely that it is just someone that saw the sign in your yard and is interested in getting a quick look, you just never know. Ask them politely to call your agent who handles all showings.

## **Remove Prescription Drugs & Medication**

Clean out your medicine cabinets and any other place you may store medications and hide them away. There have been more and more stories of people intentionally going to home showings to take medications freely.

## **Put Away Bills & Other Mail Pieces**

With identity theft on the rise it is important to put away all mail pieces with your information on them. If this information ends up in the wrong persons hands, it can easily lead to identity theft.

## **Be extra vigilant on keeping doors locked**

Often times a home for sale means home owners are not at home. So be sure to always keep your doors and windows locked.



A modern bedroom interior featuring a large bed with a tufted headboard and a matching tufted ottoman. The room has dark walls, a chandelier with multiple light bulbs, and a window with curtains. The text "Listing YOUR HOME" is overlaid in the center.

*Listing*  
YOUR HOME



# MARKETING *plan*

## NETWORKING

A large percentage of real estate transactions happen with co-operating agents in the country. I will expose your listing to this market.

## SIGNAGE

A sign will be placed in your yard as well as pointers and open house signs before an open house. These will be placed at the most opportune times to gain the most exposure.

## SUPERIOR ONLINE EXPOSURE

Buyers in today's market first start their search online. We will meet your potential buyer where they are...online! Not only will your home be featured in the local MLS, it will also be featured on the major 3rd party real estate sites, and syndicated to literally hundreds of other listing sites. Your home will be featured on our company website, and social media.

## EMAIL MARKETING

An email will be sent to our current buyer database of thousands of buyers searching for properties on my website. A new listing email alert will go out to my agent network of thousands of agents in the area.

## PROPERTY FLYERS

Highly informative and creative property flyers will be displayed inside your home. These help potential buyers remember the key items and unique features of your home.

## LOCKBOXES

Lockboxes are essential for the safety of all. They allow an agent to show your house whenever he or she needs to, rather than relying on you the owner for a key. Owners are also expected to vacate the property for showings. Having a lockbox makes this process much easier for all involved.

## SHOWINGS

When we list your home, you will also be signed up with a showing service that immediately communicates with you when a showing is scheduled. When feedback isn't left, I will follow up with those agents requesting their feedback within 24 hours.

## OPEN HOUSES

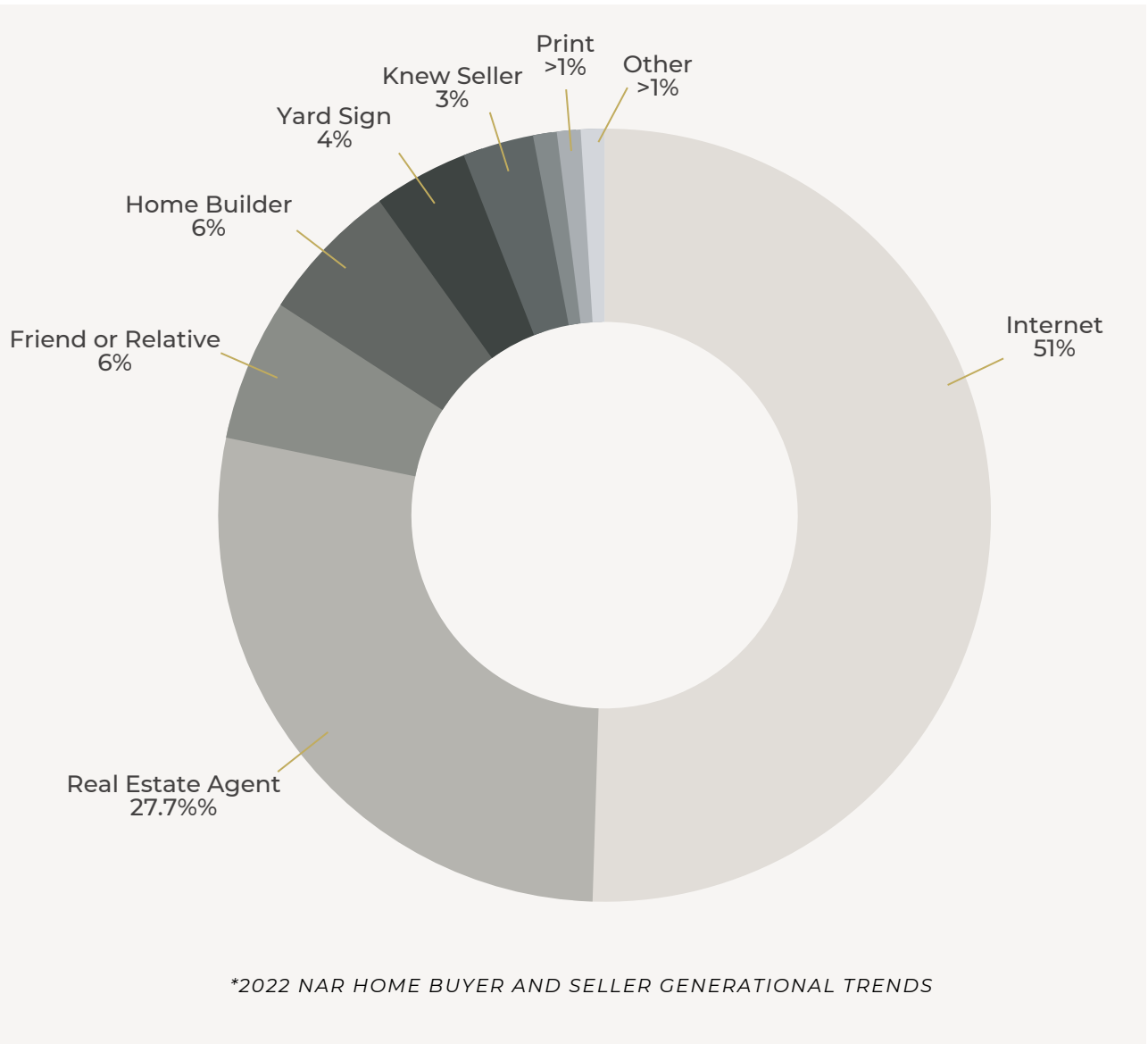
After reviewing many surveys, we have discovered the perfect formula for what day is best to list a home and the perfect day for an open house.

## SOCIAL MEDIA MARKETING

We practice regular social media marketing on today's top social sites which include and are not limited to: Facebook, Instagram, LinkedIn, YouTube, and Pinterest.

# WHERE DO BUYERS

*find their home*



# *Maximum* EXPOSURE

## Get Featured

I will feature your home on the top home search sites, and on social media and syndicate it to over 400+ other sites.

Homes that receive the top 10% of page views sell an average of 30 days faster!



 Zillow®

 trulia®

realtor.com®

twitter

facebook.

Instagram

Pinterest

 YouTube

Linked  in.

A modern dining room with a long wooden table, wire mesh chairs, a large window, and a woven pendant light. The room features white shiplap walls, a framed picture on a shelf, and a potted plant on the table. The text "after LISTING YOUR HOME" is overlaid in the center.

*after*  
**LISTING YOUR HOME**



# home SHOWINGS

## FLEXIBLE

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

## INFORMED

Make sure everyone in the home is informed when showings are to happen so they can keep their spaces clean.

## DAILY CLEANING

Keep up with daily messes. Wipe down kitchen and bathroom counters before leaving for the day.

## ODORS

Avoid strong-smelling foods: Keep your meal prep as neutral and simple as possible.

## FURRY FRIENDS

Keep pet areas clean. Clean up after your pets immediately and wash their bedding regularly. Hide pet food or litter. Not everyone is a pet person and it may hinder a potential buyers ability to picture themselves living in your home.

## NATURAL LIGHT

Open blinds and curtains and let in as much natural light as possible. Leave lights on before you leave for a showing.

## TRASH

Empty trash cans to avoid any odors. Try to empty trash cans nightly so that the home is fresh when you leave for the day.

## TEMPERATURE

Keep the room temperature comfortable. This demonstrates to buyers that the HVAC is working properly.

## PERSONALS

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

## VACATE

Having a seller present can make buyers feel awkward. We want to make the buyers feel at home and stay awhile.

# OFFERS

Price is just one of many considerations when deciding which offer is best for your home. Here are some of the other factors that matter.

## CONTINGENCIES

The fewer contingencies on an offer the better. Shorter time periods are also valuable.

## ALL CASH BUYER

A cash offer is usually more appealing than a finance offer as the seller doesn't need to worry about the bank approving the loan.

## PRE-APPROVAL

Assures home sellers that the buyer can get the loan they need.

## LOAN TYPE

A conventional loan is often the least complicated. This is an appealing choice for sellers. An FHA loan can cause delays because they require certain repairs and approvals.

## CLOSING TIMELINE

You might need to close quickly to move on to the next adventure, or you might need to extend the closing to allow time for the next home to be ready. Choosing the offer with the closing time that fits your needs will be most attractive to you.

## CLOSING COSTS

Sometimes an offer comes in high, but the buyer asks you to pay a percentage of the buyer's closing costs.

## EARNEST & OPTION MONEY

How much Earnest Money the buyer puts forward - typically 1% of sales price. Also option money, again typically \$100 - gives them days to have inspection done and can back out and just lose option money - normal time frame 5-10 days.

## REPAIR REQUESTS

If the home needs some repairs, but you don't have the time or money to do them, a buyer who is willing to do them for you might be what you need.

## OFFER PRICE

Of course, price matters too! If a high offer will cost you more in closing costs, repairs, or other factors—then it probably won't be the better offer.

# NEGOTIATIONS



*after an offer is submitted:*

## WE CAN:

- Accept the offer
- Decline the offer

If the offer isn't close enough to your expectation and there is no need to further negotiate.

### •Counter-offer

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

## THE BUYER CAN THEN:

- Accept the counter-offer
- Decline the counter-offer
- Counter the offer

You can negotiate back and forth as many times as needed until you can reach an agreement or someone chooses to walk away.

## OFFER IS ACCEPTED:

You will sign the purchase agreement and you are now officially under contract! This period of time is called the contingency period.

Now inspections, appraisals, or anything else built into your purchase agreement will take place.





*contract*  
TO CLOSING

# INSPECTIONS

## WHAT IS INCLUDED

Roof & Components  
Exterior & Siding  
Foundation  
Crawlspace  
Structure  
Heating & Cooling  
Plumbing  
Electrical  
Attic & Insulation  
Doors  
Windows & Lighting  
Appliances (limited)  
Attached Garages  
Garage Doors  
Grading & Drainage  
All Stairs



## FAQ

**INSPECTION TIME FRAME**  
TYPICALLY 3-5 DAYS AFTER SIGNING CONTRACT. NEGOTIATIONS USUALLY HAPPEN WITHIN 5 DAYS

**COSTS**  
NO COST TO THE SELLER. THE BUYER WILL CHOOSE AND PURCHASE THE INSPECTION PERFORMED BY THE INSPECTOR OF THEIR CHOICE.

**POSSIBLE OUTCOMES**  
INSPECTIONS AND POTENTIAL REPAIRS ARE USUALLY ONE OF THE TOP REASONS A SALE DOES NOT CLOSE.

**COMMON PROBLEMS COULD BE**  
FOUNDATION, ELECTRICAL, PLUMBING, PESTS, STRUCTURAL, MOLD

### UPON COMPLETION:

**BUYER CAN ACCEPT AS IS**

**BUYER CAN OFFER TO RENEGOTIATE**

**BUYER CAN CANCEL CONTRACT**

# home APPRAISAL



If the buyer is seeking a loan to purchase your home they will need to have an appraisal performed by the bank to verify the home is worth the loan amount. As a seller we want the property to appraise for at least the sale amount or more. It is very difficult to successfully contest your appraisal. An experienced agent demonstrates certain strategies to reveal the value of the home prior to the appraisal.

## APPRAISAL COMES IN AT OR ABOVE SALE PRICE

You are in the clear, and closing can be begin!

## APPRAISAL COMES IN BELOW SALE PRICE

- Renegotiate the sale price with the buyer
- Renegotiate with the buyer to cover the difference
  - Cancel and re-list
- Consider an alternative all-cash offer

# *closing* THE SALE

## WHAT TO EXPECT

Closing is when funds and documents are transferred in order to transfer ownership of the property to the buyer. The escrow officer will look over the contract and find out what payments are owed by who, prepare documents for closing, perform the closing, make sure all payoffs are completed, the buyer's title is recorded, and that you receive funds that are due to you.



### YOUR COSTS

Seller commonly pays:

- Mortgage balance & penalties if applicable
- Any claims against your property
- Unpaid assessments on your property
- Real estate agents, for payment of commission
- Title insurance policy
- Home warranty

### WHAT TO BRING

Sellers need to bring to closing:

- A government picture ID
- House keys
- Garage door openers
- Mailbox and any other spare keys

### AFTER CLOSING

Keep copies of the following for taxes:

- Copies of all closing documents
- All home improvement receipts



FINAL  
*steps*

# FINAL STEPS FOR SELLERS

## ✓ CANCEL POLICIES

Once title transfer has occurred contact your insurance agent to cancel your policy so you can receive a refund of any prepaid premiums.

## ✓ CLOSE ACCOUNTS

Cancel utilities and close those accounts. Keep a list of phone numbers for each of your utility and entertainment companies.

## ✓ CHANGE ADDRESS

Let everyone know your new address. Submit a change-of-address form to the post office.

## ✓ DOCUMENTS

Secure all closing documents as well as the contract and closing documents. Keep them in a safe place.

## ✓ GATHER HOME PAPERWORK

Put together a packet of manuals, receipts, and any warranties as well.

## ✓ CLEAR OUT PERSONALS

Move out your personal belongings completely. Check all drawers, cabinets, and closets.

## ✓ CLEAN

Ensure that your home is completely clean upon leaving the home. Clean the cabinets, refrigerators, and other appliances inside and out. Thoroughly clean out the garage. Schedule trash pick up prior to the day of closing. Leave your home the way you would like to find it if you were the buyer.

## ✓ INCIDENTALS

Leave all house keys, remotes, gate keys, pool keys, and mailbox keys in a drawer in the kitchen.

## ✓ FLOORS

Vacuum and sweep floors one more time

## ✓ LOCK UP

Ensure all blinds are closed, and lock the windows and doors.





**CLIENT**  
*testimonials*

# REVIEWS



**Brian was the absolute BEST!** He showed us our new home and helped us get a contract on it the day we saw it. We weren't expecting to find a home as quickly as we did, so the home we were living in wasn't ready to sell, at least that is what we thought. Long story short, **we put our house on the market Monday and it sold by Wednesday!** ... There we ups and downs during the process but **Brian was our rock during the entire process.** He was there to answer every question, returned phone calls, and kept in touch with us to let us know what was going on. ... We would use him again and would recommend him to our friends!

Brian has been an excellent realtor. **Very knowledgeable** and does everything to get you the house want to purchase and to sale your existing home if that be the case. He has been great through our home buying process and through the selling of our house. We would **highly recommend** Brian to anyone looking to buy or sale a home.

If you want someone that will **go that extra mile for you**, Austin is your guy. He saved us at least 10k in in both our buying and selling negotiations alone. He was always available when we needed him and responded to our questions quickly. He even helped us in regard to negotiating with our builder of the house we purchased. I really can't say enough about how helpful he was throughout our buying and selling process. In the end, my wife and I **consider him not only our agent, but a friend.**

We found Brian by chance. It was the best thing which could have happened for our family. Selling a home while preparing to purchase another can be extremely daunting. From the moment we met Brian, he **reassuringly** and **confidently** walked us step by step through the processes needed to transition our family to a beautiful new home. We feel Brian displays many valuable qualities which make him an exemplary agent. A few of these qualities are his **knowledge of real estate processes and the Tyler area**, patience, responsiveness and a quality sometimes missing in people today...**genuine kindness.** Our family feels it has been a privilege to not only work with Brian but also just to know him. We would **recommend Brian emphatically** if you are looking for an **agent with integrity!**

Phillip is a real estate professional **you can count on!** He is **professional, dependable, personable, proficient**, and a pleasure to work with! Phillip **reduces the stress** involved in buying and selling property with his knowledge, expertise, and his steady support throughout the process. I cannot say enough good things about Phillip! I **highly recommend** him if you are in the market for a real estate professional!

Austin made the process of selling a home very **quick and easy!** His **promptness, knowledge, kindness, and good energy** made a potentially chaotic selling process simple. When I am looking to buy or sell again I will not hesitate to call Austin!



# WHAT TO EXPECT

HONESTY & TRANSPARENCY

INTEGRITY

RESPECT

TIMELY & REACHABLE

ACTING IN YOUR BEST INTEREST



# HOMIE

*Seller*

## GUIDE

**exp**<sup>®</sup>  
REALTY  
LUXURY



THE  
**BRIAN CHINN**  
TEAM