

THE SELLER'S GUIDE TO

# LISTING YOUR HOME

THE DESERT DREAMERS TEAM



# CONTENTS



## PART 1

### *DISCLOSURES & PERSONAL PROPERTY*

There's a few disclosure documents we need to provide to potential buyers. The sooner these are completed, the smoother your escrow transaction will be. We also need to clarify what will convey with the home.

## PART 2

### *PHOTOS & VIDEO*

We take care of scheduling the professional photo and video shoot. Just let us know if you have a preferred day or time and have your home camera-ready.

## PART 3

### *SHOWINGS & OPEN HOUSES*

Unless the home is vacant, there's no need for it to be available for showings at all hours of the day. Let us know what kind of showing and open house schedule that you're comfortable with.

## PART 4

### *GOING UNDER CONTRACT*

Once you've accepted an offer, what happens next? We'll keep you informed every step of the way so you always know what's going on with your transaction.

# DISCLOSURES



- **Seller Property Disclosure Statement (SPDS):**

This is a comprehensive list of any facts you know about the property. For example, if the home was treated for termites, or who your electricity provider is. It's okay if you don't know everything - just fill the document out to the best of your ability.

- **Insurance Claim History Report (CLUE or LOE):**

This is a report of any insurance claims that you have made on the property. You'll need to reach out to your homeowners' insurance provider to request this document, and it must show any claims made within the past 5 years (or less if you have owned the home for less than 5 years).

- **HOA Disclosure (IF Applicable):**

If you live in a community with a Home Owners Association, our transaction team will contact them to confirm current fees. All you have to do is review the HOA Disclosure document and verify the information is correct before signing.

# FIXTURES & PERSONAL PROPERTY

## WHAT STAYS AND WHAT DOES NOT CONVEY



Fixtures are considered property that is attached/affixed to the premises. Unless you specify otherwise, the following items shall convey with the sale of your home:

- built-in appliances, ceiling fans and remotes
- central vacuum, hose, and attachments
- draperies and other window coverings
- fireplace equipment (affixed)
- floor coverings (affixed)
- free-standing range/oven
- garage door openers and remotes
- light fixtures
- mailbox
- media antennas/satellite dishes (affixed)
- outdoor fountains and lighting
- outdoor landscaping (i.e., shrubbery, trees and unpotted plants)
- shutters and awnings
- smart home devices, access to which shall be transferred (i.e., video doorbell, automated thermostat)
- flush mounted speakers
- storage sheds
- storm windows and doors
- stoves: gas-log, pellet, wood-burning
- timers (affixed)
- towel, curtain and drapery rods
- wall mounted TV brackets and hardware (excluding TVs)
- water-misting systems
- window and door screens, sun shades

# PHOTOS & VIDEO

+ SIGNPOST AND LOCKBOX

We prioritize professional listing photos and videos for every home we market. Regardless of the price point, each house receives exceptional marketing. Your only job is to prepare your home for our photographer.

For the best possible photos, aim for a clutter-free and depersonalized space. You don't have to live this way throughout the entire listing process! The goal of the photos is to capture buyer interest and prompt them to schedule a showing. Before making any big changes, consult with our team so we can maximize your home's market value.

We will schedule a time for the signpost and lockbox to be installed at your house. Please note, this is completed by a 3rd party partner of ours. They do not need access to the inside of the home, but we will need to get an extra key from you.



# PREPPING FOR PHOTOS

## ROOM-BY-ROOM



### **KITCHEN:**

- Put away toasters, coffee makers, utensils, non-essentials, etc. They can go back after photos.
- Wipe down appliances - no fingerprints
- Empty the sink – no dishes
- Remove trash can or hide in the pantry
- All lights should be working and turned on (including undermount / above-cabinet lighting)
- Put flowers or a centerpiece on the kitchen table or island
- Clear refrigerator of all magnets, photos, and papers

### **BATHROOMS:**

- Put away all hygiene items in shower, tub, and clear off countertops. They can go back after photos.
- Remove rugs and extra towels
- Clean out trash cans
- Wipe mirrors - no fingerprints
- Toilet seats should be down
- All lights should be working and turned on

### **BEDROOMS:**

- Make the bed!
- Tidy up the closet. We typically don't photograph inside closets unless they're custom built.
- Put away personal items and photos
- All lights should be working and turned on – including lamps

### **LIVING SPACES:**

- Remove clutter and put away all personal items
- Pick items up off the floor (dog beds, kids toys, etc.)
- All lights should be working and turned on – including floor lamps!
- Remove any extra rugs or extra furniture
- Condense the amount of personal photos (faces will be blurred)

### **PORCH, FRONT & BACK OF THE HOME:**

- Yard should be clean and tidy with freshly mowed grass, no weeds, and no dead landscaping
- Sweep the porch and dust the cobwebs
- All lights should be working and turned on – including carriage lights and sconces
- Cars should not be parked in the driveway or in front of the home
- Remove bikes and other non-essentials from the front entrance area
- Outdoor furniture should be tidy and not in disrepair
- No visible trash cans
- Clean any sliding doors or glass on front/back doors
- Turn on any exterior water features
- Open up outdoor umbrellas
- Wipe all windows and make sure screens are in good condition with no large rips
- If sunscreens are dark - consider removing while the home is on the market to let light in

### **POOL:**

- Water should be clean – not green!
- Skim pool for any floating leaves/debris
- Turn on any underwater lights
- If there is a water feature, turn it on!

### **OTHER:**

- We typically do not photograph the inside of garages unless it has unique features (or it has been specifically requested)
- Make sure to let us know about any special features you'd like highlighted such as gardens, firepits, etc.
- Put away any evidence of animals: beds, feeders, litter boxes etc.
- Open up the blinds and drapes – let in that natural light

# SHOWINGS & OPEN HOUSES



Showings and open houses shouldn't dictate your life. We can set specific availability windows and minimum notification times to avoid the pressure of you having to quickly pick up and leave the house for a showing.

Once your listing is live, you'll be notified of showing requests via text message and/or email. You can conveniently approve or deny these requests from your phone or computer. Just let us know about any showing restrictions so we can best accommodate your schedule.

Please also let us know if you are interested in having us host an open house at your home. This can give your listing some additional exposure to potential buyers - but it is totally up to you!

# GOING UNDER CONTRACT



As soon as you receive an official offer on your listing, we will discuss the pros, cons, and details of the offer submitted. We are here to advise and provide guidance - but ultimately this decision is up to you.

You can either reject, accept, or counter the offer as presented.

Once you decide to move forward with a purchase contract, our dedicated transaction team will kickstart your escrow process! You will receive weekly video escrow updates to keep you informed every step of the way.

We can also keep marketing your property to attract back-up offers, just in case!