



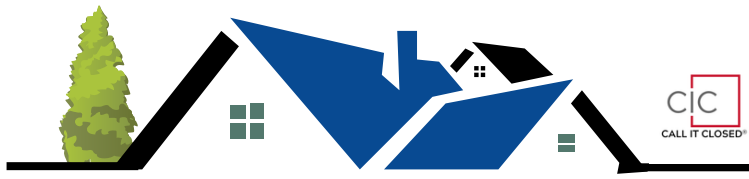
THE JONATHAN DEAN

— *Real Estate Team* —

SELLER'S

Resource Guide

THE COMPLETE GUIDE TO SELLING YOUR HOME



THE JONATHAN DEAN

— Real Estate Team —

The Jonathan Dean Team is committed to serving families across the Carolinas by offering expert guidance and support throughout the home buying and selling process.

What sets us apart from the pack? It's simple – we're not just in it for the transaction; we're in it to help you achieve your real estate goals. With our unwavering commitment to excellence, you can trust that you'll receive top-notch service that's second to none. Our 15+ years of combined experience and market knowledge, we'll turn those stressors into success stories faster than you can say "sold! We've helped over 350 families find their perfect match, and we're ready to do the same for you!

Beyond all of this, we are delighted to have worked with over 150 return clients and referrals. This isn't just a number – it's a testament to the trust and satisfaction our clients have in our services.

When you work with the Jonathan Dean Team, you're not just getting a real estate transaction – you're getting a smooth and exciting experience from start to finish. We're sticklers for detail, ensuring that every t is crossed and every i is dotted.

So, whether you're ready to make moves or just dipping your toes into the real estate waters, we're here to make it happen – with expertise, dedication, and a whole lot of fun! Let's turn your real estate goals into reality together!

Why Us

MILITARY BACKGROUND

Many of our team's agents are military veterans. We enjoy working with active and prior military members and their families, as these transactions hold a special place in our hearts. The values instilled in us from our time in the military, such as honor, respect and family, are engrained in every member of the Jonathan Dean Team.

MORE MONEY FOR YOUR HOME

A comprehensive strategy is everything when it comes to selling your property. With our guidance, we will attract all the right qualified buyers in the market and work with you to negotiate the highest marketable price possible.

8

Years In Business

350+

Clients Served

150+

Repeat Clients

47

Clients Served in 2023

Connect With Us

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TheCarolinasRealtor.com

THE PROCESS

to Sell Your Home

1 DISCOVERY & RESEARCH

We will meet with you and tour your home, discuss a marketing strategy and go over the home selling process.

2 LISTING APPOINTMENT

We will perform a walk-through to assess your home and discuss a pricing strategy, review the marketing plan, and go over the listing contract.

3 PRE-LAUNCH

Before going live, we will assemble all marketing pieces including fliers, photography, video, etc.

4 LAUNCH DAY

Your home will be listed on the MLS, our website and on social media. A yard sign will be placed on your property, open house scheduled, and neighbors notified.

5 BUYER PROSPECTING

Your home will consistently be spread across marketing platforms for maximum exposure. Open houses, door knocking and geographical prospecting will continue until we are Under Contract.

6 SALES AGREEMENT

Yay! As offers come in, we will review and respond accordingly until an agreement is made.

7 INSPECTIONS

The buyer will likely hire an inspector to check your home. It is possible they will request repairs. We will negotiate and handle this together.

8 LOAN COMMITMENT

All buyer's documentation is verified by the lender. The buyer's loan will then be underwritten and an appraisal performed. We will monitor this as well to ensure a smooth process.

9 CLOSING PREPARATION

After the lender has approved the buyer, we will go over the documents and numbers. The buyer will typically have a walk-through of your home the day before or day of closing.

10 CLOSING

We will meet with you and the closing attorney. Documents are signed, recorded, keys exchanged and proceeds received.

SALABILITY

of Your Home

The factors that are impacting the salability of your home are listed below, which include Price Point, Property Condition, Market Conditions and Market Exposure.

We will help to assist you with all of these factors to form a strategy for selling your home quickly, for the best price.



PRICE POINT

Pricing your home for the current market is pivotal for maximum exposure and a quick sale.

Factors that determine a property's value:

location, design, amenities, competing properties, economic conditions

Factors that have little or no influence:

price the seller originally paid, amount spent on improvements



PROPERTY CONDITION

The condition of your property will influence the selling price and how quickly it sells.

If repairs are needed and/or professional staging is required, we are there to assist through offering experience, guidance and a network of professionals.



MARKET CONDITIONS

The real estate market is always fluctuating. As your agent, we will discuss the pros and cons of listing during varied market conditions.



MARKET EXPOSURE

As experienced REALTORS, we understand that market exposure is the key to selling your home quickly and to receive the best offers. Our focus is to get the most qualified buyers into your home and in the least amount of time.

With our comprehensive marketing plan, your home will get noticed in any market.

OUR MARKETING STRATEGY

Teaser



PROFESSIONAL PHOTOGRAPHY

Professional photography used to ensure your property stands out from the crowd



DOOR KNOCKING

Notify the neighboring homeowners of the newest listed property.



PROPERTY FLIERS

Develop a property brochure to be distributed to prospective buyers



COMING SOON & JUST LISTED EMAIL

Send a targeted announcement to our personal database, as well as fellow agents with potential buyers



OPEN HOUSES

Hold open houses, post signs, and highlight on social media



LISTED ON MLS

Create a compelling and attractive listing for your property to support highly targeted marketing efforts



FACEBOOK & INSTAGRAM POSTS

Leverage Facebook and Instagram posts to highlight coming soon, just listed, property features, and upcoming open houses



CIRCLE PROSPECTING

Leverage data to prospect to neighboring homes about upcoming listing activities



SOCIAL MEDIA ADVERTISING

Leverage boosted ads to reach nearby active and passive buyers

The Proof

we work to get the highest offer



DOM: 1

**LIST PRICE: \$400,000
SOLD PRICE: \$420,000**

106 LOCUST RUN PLACE



DOM: 5

**LIST PRICE: \$550,000
SOLD PRICE: \$550,000**

4849 ANNELISE DRIVE



DOM: 2

**LIST PRICE: \$320,000
SOLD PRICE: \$328,000**

11920 TANTON LANE



DOM: 3

**LIST PRICE: \$499,900
SOLD PRICE: \$499,900**

16326 WAVENLY HOUSE DRIVE



DOM: 3

**LIST PRICE: \$370,000
SOLD PRICE: \$371,000**

3137 LEGACY PARK BLVD



DOM: 2

**LIST PRICE: \$640,000
SOLD PRICE: \$705,000**

8906 GLENROSE PLACE



DOM: 6

**LIST PRICE: \$624,900
SOLD PRICE: \$625,000**

221 ELYSIAN DRIVE



DOM: 1

**LIST PRICE: \$749,000
SOLD PRICE: \$790,000**

1907 PENSICO POND COURT

Meet The Team!

Our dedicated team of real estate professionals is committed to providing exceptional service to our clients, treating them like family every step of the way. Our goal is to build lasting relationships, and we hope that by the end of your transaction, you will not only consider us your realtor but also a trusted friend.



KRISTY KYLE
NC REALTOR



JEFF GOODALL
NC/SC REALTOR



JONATHAN DEAN
TEAM LEADER
NC/SC REALTOR



NATHAN ELLENWOOD
NC REALTOR



KAMERIN ROTH
NC REALTOR



ASHLEY MCLEAN
TEAM ADMIN



WASEF MOHAMMAD
NC/SC REALTOR



DOMINIK LIVINSKY
NC/SC REALTOR

SELLING YOUR HOME

GET IN TOUCH

Contact Info



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THE JONATHAN DEAN

Real Estate Team



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