

YOUR **ESSENTIAL** HOME SELLER GUIDE

LPT
Realty



Expert Tips to Sell for Top Dollar!

OVER \$60M SOLD – PROVEN RESULTS FOR SELLERS LIKE
YOU!


The Bolden Team
#YourFavoriteRealEstateCouple

Contact Us

407.334.1557

TheBoldenTeam.com





LET'S GET SOLD!

Selling your home can be an exciting yet daunting task, especially in the dynamic real estate market of Florida. Whether you're moving across town or across the country, having a plan in place will help you navigate the process smoothly. Here's a friendly guide that outlines the essential steps to selling your home, with an emphasis on the invaluable role a real estate agent plays at each stage.



> DECIDE TO SELL

Before you list your home, take a moment to consider your reasons for selling. Whether it's to upsize, downsize, or relocate, understanding your goals will help you stay focused. A real estate agent can offer insights into current market trends and help you determine if it's the right time to sell in Florida's market.



> CHOOSE A REAL ESTATE AGENT

Partnering with a real estate agent is one of the most crucial steps in selling your home. A professional agent will:

- **Provide Market Expertise:** They have in-depth knowledge of the local market, including neighborhood specifics and current market conditions.
- **Offer Pricing Guidance:** An agent uses comparative market analysis to suggest a competitive listing price.
- **Market Your Home:** They create a marketing plan that includes professional photography, online listings, and open house strategies.



> Prepare Your Home

First impressions matter, and preparing your home is key. Your real estate agent can recommend:

- **Staging Tips:** Simple changes like decluttering and rearranging furniture can make your home more appealing.
- **Repairs and Upgrades:** They can identify small repairs or updates that may increase your home's value.
- **Professional Photography:** High-quality images are essential for online listings.



LET'S GET STARTED

"My experience with the Bolden team was nothing short of spectacular from the very first meeting discussing the sale of my home the level of knowledge and professionalism that they brought was very assuring to me that they could do what they said they could do and they did not disappoint. my home wasn't on the market three days before I had several offers. Because of the Bolden team realtors my house sold in a very short time. I Just want to give a big thanks to the Bolden team."
Andy Hughie



> LIST YOUR HOME

Once your home is ready, your real estate agent will list it on multiple platforms, increasing its visibility to potential buyers. They will also handle:

- Scheduling Showings: Coordinating with interested buyers for viewings.
- Fielding Offers: Presenting and negotiating offers on your behalf.



> REVIEW OFFERS AND NEGOTIATE

With your agent's expertise, you can evaluate offers based on price, terms, and contingencies. They will:

- Advise on Counteroffers: Help structure counteroffers to ensure you get the best possible deal.
- Negotiate Terms: Work to secure favorable terms and conditions.



> Escrow

Escrow is the good faith deposit that is deposited by the buyer usually within 3 days of the offer being accepted. Escrow is usually 1% of the purchase price and negotiable. All money is wired directly by the buyer to title company holding the escrow. This money will be used by the buyer towards their closing costs at closing.



INSPECTION TIME

"Calvin and Rondra were very professional in guiding me through the process to sell my home. They are very experienced and able to navigate through any challenges that may occur. Thank you for your patience in working with me." Doreen Williams



> **Conduct Inspections**

The buyer will be given between 0-10 days to inspect the home for any issues. This is considered the inspection period and is determined by your accepted contract. If any issues are found during the inspection, the buyer may negotiate with you as the owner to resolve them. You may choose to not make any repairs, make the repairs or offer a monetary credit to the buyer at closing in lieu of the repairs.



> **APPRAISAL/SURVEY**

Appraisals are ordered by the lender to determine a home's value. The lender will determine if the appraiser's value satisfies their lending requirement. If they do not, the buyer and seller are able to negotiate to a satisfactory outcome.



> **INSURANCE**

The buyer will finalize their home insurance. In Florida, home insurance companies may stop writing policies if there is a formally named storm due to weather.



ALMOST THERE

"The Bolden Team was very knowledgeable and guided us every step of the way with selling our first property. Due to their marketing strategy, we were listed quickly on the market with multiple offers. Their service is first class and they offered the best communication that one could ask for. We highly recommend their services if you are in the market and want a great experience." Shawnda Neil



> **Loan Approval- Cleared to close**

The underwriter may ask for any additional information from the buyer to clear the file for closing. They are responsible for making sure all items needed are in the file and make sense. When the underwriter is happy with the file they will give a Cleared to Close and send it to the title company.



> **FINAL WALKTHROUGH-CLOSING**

A few days prior to closing the buyer will schedule a final walkthrough of the property to confirm it is in the same condition as it was when the offer was written.

The closing process involves paperwork and legal documentation. Your agent will:

- Coordinate with Professionals: Work with title companies, inspectors, and appraisers.
- Ensure Compliance: Make sure all legal requirements are met.
- Guide You to Closing: Help you understand each document you sign and what it means for the transaction.

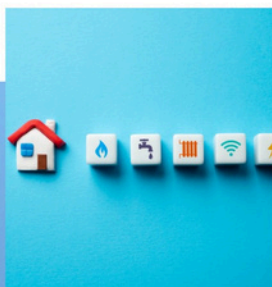
The Title company will handle the closing and will:

- Send notification of all closing costs to you in a settlement statement.
- Schedule the date and location of your closing.
- Disburse funds to all parties.



SOLD!

"The Bolden Team, REALTORS at LPT Realty. This team is amazing! My husband and I moved out of state with no concerns, by God's grace! They took care of everything! We love them and very grateful for how quickly they prepared and got our home sold!" JT



> Last Step!!! UTILITIES

Utilities must remain active until you close on your home. After closing has been confirmed, contact your utility providers to discontinue your service.

CONGRATULATIONS ON SELLING WITH THE BOLDEN TEAM!!!

