

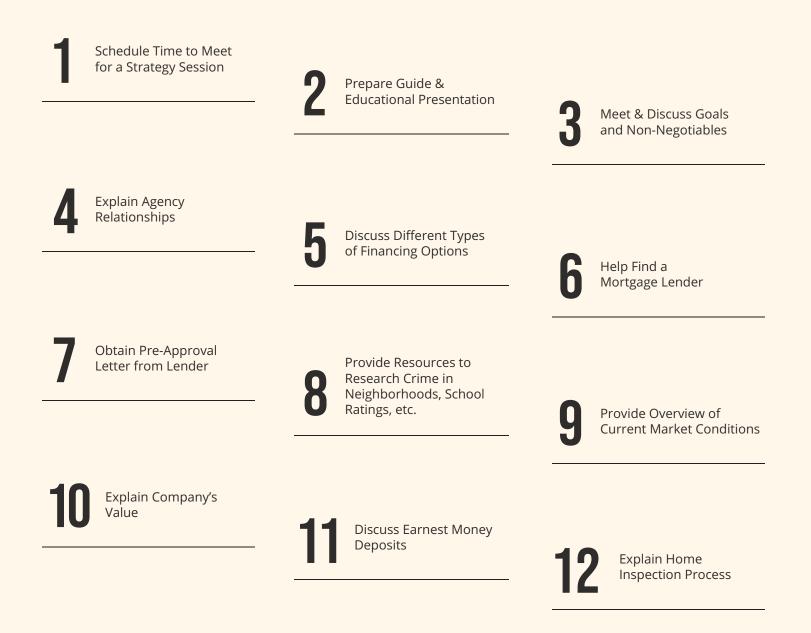
These are the top ways I bring you high value and low stress.



Michele Rennie Real Estate Broker and Marketing Specialist WA/OR

BUYING + SELLING A HOME

is a complex and often stressful journey. At blue & vine group | eXp Realty, LLC we provide you with expert guidance throughout the process, ensuring you make informed decisions and get the best possible outcome. Here are some of the most important ways we're here to serve you.



Discuss Foreclosures & Short Sales



Gather Needs & Wants of Next Home

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Explain School **Districts Effect on** Home Values

Explain Recording Devices During Showings

Learn All Goals & Make A Plan

Create Internal File for Records

Send Homes Within Their Criteria

Start Showing Homes as Requested

Schedule & Organize All Showings

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Gather Showing Instructions for Each Listing

24

Send Showing Schedule

Show Up Early & **Prepare First Showing**

Look for Possible **Repair Issues While** Showing

Gather Feedback After **Each Showing**

Update When New Homes Hit the Market

Share Knowledge & **Insight About Homes**

Guide Through Emotional Journey



Listen & Learn at Each Showing

Keep Records of All Showings



Update Listing Agents with Feedback

Discuss

Homeowner's Associations

Estimate Expected Utility Usage Costs



Confirm Water Source & Status

Discuss Transferable Warranties

Explain Property Appraisal Process

Discuss Multiple Offer Situations

Create Practice Offer to Help Prepare

Provide Updated Housing Market Data

12

Inform Showing Activity Weekly

Update on Any **Price Drops**



Discuss MLS Data at Showings

Find the Right Home

Determine Property Inclusions & Exclusions



Prepare Sales Contract When Ready

Educate on Sales **Contract Options**

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49

Determine Need for Lead-Based Paint Disclosure



Explain Home Warranty Options



Update Pre-Approval Letter with Each New Offer



Discuss Loan Objection Deadlines

53

Choose a Closing Date

54

Verify Listing Data is Correct

55

Review Comps to Determine Value

56

Prepare & Submit Offer to Listing Agent

57

Negotiate Offer with Listing Agent

Execute A Contract

Execute A Sales Contract & Disclosures

59

Once Under Contract, Send to Escrow Company

60

Coordinate Earnest Money Wire Transfer

61

Deliver Copies to Mortgage Lender

62

Obtain Copy of Sellers Disclosures

63

Deliver Copies of Contract/Addendum

Obtain A Copy of HOA Bylaws

65

Keep Track of Copies for Office File

66

Coordinate Inspections

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67

Meet Home Inspector at The Property



Review Home Inspection



Negotiate Inspection Objections

70 Get All A Upon Re in Writir

Get All Agreed Upon Repair Items in Writing

Verify any Existing Lease Agreements

72

Check in With Lender to Verify Loan Status

Check on the Appraisal Date

Make Sure All Documents are Fully Signed /4

Negotiate Any Unsatisfactory Appraisals

75

Coordinate Closing Times & Location

77

Verify Escrow Company has Everything Needed

78

Reminder to Schedule Utilities Transfer

79

Make Sure All Parties Are Notified of Closing Time

80 ^{So} Pr Cl

Solve Any Title Problems Before Closing

81

Receive & Review Closing Documents

82 Review Closing Figures

83

Confirm Repairs have been Made by Sellers

84

Perform Final Walk-Through







Resolve Any Last-Minute Issues

86

Get CDA Signed by Brokerage

87

9

Attend Closing



Provide Home Warranty Paperwork



Facilitate Transfer of Keys and Accessories

Close Out File

Thank You



For Your Time.



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