

Your home is on the market, now what?

Showings: You will receive showing notification requests and feedback via email/phone/text, base of your preferences. It is imperative that you ACCEPT every request you receive. Buyers agents rarely return to a rejected showing. Usually the last minute showings are the serious buyers!

Please leave all the lights on and clear off the clutter! If you have pets, make accommodations for them sooner rather than later. Keep the curtains open to let in natural sunlight.

Scent is most linked to memory, it is most emotional trigger we have as humans. Ditch the tropical scents, which can trigger asthma in a large group of folks. Go instead with "clean smells" rosemary, lemon, and the all time favorite in studies conducted lavender.

Weekly: I will send you a report recapping the prior week. Items detailed are recommendations from showing agents, buyers, and myself! Also included the what's going on in the neighborhood "listings, pendings, and what has sold." There will also be a report for internet hits (90% of all buyers start searching on line looking at pictures) a lot of hits with no offers usually dictates we could be priced too high. We will discuss at the appropriate time.

Marketing: We will be sending emails to all of the agents who have clients' looking for homes that are like yours! Our marketing items will be outlined in the weekly reports.

We Have an Offer!: It is common for a buyer to offer less than the listing price. Everyone wants to feel that they are making or getting a good deal. The buyer often asks that the seller pay for a percentage for or all of their closing cost.

Common Buyer Requests: Closing Costs, Home Warranty, Appliances, Pool Tables, Radon Mitigation, Window Coverings, Ceiling Fans, and a specific closing date! We will discuss at the appropriate time.

We Have Accepted the Offer:

Home Inspection: Scheduled within 7-10 business days after the accepted contract. The provider will access the home with their Ekey, you do not need to be there. We will schedule a time and date. An inspection takes 3-4 hours from start to end. The inspector's job is to find anything and everything that is wrong with the home. Do not be surprised or offended by what the buyer may request. The buyer may ask you to fix only a few items **OR** they'll ask for everything.

After repairs are negotiated the buyer, it is your responsibility to have the repairs completed by licensed service providers. If you need trade referrals, I have great relationships with many industry professionals CALL ME! Once completed send me the paid receipt from each provider detailing the work performed as copies of all receipts are required prior to closing.

Radon Inspection: Scheduled within 7-10 business days after the accepted contract. The provider will access the home with their Ekey, you do not need to be there. Radon equipment is set in the lowest level of the home two days before the home inspection and is picked up at the conclusion of the test. All windows and outside doors need to be kept closed (except for normal entry and exit) from the start of the test until completion 48 hours later. If the result is 4.0 pCi/L or higher you will need to mitigate, per the purchase agreement.

Termite Inspection: About two weeks prior to closing the buyer's lender will order a termite inspection of the property. Most of the inspection occurs on the exterior, but the inspector will need to also inspect the interior. The provider will access the home with their Ekey, you do not need to be there. If there are any detached garages, or sheds, unlock them or leave keys with CLEAR instructions to permit the inspector of the interior. The inspector typically lets us know the results of the inspection the same day.

Appraisal: The appraisal will be ordered by the lender after inspection negotiations. The appraiser needs to access your home in order to complete the appraisal and they will schedule an appointment. We will contact you once that has been scheduled. The provider will access the home with their Ekey, you do not need to be there. At the conclusion the report is sent to the lender. If it is an FHA appraisal and repairs need to be completed per the appraisal findings, a re-inspection of completed repairs will need to be completed for appraisal approval. It can take up to a week for the appraiser to give the report to the lender.

Final Walk-Thru: 24-48 hours prior to the closing. The buyer will schedule a "final walk-thru" to check the status of agreed upon repairs and in general ensure the house is in the same condition as when they made the original offer.

Moving Out: The sales contract requires the home to be turned over to the buyer in the same condition it was when the contract was accepted. Be careful when moving out to not damage the property. Once all your items have been removed, go through each room again. Think about what condition you expect your new home to be in when you move in and make sure your home is in the same condition.

Utility Companies: Contact the utility companies (Metropolitan Utility District "MUD" for gas and water 402-554-6666 and Omaha Public Power District "OPPD" for electricity 402-536-4131 or Black Hills Energy 888-890-5554 for electricity) and notify them to remove your name from the account effective with your close date. DO NO SHUT OFF THE UTILITIES. The new owner will notify them to change the account to their name.

Closing: I will contact you to arrange a time to sign the deed set prior to closing. You will remain the owner of record until the conclusion of the closing. 24-48 hours prior to closing (depending on when the title company receives the closing instructions from the buyer's lender), the title company will provide you a HUD-1 Settlement Statement detailing all of the financial aspects of the transaction. The HUD-1 will tell you the exact amount of proceeds you will receive from the sale and/or the amount of money you will need to bring to closing, the funds must be certified (wire or cashier check) payable to the title company.

Remember: The buyer will need the house keys, garage door openers, keypad codes, mailbox number, keys, etc. You can leave these items at the house for the new owner on the kitchen counter.

"I'm never too busy for your referrals!"

A handwritten signature in cursive script that reads "Angela Brant". The signature is written in black ink on a light-colored, slightly textured paper background.