



SELLERS
GUIDE

H O M E
S E L L I N G
M A D E
S I M P L E

COURTESY OF CAREY KANAVAL

10 THINGS TO DO WHEN SELLING YOUR HOME

#1. Call me.
(I'll handle the other 9)

HOME SELLING SIMPLIFIED

Welcome! You are about to embark on the exciting journey of selling your home. Whether it is your first home or tenth home, a retirement home or investment property, I will make your home-selling journey a great experience. I can help you sell your home with the least amount of hassle, and I am devoted to using the expertise and full resources of my team to achieve these results! Selling a home is a very important decision and a big undertaking in your life. In fact, most people only choose a few homes in their entire lifetime. I am going to make sure that you are well-equipped and armed with up-to-date information for your big decision. I am prepared to guide you through every phase of the home-selling process.

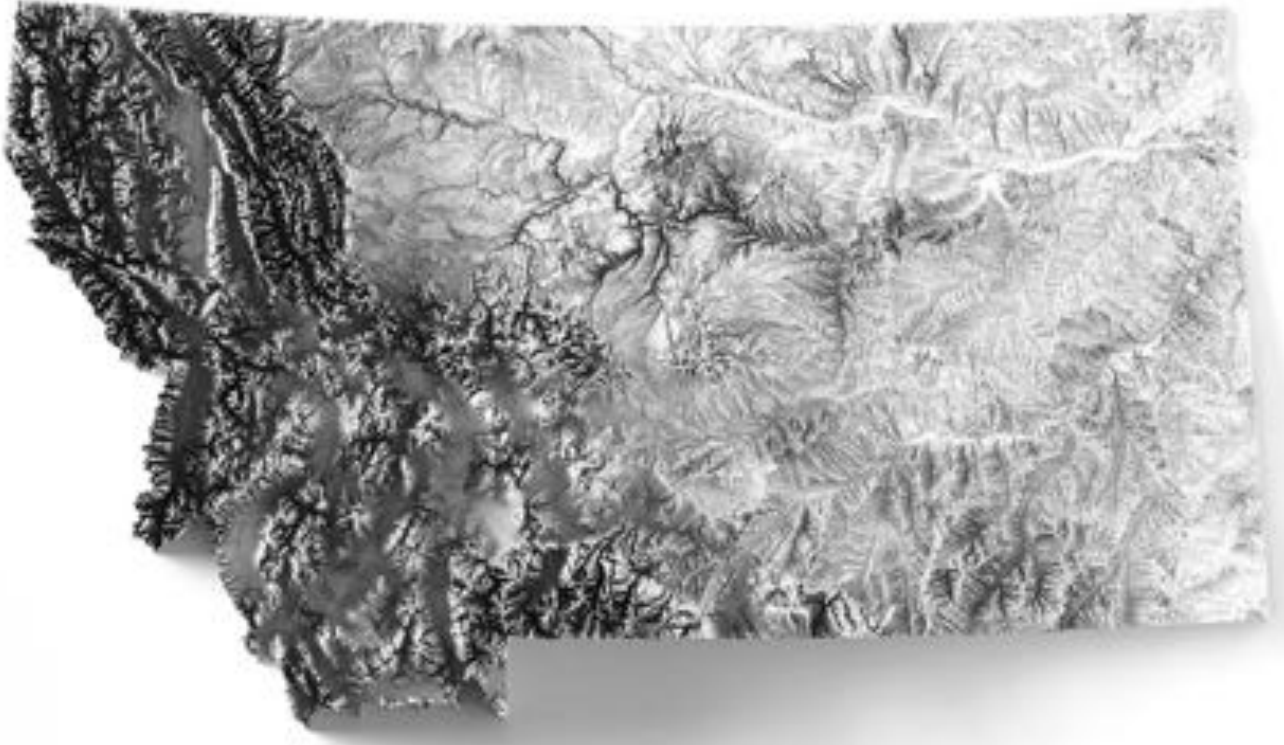
This guide gives you helpful information for before, during, and after your transaction. I hope you will find its reference to be an invaluable guide during your home-selling experience. My real estate business has been built around one guiding principle: It's all about you. I will work with you to understand your unique needs and wishes because selling a home is more than a transaction, more than what the market is doing, or dollar signs. It's about your dreams, concerns, questions, finances, time, and lifestyle – and that's important to me. My focus is on your complete satisfaction. I work to get the job done so well that you will want to tell your friends and associates about your experience with me. That's why so much of my business comes from repeat clients and their referrals: good service speaks for itself. Let's take this journey together! I look forward to meeting your real estate needs every step of the way.



Carey Kanavel

CAREY KANAVEL BROKER
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LOOKING TO SELL A HOME IN MONTANA?



I've got you covered.

IN ANY MARKET, WITH ANY TIME FRAME, FIRST TIME HOME SELLER, COMMERCIAL NEEDS, OR EXPERIENCED SELLER, I CAN'T WAIT TO HELP YOU SELL YOUR HOME OR PROPERTY.



Carey was extremely helpful and knowledgeable. I moved from out of state across the country and she made it so easy. She is a great realtor and an even better person.

————— Tom K —————

Carey was very professional and had great local knowledge. She returned messages quickly and put together an extensive list of properties that matched my needs. I've purchased a few properties and never had a better experience - Carey was top notch from start to close, highly recommend!

————— Todd R. —————

Excellent, would definitely recommend Carey again!

————— Ron and Sherry S —————

It was sheer luck we got Carey the day we called and we could not be more appreciative and thankful for her knowledge, guidance, over the top helpfulness....we could go on and on!

————— Kevin and Michelle B. —————



KNOWLEDGEABLE,
professional, and proven
realtor/broker who
will represent you



Thorough consultation
to **DETERMINE YOUR
UNIQUE WANTS AND
NEEDS**



**ORGANIZING AND
SCHEDULING** showings
based upon your
specific criteria



**PERSONALLY
TOURING YOUR
HOME/PROPERTY** with you
providing you with a free CMA



KEEPING YOU INFORMED
about and delivering
opportunities to show your
home to prospective buyers



**ADVICE ON PRICING YOUR
HOME** based on an expert
market evaluation and
analysis of other homes sold



COMMITTED ALLIES
who will complete your
sales contract, and negotiate
on your behalf



**PREPARATION OF ALL
DISCLOSURES AND
DOCUMENTS,** and
guidance through the
process



ASSISTANCE
with any post-closing
questions



The Burning Question....Why Not Sell Your Home by Yourself?

Limited Exposure

If you really want to sell your home, you need buyers. An experienced real estate agent exposes your home to thousands of potential buyers by:

- Giving your home a much-needed online presence through the Multiple Listing Service (MLS)
- Developing a strategy for marketing your home to their extensive network of buyers and agents

Unintentional Mishaps

Your home is your largest asset. Even small mistakes can cost you big. A top-notch agent probably sold more homes last week than you've sold in a lifetime. They've seen everything and can navigate through pitfalls and paperwork you never saw coming. That kind of expertise is worth its weight in gold.

You need a Comparative Market Analysis (CMA)

Let's face it, your home is worth what someone is willing to pay for it. The best way to get an idea about that number is to compare recent sales of homes like yours in your area. Your real estate agent has access to all of this information and can provide a comparative market analysis to help you get top dollar for your home in the least amount of time. A CMA is a detailed report that compares homes near you that are on the market or were recently sold. The goal is to find homes that are most like yours. This helps your agent to better predict what buyers will pay for your home. Your CMA will offer pages and pages of information and will usually feature photos and a location map of all the properties. With this information in hand, you can work with Carey to set a competitive price based on fact, not emotion. Now for the good stuff....

10 STEPS TO HOME SELLING



STEP ONE: FIND THE RIGHT LISTING AGENT

If you're getting ready for the home selling process, then more likely than not, you have been through the home buying process at least once before. If you were surprised by the buying process's complexity, then this should serve as fair warning that the home selling process can be similar. On the bright side, according to CNN.com, this decade has been the most profitable time to sell a home. By taking the time to research the process of selling a home from start to finish, you will be sure to set yourself apart from other sellers in your area and maximize your profits.

The home selling process can be a long one, and sellers will want to make sure to find the right agent to serve their best interests. The process of finding the right agent can be daunting. I am glad you have found Carey Kanavel. You are here. Welcome. In return, Carey is here for you.



STEP 2: KNOW HOW MUCH YOUR HOME IS WORTH PRICE IT ACCORDINGLY

Selling your home is a big deal—there’s a lot on the line. Obviously, you’d like to know if your home will sell for enough money before planting a “For Sale” sign in your yard. So let’s do a little math to figure out how much you can expect to make by selling your home.

First, determine how much equity you have. Equity is how much of your home you actually own, as opposed to what your lender owns. To calculate equity, simply subtract your mortgage balance from the current market value of your home. If your home is worth \$200,000 and you owe \$120,000 on your mortgage, you’d have \$80,000 in equity.

Market Value (\$200,000) - Mortgage Balance (\$120,000) = Home Equity (\$80,000)

Now we need to factor closing costs into the equation since they cut into your proceeds of the overall home sale. These typically cover fees like agent commission, title insurance and prorated interest and taxes.

A seller’s share of the closing costs is typically 1–3% of the home’s sale price.⁽¹⁾ If we use our example, that means you could deduct as much as \$6,000 from your proceeds to cover closing costs. That would leave you with \$74,000, which you could use toward your next house.

Home Equity (\$80,000) - Closing Costs (\$6,000) = Sale Proceeds (\$74,000)

That’s a pretty solid down payment for your next house. But you don’t want to work off a rough guess. Figuring out how much your home is worth is a job that calls for a pro! CAREY KANAVEL knows firsthand what buyers are paying for similar homes in your area. She will provide you with a free comparative market analysis (CMA) to ensure you’re working with accurate numbers.

STEP 3: UNDERSTAND YOUR MARKETING PLAN



CAREY will present to you a concise marketing strategy, such as listing on the MLS, hosting open houses, and sending out targeted campaigns.

However, sellers should participate in the marketing process, and tap into their networks to find interested buyers. We will go over any and all strategic plans and Carey will answer any questions you may have.



STEP 4: PREPARE YOUR HOME

So you're ready to get your home looking its best for potential buyers. What does "looking its best" mean? You already dusted your shelves and vacuumed your carpets. But if you want to stay calm and confident about selling your home for top dollar staging is a must. Staging makes rooms appear bigger, gives a home a high-end feel, accentuates the positives and downplays the negatives.

Although you may love your property the way it is, new buyers will be looking for a fresh face. Spend time preparing your home for sale. See the staging checklist below. Carey provides guidelines, such as decluttering, removing overly personalized effects, and getting rid of pet odors so you can enter the next phase with confidence.

STAGING CHECKLIST

This home seller checklist may seem overwhelming at first. You'll be surprised at how quickly the items on the list dwindle as you work through them. Once you get into a groove and start working down the checklist, it goes fast. You only get one chance to make a first impression. Your goal is to make home buyers question whether anyone lives in the home when they're viewing it. Your home should stand out above the rest because you have gone above what the average home seller would do.

CLEAN/REPLACE AS NEEDED:

- LIGHT SWITCH COVERS
- FIREPLACE
- LIGHT BULBS
- FRONT DOOR
- CARPETS
- BLINDS
- DOORS AND DOOR KNOBS
- INTERIOR & EXTERIOR PAINT
- AC/HEATER VENTS

DUST EVERYTHING:

- WALLS
- BLINDS
- CEILINGS
- BASEBOARDS
- WINDOWS
- A/C INTAKE VENTS
- CEILING FANS

MAKE IT INVITING!

- REARRANGE FURNITURE TO MAXIMIZE VISUAL FLOOR SPACE
- PACK UP ALL KNICK-KNACKS AND FIGURINES
- PRUNE AND NURTURE ALL HOUSE PLANTS
- REDUCE OR ADD HOUSE PLANTS TO A BALANCED NUMBER
- REMOVE ANY FURNITURE THAT YOU CAN LIVE WITHOUT
- REMOVE ALL BUT A FEW DECORATIVE BOOKS FROM BOOKSHELVES
- PACK AWAY PERSONAL FAMILY PHOTOS TO DEPERSONALIZE THE HOME
- REDUCE THE AMOUNT OF WALL ART TO ONE OR TWO ITEMS PER ROOM
- ADD LAMPS TO ANY DARK SPACES TO BRIGHTEN THE ROOM
- AVOID USING SCENTED CANDLES, SPRAYS, AND PLUG-IN AIR FRESHNESS
- LEAVE YOUR HOME SMELLING FRESH AND CLEAN WITH AN ESSENTIAL OIL DIFFUSER

LIVING ROOMS & FAMILY ROOMS:

- KEEP COFFEE TABLES CLEAR
- REMOVE ANY ASHTRAYS
- KEEP FURNITURE AT A MINIMUM
- ANY TOYS SHOULD BE STORED OUT OF SIGHT
- USE PILLOWS AND THROWS TO SOFTEN THE SPACE

DINING ROOM:

- BOTTOM OF CHANDELIER SHOULD BE AT MIN. 60" FROM THE FLOOR
- KEEP DINING TABLE CLEAR EXCEPT FOR ONE NICE CENTERPIECE
- REMOVE EXTRA CHAIRS FROM THE TABLE AND DINING ROOM
- REMOVE EXTRA LEAVES FROM THE TABLE
- THE TABLE SHOULD SEAT 4 TO 6 CHAIRS MAX.

KITCHEN:

- CLEAR ALL ITEMS FROM KITCHEN COUNTERTOPS
- CLEAN TILE GROUT; BLEACH IF NEEDED
- CLEAN THE STOVE, OVEN, AND MICROWAVE
- CLEAR THE REFRIGERATOR OF MAGNETS, PICTURES, AND MESSAGES
- REPAIR BROKEN OR LOOSE CORNERS ON FORMICA COUNTERTOPS
- REPLACE BURNER PANS ON THE STOVE IF WORN KEEP ALL MOPS, BROOMS, VACUUMS, ETC., PUT AWAY.
- EMPTY THE GARBAGE BEFORE EACH SHOWING
- REMOVE ANY PET FOOD AND WATER DISHES BEFORE SHOWINGS
- ORGANIZE PANTRY TO LOOK NICE AND NEAT
- BOX UP ANY DISHES & COOKING SUPPLIES YOU CAN LIVE WITHOUT
- SCRUB/POLISH THE SINK TO MAKE IT LOOK LIKE NEW AGAIN

STAGING CHECKLIST

BEDROOMS:

- MAKE BEDS DAILY
- INVEST IN NEW BEDSPREADS IF NECESSARY
- CLEAR OFF BEDSIDE TABLES, DRESSERS, ETC.
- STORE DAILY NECESSITIES IN DRAWERS OR CLOSETS
- ORGANIZE CLOSETS TO BE NICE AND NEAT
- KEEP CLOSET DOORS CLOSED
- KEEP ALL THE FLOORS CLEAR AND VACUUM REGULARLY
- REMOVE ALL WALL DECOR, OTHER THAN A TASTEFUL PIECE OF ART
- REPAIR ANY HOLES OR DAMAGE TO WALLS

LAUNDRY:

- PUT SOAP AND SUPPLIES IN CUPBOARDS
- KEEP ALL SURFACES AND SINK CLEAN AND EMPTY
- USE HIGH WATT BULBS TO MAKE IT LOOK BRIGHTER
- REMOVE ANY AND ALL CLOTHING, DIRTY OR CLEAN.
- KEEP FLOORS CLEARED OF CLUTTER
- MOP REGULARLY

BATH:

- CLEAR AND CLEAN ALL SURFACES
- DISPLAY A BOTTLE OF HAND SOAP OR A CLEAN BAR OF SOAP
- PURCHASE NEW TOWELS IF NECESSARY
- COORDINATE ALL LINENS IN ONE OR TWO COLORS
- FOLD TOWELS IN THIRDS ON TOWEL RACK
- REMOVE ALL UNNECESSARY ITEMS OUT OF SHOWER STALLS AND TUBS
- CLEAN OR REPLACE ALL SHOWER CURTAINS
- CLEAN ANY MOLDY AREAS IN THE SHOWERS AND BATHS
- REPLACE CAULKING TO MAKE IT LOOK NEW AGAIN
- TAKE OFF ALL CLOTH TOILET LIDS AND KEEP LIDS CLOSED
- HIDE GARBAGE CANS AND CLEANING SUPPLIES
- ORGANIZE CABINETS TO BE NICE AND NEAT

EXTERIOR:

- LOOK AT YOUR HOUSE OBJECTIVELY FROM YOUR NEIGHBOR'S YARD
- CLEAN OR REPAINT THE FRONT DOOR IF NEEDED
- REPAINT THE EXTERIOR AND TRIM IF NEEDED
- REPLACE ANY ROTTEN WOOD ON THE EXTERIOR
- SWEEP ALL WALKWAYS, PATIOS, PORCHES, AND DECKS
- PRESSURE WASH ANY DIRTY/STAINED CONCRETE
- RE-STAIN DECK WOOD AS NEEDED
- WASH WINDOWS, INSIDE AND OUT
- USE OUTDOOR FURNITURE TO SHOW USE OF SPACE
- OUTDOOR DRAPES, PILLOWS, AND THROWS CREATE AN INVITING RETREAT

KITCHEN:

- CLEAN AND SWEEP OUT THE GARAGE
- KEEP STORAGE NICE AND NEAT
- REPAINT DIRTY AREAS
- PACK ANYTHING YOU CAN LIVE WITHOUT

YARD

- PRUNE BUSHES AND PLANTS TO LOOK HEALTHY
- DO NOT ALLOW SHRUBS OR PLANTS TO BLOCK WINDOWS
- WEED ALL PLANTING AREAS
- PUT DOWN FRESH MULCH TO RESTORE COLOR CONTRAST
- KEEP THE LAWN FRESHLY MOWED, EDGED, AND FERTILIZED
- REMOVE ANY DEAD PLANTS
- ADD A FEW FLOWERS FOR A SPLASH OF COLOR IF NEEDED

DONT FORGET:

**ALL YOUR HARD WORK WILL
PAY OFF AT THE CLOSING TABLE!**

STEP 5: PREPARE FOR OPEN HOUSES AND PRIVATE SHOWINGS

Carey will work closely with you to prepare for upcoming open houses. Typically, the agent will show the property professionally to interested buyers in the homeowner's absence.

STEP 6: DO NOT BE AFRAID TO NEGOTIATE

The great thing about selling a home in a seller's market is that there is often room for negotiation. If your property is in a desirable location and is priced well, you will most likely have several competing offers. Work with your agent to negotiate on your behalf to make and accept the best possible counter-offer.

STEP 7: WAIT OUT THE ESCROW PERIOD

Once a seller and buyer have reached a purchase agreement, they will enter into a period called escrow. During this time, the buyer and seller will await the closing and move-out date and address duties such as ordering a title report, scheduling an appraisal, and conducting a property inspection.

STEP 8: MEET WITH THE PROPERTY APPRAISER

The buyer's prospective lender will typically require a property appraisal to make sure that the negotiated purchase price was fair and paralleled to the actual property value. Be sure to keep your property clean and organized before the appraisal appointment, and be sure to cooperate fully with the appraiser. Be sure to ask your agent regarding your rights in case the buyer chooses to back out based on appraisal results.

STEP 9: HELP OUT WITH THE PROPERTY INSPECTION

In today's day and age, property inspections are an oft-opted for purchase agreement contingency. Inspections help buyers confirm that they are purchasing a home that is truly in the condition for which it appears. If the property inspector discovers a serious underlying issue, which can range from cracks in the foundation to plumbing that needs replacement, the buyer reserves the right to back out of the deal if they are not comfortable with the results. Once all contingencies are met, be sure to ask the buyer to lift contingencies in writing.

STEP 10: PREPARE FOR CLOSING

Both home buyers and sellers can start breathing sighs of relief as they cross off their checklists and approach the closing date. Carey will prepare you by walking you through all the documentation and paperwork you will be reading and signing during the closing meeting. Prepare yourself to read and sign a large stack of documents with fine print. Once everything is signed and verified by all parties, the property has officially been sold.

OVERVIEW OF THE SELLING PROCESS



1. MEET WITH LISTING AGENT

» Carey will be guiding you through the entire listing process. You have chosen wisely. She will inform you, communicate well and serve as your advocate through the entire process.

2. PRICE YOUR HOME COMPETITIVELY

» Carey will provide a competitive market analysis to help determine the best possible listing price. The biggest mistake sellers can make is overpricing their property, which may cause it to sit on the market for longer than expected.

3. UNDERSTAND YOUR MARKETING PLAN

» Carey will help determine a marketing plan that will help your listing stand out from the competitors properties and keep you informed every step of the way.

4. PREPARE YOUR HOME FOR SALE

» Before you start showing your home prepare the property by cleaning the interior and exterior, touching up paint, eliminating pet odors and removing personal decorations. See Staging Checklist.

5. SHOW YOUR HOME

» Leave the hard work to Carey. She has the expertise on how to best show your property. Allowing your agent to use a lockbox will help schedule more showings.

6. NEGOTIATE THE FINAL PRICE

» Carey will negotiate on your behalf, and can guide both parties to an agreeable price point.

7. OPEN ESCROW

» Once the purchase agreement is signed Carey will open escrow and order a title report. The buyer and seller will work together to pick a closing and move-out date.

8. APPRAISAL

» It is a good rule of thumb to clean and organize the property in advance of any home selling appointments. The buyer is entitled to back out if appraisal results are negative, so be sure to ask your agent about your rights and alternative actions if a worst-case scenario were to occur.

9. COOPERATE WITH HOME INSPECTION

» Ask Carey for a home inspection checklist, and be prepared to negotiate with the buyer in case any issues need to be addressed.

10. SOLD!

» Once the closing date arrives, your agent will help walk you through the required documentation and paperwork. Once the paperwork is verified and signed by all properties, the property is officially sold!



MAJOR DON'TS WHEN SELLING YOUR HOME

- » Don't try to sell the house yourself.
- » Don't do major renovations before selling.
- » Don't set your sale price too high.
- » Don't fail to make necessary repairs.
- » Don't let ego or emotion affect the sale.
- » Don't wait until spring to sell.
- » Don't skimp on staging.
- » Don't fail to disclose a defect.
- » Don't limit showings.



CLOSING & BEYOND

My job does not stop at closing – I will be in touch to see if you need anything!
I will also continue to reach out regularly to check-in.
Please review my services - I will make it easy and send you a link to a survey!



Closing 101

Signing your loan documents marks the end of your home-selling process and the beginning of your new life! To make sure your closing goes smoothly, you should bring the following to the signing appointment:

- » Certified check for closing costs and down payment. Make the check payable to the escrow company, or you may wire the funds. Wiring instructions can be provided by the escrow company.
- » Photo ID's
- » Social security numbers
- » Any other information requested by your lender

Transfer of title moves ownership of the property from the seller to the buyer. The two events that make this happen are:

1. Delivery of buyer's funds: This is the check or wire funds provided by your lender in the amount of the loan.
2. Delivery of the deed: A deed is the document that transfers ownership of real estate. The deed names the seller and buyer, gives a legal description of the property, and contains the notarized signatures of the seller and witnesses.

At the end of the closing, the deed will be taken and recorded at the county clerk's office. It will be sent to the buyer after processing.



MOVING CHECKLIST

SEND CHANGE OF ADDRESS TO:

- POST OFFICE
- BANK
- CREDIT CARD COMPANIES
- FRIENDS/RELATIVES
- INSURANCE COMPANIES - LIFE, HEALTH, FIRE, AUTO
- AUTOMOBILE- TRANSFER OF CAR TITLE REGISTRATION, DRIVERS LICENSE
- UTILITY COMPANIES- GAS, LIGHT, WATER, TELEPHONE, CABLE
 - ARRANGE FOR ANY REFUNDS OF DEPOSITS
 - ARRANGE FOR SERVICE IN NEW LOCATION
- HOME DELIVERY- LAUNDRY, NEWSPAPER MAGAZINE SUBSCRIPTIONS
- SCHOOL RECORDS- ASK FOR COPIES OR TRANSFER CHILDREN'S SCHOOL RECORDS
- MEDICAL RECORDS- MEDICAL, DENTAL, PRESCRIPTION HISTORIES
 - ASK DOCTOR AND DENTIST FOR REFERRALS
 - TRANSFER NEEDED PRESCRIPTIONS, X RAYS, ETC.
- CHURCH, CLUBS, CIVIC ORGANIZATIONS- TRANSFER MEMBERSHIPS AND GET LETTERS OF INTRODUCTION

DONT FORGET TO:

- EMPTY FREEZERS - PLAN USE OF FOOD
- DEFROST FREEZER / REFRIGERATOR
- HAVE APPLIANCES SERVICED FOR MOVING
- CONTACT UTILITY COMPANIES FOR CONNECTION- WATER, POWER, CABLE, TRASH, ETC.
- STAY IN CONTACT WITH YOUR MOVER- CHECK WITH THE FOLLOWING: INSURANCE COVERAGE, PACKING AND UNPACKING LABOR, ARRIVAL DAY, VARIOUS SHIPPING PAPERS, METHOD AND TIME OF EXPECTED PAYMENT
- PLAN FOR SPECIAL CARE AND NEEDS OF INFANTS, CHILDREN , PETS, AND POTTED PLANTS.

ON MOVING DAY:

- CARRY CURRENCY, JEWELRY, AND IMPORTANT DOCUMENTS YOURSELF
- LET A CLOSE FRIEND OR RELATIVE KNOW ROUTE AND SCHEDULE YOU WILL TRAVEL INCLUDING OVERNIGHT STOPS; USE HIM/HER AS MESSAGE HEADQUARTERS
- DOUBLE CHECK (TO AVOID CONFUSION) OLD CLOSETS, DRAWERS, SHELVES, TO BE SURE THEY ARE EMPTY
- LEAVE OLD KEYS NEEDED BY NEW OWNER

TIPS FOR MOVING WITH PETS

- PREPARE AN EASILY-ACCESSIBLE 'OVERNIGHT KIT' THAT HAS ENOUGH DOG FOOD, KITTY LITTER, TOYS AND GROOMING TOOLS TO SUSTAIN YOUR PET AND KEEP THEM COMFORTABLE DURING THE FIRST FEW DAYS OF UNPACKING.
- CONTACT YOUR VET- IF YOU'RE MOVING OUT OF THE AREA, TAKE RECORDS AND ANY PRESCRIPTION MEDICATIONS WITH YOU. SEE IF THEY CAN RECOMMEND ANOTHER VET IN YOUR NEW NEIGHBORHOOD.
- THE BEST WAY TO REDUCE STRESS ON AN ANIMAL IS TO KEEP THEM IN THE QUIETEST AREA POSSIBLE. IF YOU DON'T WANT TO LEAVE THEM WITH A FRIEND OR A KENNEL FOR THE DAY (WHICH IS RECOMMENDED), AT LEAST REMOVE THEM FROM THE ACTION.
- IF YOU ARE MOVING YOUR PET BY CAR, BE SURE TO TAKE AN EXTRA TOY OR TWO, A LEASH FOR WHEN STOPS ARE MADE, AND PLENTY OF WATER TO KEEP YOUR PET HYDRATED
- ONCE YOU AND YOUR PET HAVE ARRIVED IN YOUR NEW LOCATION, ALLOW SUFFICIENT TIME FOR THE NEW NEIGHBORHOOD ADJUSTMENT TO BE MADE. IT COULD TAKE A FEW DAYS OR WEEKS FOR YOUR PET TO ADAPT TO THEIR NEW SURROUNDINGS.

ENJOY YOUR NEW HOME!

FREQUENTLY ASKED QUESTIONS

WHAT DOES CONTINGENT MEAN WHEN SELLING A HOME?

Contingent simply means that one thing must happen before another thing happens. In real estate transactions, certain conditions must be met, by the seller or the buyer, or the deal will go bust. Also referred to as contract “clauses”, contingencies are put in place to protect either party from not doing something, such as securing funding or not getting an inspection, etc.

One of the most common contingency clauses is called the Buyer’s Home Sale Contingency and it means that the buyer can end the home sale contract, without losing a dime, if their home doesn’t sell. This particular contingency is popular because most people can’t afford a new home without getting the money from selling their current home.

HOW MUCH ARE CLOSING COSTS WHEN SELLING A HOME?

The homebuyer pays for what are traditionally thought of as “closing costs.” Items such as the application fee, credit report, title insurance, property taxes, escrow fees, origination fee, underwriting fee, etc. These line item costs make up about 3% of the selling price, on average.

Home sellers, on the other hand, also pay at the end of the transaction. The commissions that full-service real estate agents earn account for the largest costs at the end of a property transaction. While technically not a closing cost, commissions average 5-6% of the home’s final price, and that money is split between the buyer and the seller’s agents. According to a study by Zillow and Thumbtack, the average home seller will also spend just shy of five thousand dollars on prepping their home for sale, and over thirteen thousand dollars on agent commissions. Figures based on U.S. median home values; your home and costs may differ greatly..

HOW DO I SELL A HOUSE FAST?

Please understand that “fast” is a relative term in the real estate industry. For example, you could receive a great offer on day one. If you accept it, you could still be looking at anywhere between 30-45 days until the deal officially closes.

To help streamline the process to that best offer, there are some things a seller can do to sell their home “faster”: hire an agent, list the property on the MLS, price the home accurately, dial up the curb appeal, get a storage unit for clutter, paint the interior, stage the home like a pro, take great photos, remove pets and their odors.

WHAT IS FAIR MARKET VALUE?

Simply put, the fair market value is the amount a buyer will pay and the amount a home seller will accept. However, homes don’t always sell for fair market value.

In certain cases, a buyer may offer more than the list price or more than fair market value if they are really interested in a property or a bidding war breaks out. On the flip side, home sellers may take less than fair market value if they are in a financial bind or similar situation.

AS A HOME SELLER, HOW LONG DO I HAVE TO RESPOND TO AN OFFER?

Unless the buyer spells out a specific time frame to respond in their written offer, a home seller can take as long as they want, or simply not respond at all. However, it is customary and polite for the seller to respond to the buyer within 24-48 hours of receiving the offer. A seller can accept the offer, make a counteroffer, or simply reject the offer altogether. Flat out ignoring a buyer’s offer and offering no response at all should only be considered if the offer was super low. Not replying is considered to be an insult to the seller.





Broker (16 years experience)

Specialties: Buyer's agent/ Listing agent/ Relocation/ Consulting

Carey is a seasoned REALTOR®/Broker and has been licensed since 2005. She represents buyers and sellers in Potomac, Seeley Lake, Lincoln, the Bitterroot Valley and beyond - from all experience levels, including first-time homebuyers to investors. Carey specializes in ranch, farm and horse properties, as well as vacation/recreational properties. In her free time she enjoys horseback riding, hiking, boating, biking, snowshoeing, reading, cooking, and traveling, and has volunteered with many local organizations including 4-H and Rotary International. Give her a call today at (406) 880-2335 to find the home, cabin, retreat, or get-away property of your dreams.

Carey Kanavel

MONTANA BROKER

LIVE LOVE MONTANA