

**🏠 LISTING PRESENTATION: LET'S GET YOUR HOME SOLD!**

**SELLING YOUR HOME IS A BIG MOVE—AND IT DESERVES A STRATEGY THAT'S JUST AS STRONG AS YOUR INVESTMENT. THAT'S WHERE I COME IN. WITH DEEP LOCAL KNOWLEDGE, A RESULTS-DRIVEN APPROACH, AND A COMMITMENT TO TOP-TIER SERVICE, I MAKE THE PROCESS SMOOTH, SUCCESSFUL, AND MAYBE EVEN A LITTLE FUN ALONG THE WAY.**

**⚡ WHAT YOU CAN EXPECT:**

**📍 LOCAL EXPERTISE THAT WORKS FOR YOU**  
**I KNOW THIS MARKET INSIDE AND OUT—FROM PRICING TRENDS TO BUYER BEHAVIOR—SO YOUR HOME IS POSITIONED TO STAND OUT AND SELL SMART.**

**📷 MARKETING THAT MAKES AN IMPACT**  
**FIRST IMPRESSIONS MATTER! YOUR HOME WILL SHINE WITH PROFESSIONAL PHOTOGRAPHY, EYE-CATCHING MARKETING, AND TARGETED ONLINE EXPOSURE DESIGNED TO ATTRACT SERIOUS BUYERS.**

**💰 STRATEGIC PRICING FOR MAXIMUM RETURN**  
**WE'LL PRICE YOUR HOME COMPETITIVELY TO GENERATE INTEREST, CREATE DEMAND, AND ULTIMATELY GET YOU THE BEST POSSIBLE OUTCOME.**

**🤝 SKILLED NEGOTIATION & GUIDANCE**  
**FROM SHOWINGS TO CLOSING, I'LL HANDLE THE DETAILS, ADVOCATE FOR YOUR BEST INTERESTS, AND KEEP EVERYTHING MOVING FORWARD SEAMLESSLY.**

**📞 COMMUNICATION YOU CAN COUNT ON**  
**NO GUESSING GAMES HERE—YOU'LL STAY INFORMED EVERY STEP OF THE WAY WITH UPDATES, FEEDBACK, AND CLEAR NEXT STEPS.**

**🌿 LET'S TURN YOUR PROPERTY INTO SOMEONE'S DREAM HOME**  
**WHETHER YOU'RE UPSIZING, DOWNSIZING, OR MOVING ON TO YOUR NEXT ADVENTURE, I'M HERE TO GUIDE YOU WITH PROFESSIONALISM, INTEGRITY, AND A PERSONAL TOUCH.**

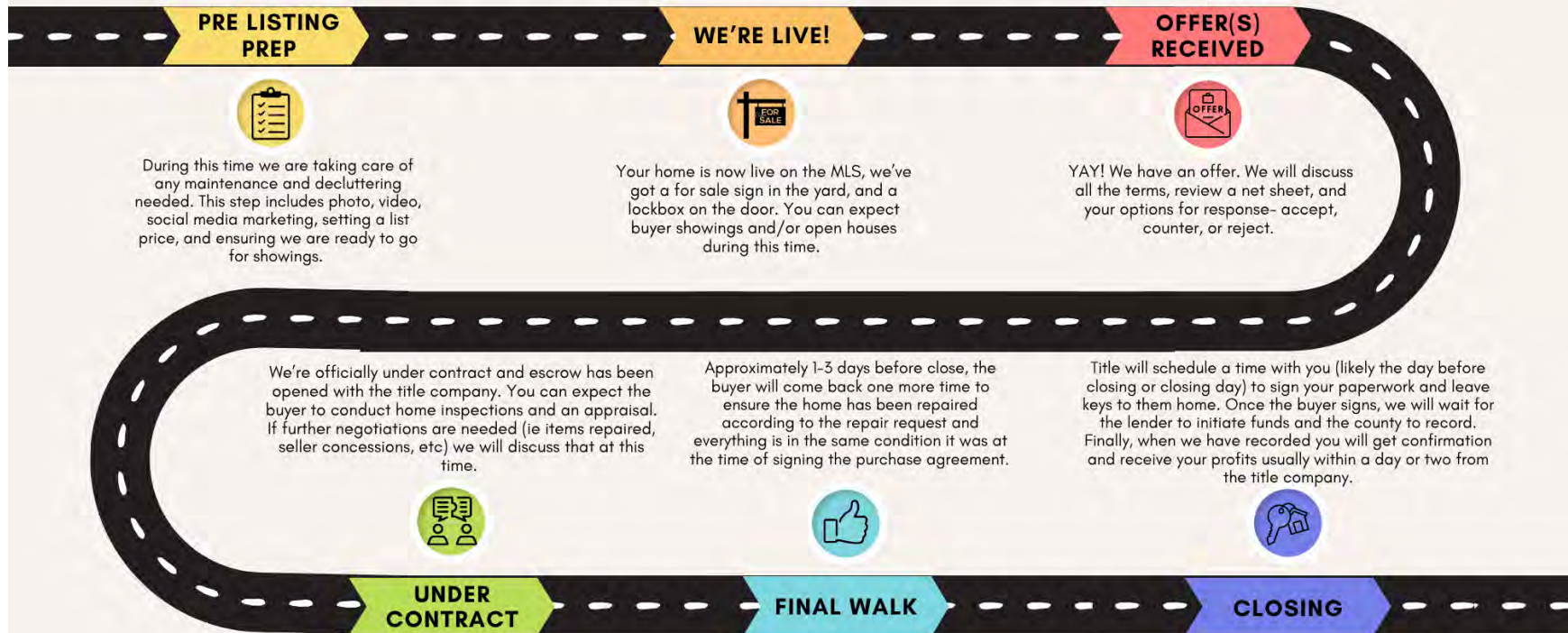
**📞 READY TO GET STARTED?**  
**LET'S TALK STRATEGY AND MAKE YOUR MOVE A SUCCESS!**

*Tara*



**PHONE: 954-549-3393**

# Home SELLER ROADMAP



**TARA BURNER REAL ESTATE**

**954-549-3393**

**WWW.TARABURNER.NET**

**7 reasons** to use a Realtor when selling your home:

**1. Accurate Pricing Strategy**

Realtors use market data, comps, and local trends to price your home right—helping you avoid leaving money on the table or sitting too long.

**2. Maximum Exposure**

Your home gets listed on the MLS and syndicated across major platforms, reaching far more buyers than selling on your own.

**3. Professional Marketing**

From high-quality photos to compelling descriptions and social media promotion, Realtors know how to make your home stand out.

**4. Strong Negotiation Skills**

Offers, counteroffers, contingencies—this is where deals are won or lost. A Realtor protects your bottom line and negotiates in your best interest.

**5. Time-Saving & Stress Reduction**

Showings, calls, paperwork, and coordination can be overwhelming. A Realtor manages it all so you don't have to.

**6. Legal & Contract Expertise**

Real estate contracts are detailed and time-sensitive. A Realtor helps you avoid costly mistakes and keeps everything compliant.

**7. Smoother Path to Closing**

From inspections to appraisals to final signatures, your Realtor keeps the transaction on track and problem-solves along the way.

 **Bottom line:** More exposure, less stress, and often a better final sale price.



Tara Burner Real Estate

Phone: 954-549-3393

## Don't Wipe Out! 🏃 Avoid These 10 Common Seller Mistakes

Selling your Florida home should be a breeze, not a hurricane. Avoid these common pitfalls to ensure you net the most profit with the least amount of stress.

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### 1. Overpricing the "Paradise" Factor

We all love our homes, but pricing too high is the fastest way to become a "stale" listing. We use real-time data to find that "sweet spot"—maximizing your profit while keeping buyers interested.

### 2. Skipping the "Curb Appeal"

First impressions are everything. A pressure-washed driveway, a fresh coat of paint on the front door, and manicured landscaping aren't just chores—they are profit-makers. If it looks neglected outside, buyers assume it's neglected inside.

### 3. Rejecting Anything but "Cash"

Cash is king, but don't crown it too early. We provide "15 Ways to Finance" flyers to show buyers how they can afford your home, opening your pool of offers to more than just investors.

### 4. Being a "Strict Gatekeeper"

If buyers can't get in, they can't make an offer. Restrictive "appointment only" showings kill momentum. We'll help you find a showing schedule that respects your life but keeps the door open for the right buyer.

### 5. Cluttering the View

Buyers need to imagine *their* life in your home, not see yours. We help you stage and de-clutter so your home feels like a spacious retreat, not a storage unit.

### 6. Waiting for the "Right Season"

Florida isn't like the North—people move here year-round! In fact, "off-season" often means less competition for you and more serious, motivated buyers.

### 7. Settling for "Old School" Marketing

If your agent just puts a sign in the yard and hopes for the best, you're losing money. We use high-tech search engine strategy and interactive tools to put your home on the "Information Highway."

## **8. Failing the "Sniff Test"**

Smells sell (or repel). From pets to dampness, we help you identify and neutralize odors so buyers focus on the floor plan, not their noses.

## **9. Being a "Silent" Partner**

You are part of the team! Whether it's networking with friends or keeping the house "show-ready," a little seller effort goes a long way. We provide a checklist of 30 simple ways you can help us cross the finish line.

## **10. "Testing" the Market**

If you aren't serious about selling, the market will know. Don't list "just to see what happens." List with a pro to get the job done right.

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We don't just list homes; we launch them. From pre-inspections to marketing re-evaluations, we ensure you never leave money on the table.

**Ready to make your move? Let's get started!**

# SELLER & PROPERTY INFORMATION

## SELLER INFORMATION

Owner \_\_\_\_\_ Co-Owner \_\_\_\_\_

Phone \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_ Email \_\_\_\_\_

Address \_\_\_\_\_

Preferred Method of Communication  Call  Text  Email

## PROPERTY INFORMATION

Address \_\_\_\_\_

(If different from above)

Subdivision \_\_\_\_\_

Single Family  Multi-Family  Townhouse/Condo  Manufactured

Square Footage \_\_\_\_\_ Lot Size \_\_\_\_\_ Year Built \_\_\_\_\_

Bedrooms \_\_\_\_\_ Bathrooms \_\_\_\_\_ Floors \_\_\_\_\_ Garage Spaces \_\_\_\_\_

Type of Home  Primary  2nd Home  Investment Property

Is the home currently rented?  Yes  No

If yes, when is the lease expiring? \_\_\_\_\_ Rent Amount \$ \_\_\_\_\_

Overall Condition of the Home  Move In Ready/Renovated

Needs Minor Improvements  In Need of Renovation/Repairs

Reason for Selling \_\_\_\_\_

Urgency to Sell?  Yes  No Ideal Sale Price \$ \_\_\_\_\_

Do you owe anything on the property?  Yes: \$ \_\_\_\_\_  No

If yes, are you current on your mortgage payment?  Yes  No

Will the home be occupied during the sales process?  Yes  No

Will you be purchasing a new home?  Yes  No



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# FAVORITE FEATURES OF THE HOME

An important part of our marketing strategy is to showcase what you love about your home and neighborhood. The information you provide in this packet will enable us to highlight your home's best features, and tell a story that will help buyers fall in love with the house just as you did.

## TOP 3 THINGS YOU LOVE MOST ABOUT YOUR HOME

1

2

3

## UNIQUE FEATURES OF YOUR HOME

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## BEST MEMORIES IN YOUR HOME

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## FAVORITE SPOT TO HANG OUT IN YOUR HOME AND WHY

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## ADDITIONAL FEATURES

- Pool       Hot Tub       Fenced in Yard       Sprinkler System
- In-Law Suite       Finished Basement       Unfinished Basement
- Fireplace       Security System       Shed       Workshop
- Solar Panels:       Owned       Leased, Expires: \_\_\_\_\_
- Other \_\_\_\_\_



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# INTERIOR RENOVATIONS & UPGRADES

Check off any applicable upgrades to the interior of the house, note what year each one was completed and include a brief description.

UPGRADED?	YEAR	DESCRIPTION & APPROXIMATE COST
<input type="checkbox"/> Flooring	_____	_____
<input type="checkbox"/> Paint	_____	_____
<input type="checkbox"/> Kitchen	_____	_____
<input type="checkbox"/> Appliances	_____	_____
<input type="checkbox"/> Water Heater*	_____	_____
<input type="checkbox"/> A/C* or Heating	_____	_____
<input type="checkbox"/> Plumbing	_____	_____
<input type="checkbox"/> Electrical	_____	_____
<input type="checkbox"/> Master Bath	_____	_____
<input type="checkbox"/> Other Baths	_____	_____
<input type="checkbox"/> Windows	_____	_____
<input type="checkbox"/> Doors	_____	_____
<input type="checkbox"/> Other	_____	_____
<input type="checkbox"/> Other	_____	_____

\*Age of water heater if it has not been replaced \_\_\_\_\_

\*Age of A/C if it has not been replaced \_\_\_\_\_



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# EXTERIOR RENOVATIONS & UPGRADES

Check off any applicable upgrades to the outside of the house, note what year each one was completed and include a brief description.

UPGRADED?	YEAR	DESCRIPTION & APPROXIMATE COST
<input type="checkbox"/> Roof *	_____	_____
<input type="checkbox"/> Paint	_____	_____
<input type="checkbox"/> Garage	_____	_____
<input type="checkbox"/> Patio/Deck	_____	_____
<input type="checkbox"/> Landscaping	_____	_____
<input type="checkbox"/> Sprinklers	_____	_____
<input type="checkbox"/> Pool	_____	_____
<input type="checkbox"/> Fencing	_____	_____
<input type="checkbox"/> Shed	_____	_____
<input type="checkbox"/> Other	_____	_____
<input type="checkbox"/> Other	_____	_____

\*Age of roof if it has not been replaced \_\_\_\_\_

HOME REPAIRS THAT HAVE NOT YET BEEN COMPLETED

\_\_\_\_\_  
\_\_\_\_\_



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# ROOM DESCRIPTIONS

Room descriptions will help us highlight key attributes and unique features of your home.

KITCHEN \_\_\_\_\_

LIVING ROOM \_\_\_\_\_

DINING ROOM \_\_\_\_\_

MASTER BEDROOM \_\_\_\_\_

MASTER BATHROOM \_\_\_\_\_

KIDS ROOMS \_\_\_\_\_

GUEST BEDROOMS \_\_\_\_\_

OFFICE \_\_\_\_\_

GAME ROOM OR BASEMENT \_\_\_\_\_

OTHER \_\_\_\_\_



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# WHAT STAYS & WHAT GOES

In order to be clear about what you would like to take with you when you sell the house, please check off the items that will be included in the sale and which are excluded that you plan on taking with you. Fixtures (anything permanently attached) are not included on the list as it is customary that they stay in the home unless otherwise noted.

ITEM	INCLUDED	EXCLUDED	NEGOTIABLE	N/A
Refrigerator	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Washer/Dryer	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Dehumidifier	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Curtains	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Speakers	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Cameras	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Patio Awning	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Yard Decor	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>

VALUABLE FIXTURES INCLUDED IN THE SALE

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ANY OTHER INFORMATION THAT YOU WOULD LIKE TO ADD

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# SHOWINGS & OPEN HOUSE INFO

Please fill in the time frames that you can have your home available for showings and open houses. It's important to keep in mind that having flexibility with availability is vital in selling your home.

## AVAILABLE TIME FRAMES

Sunday \_\_\_\_\_

Monday \_\_\_\_\_

Tuesday \_\_\_\_\_

Wednesday \_\_\_\_\_

Thursday \_\_\_\_\_

Friday \_\_\_\_\_

Saturday \_\_\_\_\_

## INSTRUCTIONS FOR AGENTS SHOWING YOUR HOME

Advanced notice before showings?  No  Yes \_\_\_\_\_ min/hr minimum

Require guests to  Remove Shoes  Wear Shoe Covers

Special instructions regarding pets \_\_\_\_\_

\_\_\_\_\_

Any additional information you would like for us to know

\_\_\_\_\_

\_\_\_\_\_



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# INFO FOR THE NEW OWNERS

Help the new owners feel right at home by providing information you would find helpful when you first moved in. Be sure to leave the new owners any warranty paperwork that goes with the house as well.

UTILITY SERVICE PROVIDERS	AVG COST/MONTH
Electric _____	_____
Water _____	_____
Gas _____	_____
Internet _____	_____
Phone _____	_____
Cable _____	_____
Trash/Recycle _____	_____
Security System _____	_____

## OTHER HELPFUL INFORMATION

Trash Day \_\_\_\_\_ Recycle Day \_\_\_\_\_

Alarm Code \_\_\_\_\_ Garage Code \_\_\_\_\_ Pool Code \_\_\_\_\_

Mailbox # \_\_\_\_\_ Mail Delivery/Pickup Time of Day \_\_\_\_\_

Any additional tips or information you would like to give the future owners

\_\_\_\_\_

\_\_\_\_\_



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# COMMUNITY AMENITIES

Wow potential buyers with a list of all the amenities your community has to offer. You can add additional items if they are not on the list.

## AMENITIES

- |  |   |   |
|--|---|---|
| <input type="checkbox"/> Gated Community                       | <input type="checkbox"/> Security             | <input type="checkbox"/> Fitness Center |
| <input type="checkbox"/> Pool                                  | <input type="checkbox"/> Hot Tub              | <input type="checkbox"/> Playground     |
| <input type="checkbox"/> Clubhouse                             | <input type="checkbox"/> Community Kitchen    | <input type="checkbox"/> Movie Room     |
| <input type="checkbox"/> Picnic Area                           | <input type="checkbox"/> Lake Access          | <input type="checkbox"/> Dog Park       |
| <input type="checkbox"/> Walking Path                          | <input type="checkbox"/> Hiking Trails        | <input type="checkbox"/> Bike Path      |
| <input type="checkbox"/> Golf Course                           | <input type="checkbox"/> Sports Courts: _____ |   |
| <input type="checkbox"/> Scheduled Community Activities: _____ |   |   |
| <input type="checkbox"/> Other: _____                          |   |   |

## HOME OWNERS ASSOCIATION

Does the neighborhood have a Home Owners Association?  Yes  No

If yes, what is the amount due? \$ \_\_\_\_\_

Paid  Monthly  Quarterly  Semi-Annually  Annually

HOA Name \_\_\_\_\_ Phone/Email \_\_\_\_\_



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# YOUR NEIGHBORHOOD FAVORITES

Everyone loves getting a local's recommendations!  
What are your favorites?

## TOP 3 THINGS YOU LOVE MOST ABOUT YOUR NEIGHBORHOOD

1

2

3

## FAVORITE LOCAL HOT SPOTS

Coffee Shop \_\_\_\_\_ Bakery \_\_\_\_\_

Brunch \_\_\_\_\_ Happy Hour \_\_\_\_\_

Parks \_\_\_\_\_ Gym/Fitness Studio \_\_\_\_\_

Farmer's Market (when & where) \_\_\_\_\_

Restaurants \_\_\_\_\_

Date Night \_\_\_\_\_

Brewery &/or Wine Bar \_\_\_\_\_

Places to Take the Kids \_\_\_\_\_

Places to Take Out of Town Guests \_\_\_\_\_

## FAVORITE FRIENDLY NEIGHBORS

Name \_\_\_\_\_ House # \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ House # \_\_\_\_\_ Phone \_\_\_\_\_



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# PRE-LISTING

*Guide*



**TARA BURNER  
REAL ESTATE**

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Hi, I'm Tara



Selling your home is a major decision that can come with a whirlwind of emotions—excitement, anxiety, and even uncertainty. While the process may seem overwhelming at times, I'm here to help you navigate it smoothly and successfully. As a licensed real estate broker, my primary goal is to guide you through each step of the selling journey, ensuring that you not only achieve top dollar for your home but also enjoy a positive experience along the way.

This Pre-Listing Guide is designed to give you a comprehensive overview of the selling process. Inside, you'll find practical tips and insights that will help you prepare your home before it hits the market. We'll cover everything from effective pricing strategies that attract serious buyers to staging techniques that highlight your home's best features. Additionally, I'll provide information on how to market your home for maximum visibility, helping you stand out in a competitive market.

I understand that every home and seller is unique, which is why I'm committed to offering personalized support tailored to your specific needs and goals. Whether this is your first time selling or you're a seasoned pro, I'm here to answer your questions and provide the guidance you need.

Let's work together to turn this significant transition into an exciting opportunity for new beginnings!

# UNDERSTANDING THE SELLING PROCESS

Selling your home involves several steps. To help you get a better sense of the journey ahead, here's an overview of the major phases:

- **Preparing Your Home:** Cleaning, repairs, and staging.
- **Setting the Right Price:** Comparative market analysis (CMA) and pricing strategies.
- **Marketing the Property:** Professional photos, online listings, and showings.
- **Receiving Offers:** Reviewing offers, negotiating terms, and accepting the best one.
- **Inspections and Appraisals:** Addressing buyer contingencies and the lender's appraisal.
- **Closing the Sale:** Final paperwork, transferring ownership, and collecting your proceeds.

With preparation, each of these steps will feel more manageable, and I'll be with you every step of the way!



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# PRE-LISTING

## Checklist

### 1. EXTERIOR

- Mow the lawn
- Clean the patio furniture
- Trim any trees and shrubs
- Add fresh plants in any bare areas
- Replace windows and shutters as needed
- Repaint the front door
- Pressure wash walkways
- Remove any cobwebs
- Remove any weeds and add fresh mulch
- Clean window wells
- Clean the gutters

### 2. KITCHEN

- Remove magnets from the fridge
- Declutter countertops
- Leave fresh flowers or a bowl of fruit as decor
- Deep-clean all appliances
- Go through pantry and donate extra food
- Remove trash
- Wipe all cabinet doors and knobs
- Remove dishes from sight

### 3. LAUNDRY

- Organize shelves and cabinets
- Put away all clothes
- Clean appliances
- Declutter and wipe any surfaces

### 4. BATHROOM

- Re-caulk sinks, tubs, and showers
- Remove any rust and/or stains
- Place fresh towels and rugs
- Clean or replace shower curtains
- Clean tile grout
- Clean toilet bowls
- Remove any soap residue
- Check water pressures

### 5. BEDROOM

- Rearrange furniture as needed
- Dust furniture and light fixtures
- Clean sheets and bed covers
- Declutter and organize closets
- Clean window covers / shades

### 6. OVERALL INTERIOR

- Clean floors, baseboards, and trim
- Remove personal photos
- Clean filters and vents
- Organize every room and closet
- Eliminate / neutralize odors
- Dust furniture and light fixtures
- Fix anything not working properly
- Add lamps in darker areas
- Re-paint walls in neutral shades
- Remove nails / screws in walls





# SETTING THE RIGHT PRICE

Pricing your home correctly from the start is one of the most important factors in a successful sale. Price it too high, and it may sit on the market for too long. Price it too low, and you could leave money on the table.

## Factors to Consider in Pricing:

- **Comparable Homes (Comps):** We'll look at recent sales of similar homes in your area to understand what buyers are willing to pay.
- **Market Conditions:** Are we in a buyer's or seller's market? This will influence how aggressively we price your home.
- **Your Timeline:** If you're in a hurry to sell, we may need to adjust the price to attract more immediate interest.
- **Home Condition:** Upgrades, repairs, and overall maintenance can impact your home's value.

With a Comparative Market Analysis (CMA), I'll provide a recommended price range that reflects your home's true market value.



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# STAGING YOUR HOME

Staging is an essential step to make your home look its best. Whether you hire a professional or do it yourself, the goal is to present your home in a way that appeals to the most potential buyers.

Staging Tips:

- **Focus on Key Rooms:** Prioritize staging the living room, kitchen, and master bedroom, as these are the areas buyers focus on the most.
- **Create a Neutral Environment:** Use neutral colors and décor that appeals to a broad range of tastes.
- **Maximize Light:** Open blinds and curtains to let in natural light, which makes spaces feel bigger and more inviting.
- **Fresh Touches:** Add fresh flowers or greenery, and consider updating bedding or towels with new, neutral pieces.

A well-staged home can help buyers imagine themselves living in the space and often leads to faster, higher offers.



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# PROFESSIONAL PHOTOGRAPHY

Most buyers will first see your home online, and professional photography is key to making a great first impression. Listings with high-quality images get more attention, more showings, and ultimately more offers.

## Why Professional Photography Matters:

- **Highlight Your Home's Best Features:**

A professional photographer will know how to capture your home's unique charm, showcasing it in the best possible light.

- **Stand Out Online:**

In today's market, the majority of buyers start their home search online. Professional photos will make your listing stand out among hundreds of others.

- **More Buyer Interest:**

High-quality photos create more interest, leading to more showings and competitive offers.

I'll coordinate professional photography to ensure your home looks its best in every marketing piece.



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# PHOTOGRAPHY & SHOWING

## Checklist

### 1. GENERAL

- Hang a wreath on the front door, and add a welcome mat.
- Test all lights and replace bulbs as needed.
- Leave all lights on and all fans off.
- Touch up paint and fill holes or scratches in walls.
- Declutter as much as possible, removing excess furniture and family items.

### 2. KITCHEN

- Clear countertops of all appliances if possible.
- Empty sinks and put away all dishes. Put all sponges, brushes, and dish soap under the counter.
- Empty garbage and move cans and bins to the garage.
- Remove all artwork and magnets from refrigerator. Remove all items from the top of the fridge.
- Put animal dishes and kennels out of sight.
- Remove rugs, potholders, trivets, and dish towels.

### 3. BATHROOM

- Clear countertops of all personal items.
- Clear shower stalls and bathtubs of all personal items.
- Clean mirrors and glass surfaces, empty garbage and hide bins.
- Hang towels neatly and remove rugs.
- Remove plungers and cleaning items.
- Keep toilet seats and lids down.

### 4. BEDROOM

- Make beds and tidy the rooms.
- Put all clothing, toys, and valuables away.
- Remove family photos and any inappropriate artwork.

### 5. EXTERIOR

- The lawn should be freshly mowed and edged, and bushes trimmed.
- Neatly coil hoses.
- House numbers should be clean and visible (not faded.)
- Pressure wash driveway.
- Manicure gardens.
- Remove any yard clutter.
- Organize patio furniture and children's toys.



# MARKETING YOUR HOME



Once your home is ready for market, we'll launch an effective marketing campaign to ensure it's seen by as many potential buyers as possible.

## **Marketing Strategy:**

### **Online Listings:**

Your home will be listed on all major real estate platforms, including MLS, Zillow, and Realtor.com.

### **Social Media Exposure:**

I'll promote your home through targeted social media ads on Facebook and Instagram, reaching a wide audience.

### **Email Campaigns:**

Your listing will be featured in email campaigns sent to my network of buyers and real estate agents.

### **Open Houses and Private Showings:**

We'll host open houses and arrange private showings for serious buyers.

*This multi-channel approach ensures maximum exposure and attracts the right buyers to your home.*



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# REVIEWING OFFERS

Once we start receiving offers, I'll help you review each one carefully. Our goal is to select the best offer in terms of price, contingencies, and closing timeline.

## **Things to Consider When Reviewing Offers:**

### **Price**

While the highest price is often appealing, we'll also look at the buyer's ability to secure financing and meet other conditions.

### **Contingencies**

Some offers come with contingencies, such as inspections, appraisals, or the buyer needing to sell their own home first.

### **Closing Timeline**

A quicker closing may be more attractive if you need to move on a tight timeline.

I'll negotiate with buyers to ensure we get the best possible terms for your sale.



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# INSPECTIONS AND APPRAISALS



After you accept an offer, the buyer will likely schedule a home inspection and appraisal.

## **Home Inspection:**

The inspector will evaluate your home's condition and flag any issues. If problems arise, we may need to negotiate repairs or a credit toward the buyer.

## **Appraisal:**

The buyer's lender will require an appraisal to ensure the home's value aligns with the loan amount. If the appraisal is lower than expected, we'll discuss options for renegotiating the price.

*Pro Tip: Get a Pre-Inspection! Identifying potential issues before listing can save you time and trouble, helping you address repairs proactively.*



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# CLOSING THE SALE



**The final step in selling your home is closing.  
Here's what you can expect:**

- **Final Walk-Through:**

The buyer may do a walk-through to ensure the home's condition hasn't changed since they made the offer.

- **Signing Documents:**

You'll sign the deed, transfer ownership, and complete any other required paperwork. I'll be there to guide you through it.

- **Collect Your Proceeds:**

After closing costs and any remaining mortgage balance are deducted, you'll receive your proceeds from the sale. Congratulations!

*If you have any questions or need further assistance during this final stage, don't hesitate to reach out. I'm here to help!*



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# ARE YOU READY

*List Your Home?*

I know, this is a lot of information.  
Closing the sale of your home can be a complex process, and whether it's your first time or your fifth, it can feel overwhelming.

But I'm here to make this journey as smooth and enjoyable as possible for you.



*Tara Burner,  
Broker/Owner*

954-549-3393  
[www.TaraBurner.net](http://www.TaraBurner.net)

I'll be with you every step of the way to:

- Advise you on the closing process and paperwork,
- Ensure all inspections and appraisals are coordinated,
- Communicate with all parties involved to keep everything on track,
- Negotiate on your behalf to secure the best terms,
- Guide you through the final walk-through and signing,
- Celebrate your success when you collect your proceeds!

I'm always here to answer your questions, and I'm ready to assist you with the closing process whenever you are!

Call, text, email me anytime. Together, we'll ensure you transition smoothly into the next chapter of your life.