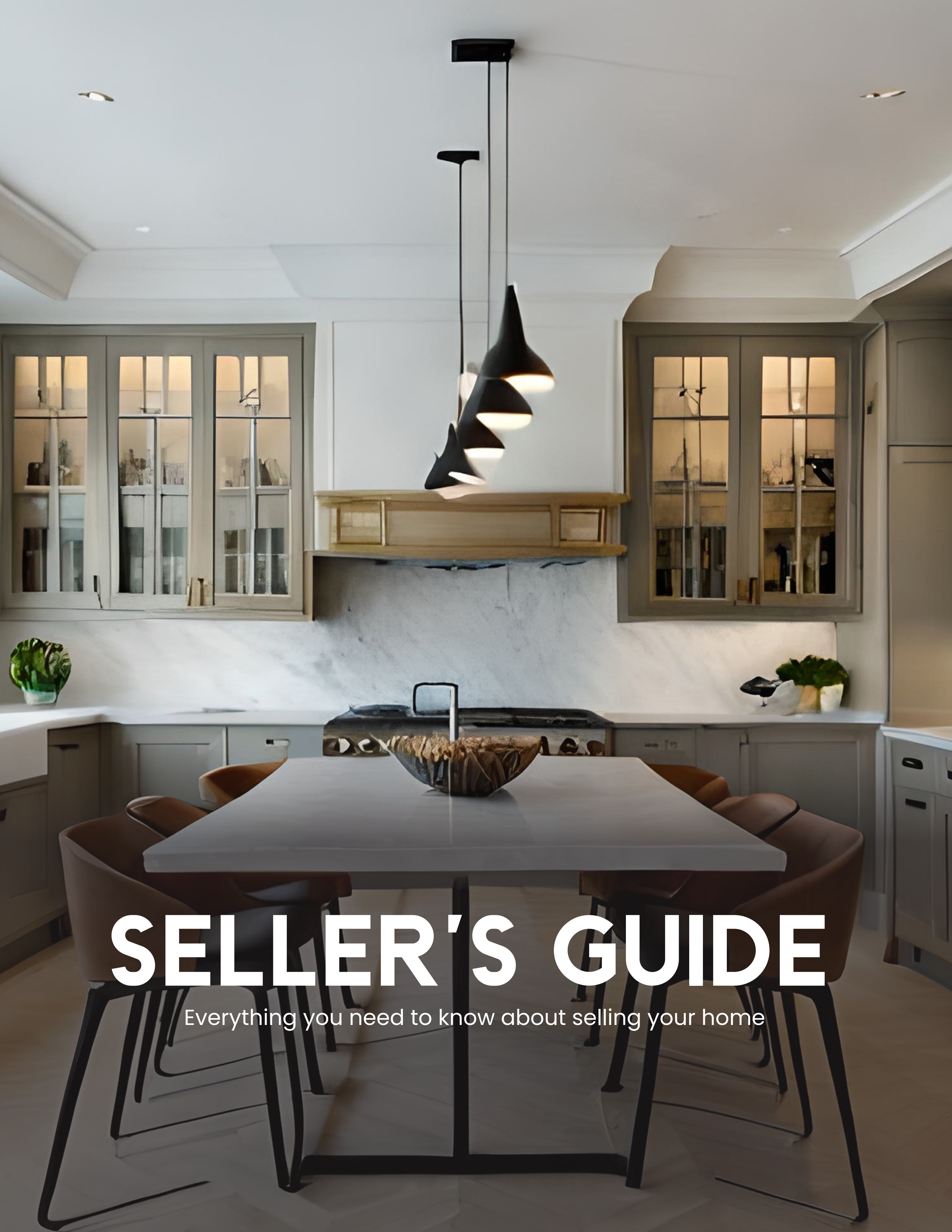


SELLER'S GUIDE

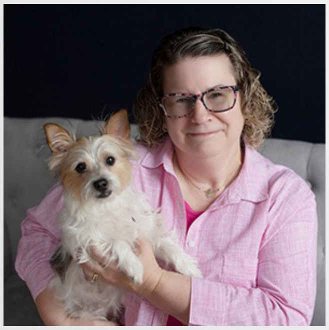
Everything you need to know about selling your home

REMAX
REAL ESTATE PROFESSIONALS

Who is Karen Younts?

Devoted Wife, Mother, Realtor, and Dog Lover.

I'm a compassionate and dedicated real estate professional with experience in the Greater Lansing market. I pride myself on my real estate expertise and commitment to serving my clients. With years of experience in the industry, I'm well-versed in the intricacies of the real estate market. I understand that buying or selling a property can be a significant decision and I strive to provide my clients with the knowledge and guidance they need to make informed choices. My personalized approach ensures I listen to my client's needs and preferences, tailoring my services to meet your goals. Whether it's finding the perfect home or maximizing the value of a property, I'm dedicated to delivering exceptional service and achieving successful outcomes for my clients. With my expertise and client-centric approach, I aim to exceed expectations and build long-lasting relationships based on trust and satisfaction. As a proud parent of three grown children, my loving husband and my fur baby Pretzel, family is incredibly important. My guiding principle is treating others with the same respect and care that I would expect from others. With my expertise, dedication, and commitment to exceptional service, I strive to make your real estate journey a positive and rewarding experience.



KAREN YOUNTS
REALTOR®
Direct: (517) 281-0900
karenyountsrealtor@gmail.com

1755 Abbey Road East Lansing, MI 48823

Choosing to sell your home is a big step and I'm here to ensure it's the right one.
I'm committed to providing top-notch buying and selling experience in the Greater Lansing area. I'm experienced, knowledgeable, and dedicated to listening to your needs offering professional advise, ensuring meticulous attention to detail.

MY OBJECTIVE

1 PRICING

Make sure your home is priced at a fair market value.

2 CONVENIENCE

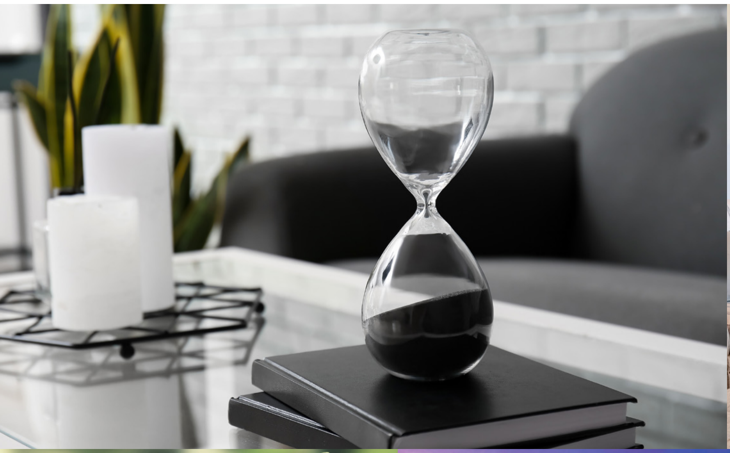
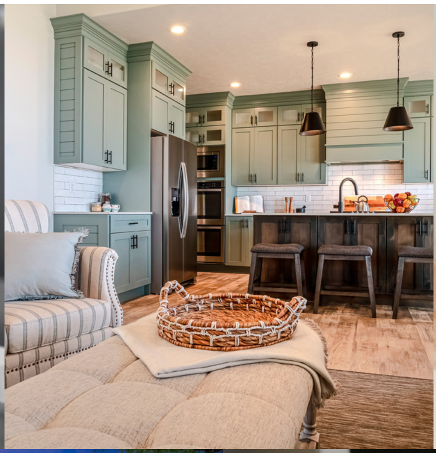
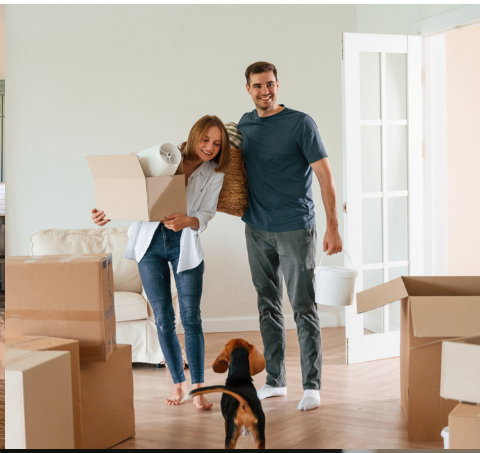
Selling your home with the least amount of inconvenience.

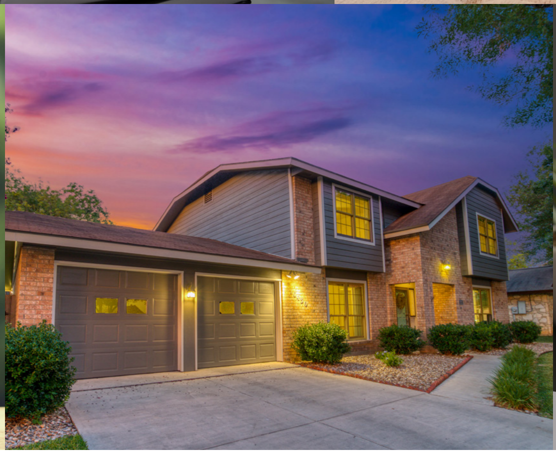
3 TIMING

Selling your home in the desired time period.

4 MARKETING

I will market your home on our #1 visited website, social media, and provide you a personalized marketing experience.




HOME MAINTENANCE

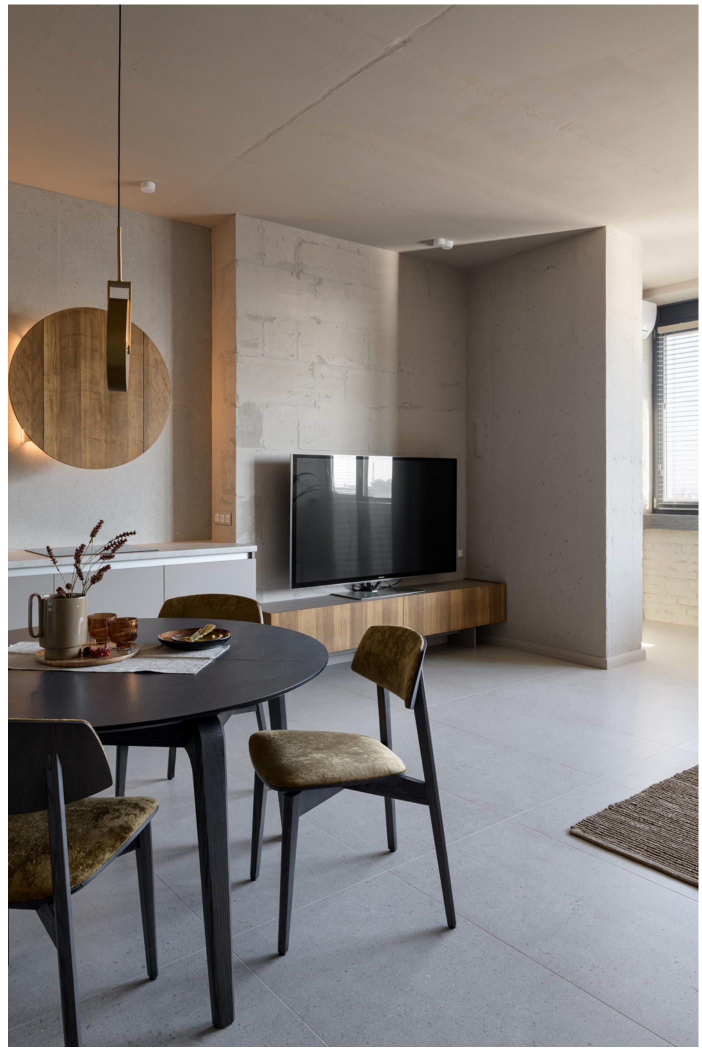
Let’s maximize your home value

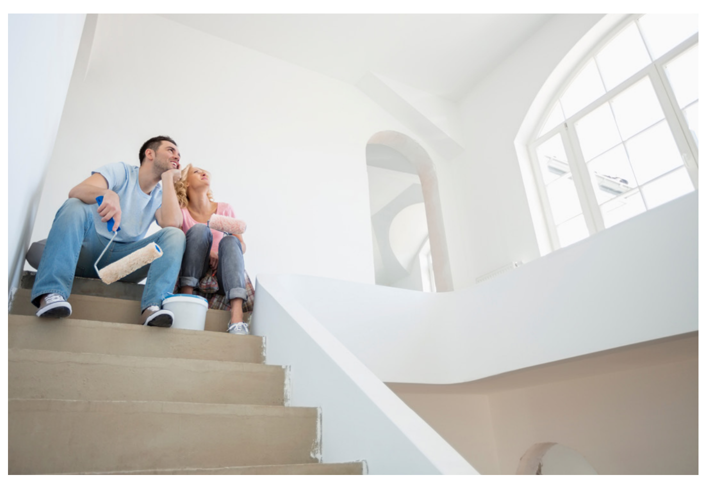
1 Recommendations for minor repairs, replacements, and improvements to help sell your property for the highest price possible.

2 Referrals to reliable and dependable home improvement workers in the workplace.

3 Point out potential inspection items, when and if they come to my attention, to avoid delays or cancellations, while allowing you to control costs.

4 Help “stage” your home to create an environment that will heighten interest, show potential, and garner better offers, more quickly.





ORGANIZE THE SPACE

De-Personalize: The number one rule in staging is to de-personalize. Pack up those personal photographs and family heirlooms. Packing these items only jump starts your move anyway.

DECLUTTER

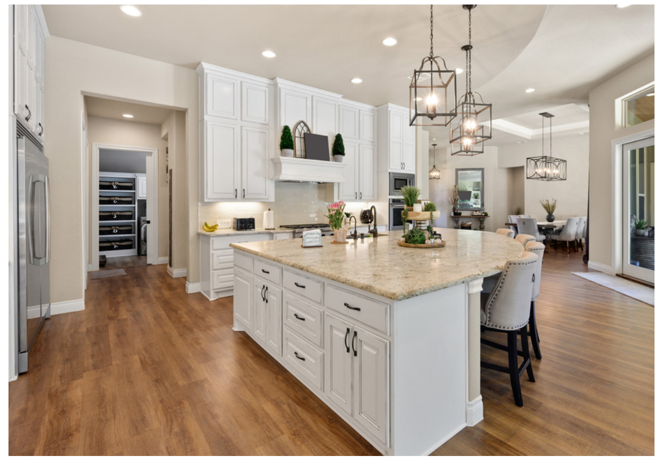
Almost every home shows better with less furniture.

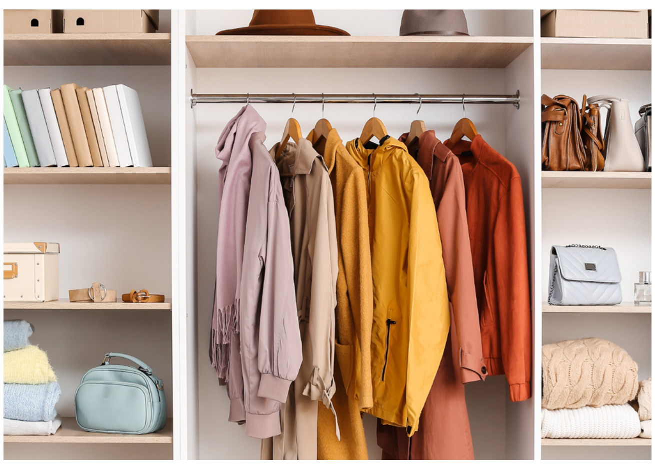
01 Pare furnishings down to the bare essentials

02 Pack up all those cute knickknacks

03 Clean off everything on kitchen counters

04 Remove personal items from bathroom counters





REARRANGE

Buyers may open closets, kitchen, and medicine cabinets.

01 Organize pantry and cabinet contents

02 Reduce closet contents to half full & organized

03 Arrange clothing, shoes, and shelf items neatly

04 Lock up medicines and valuables

MAKE MINOR REPAIRS

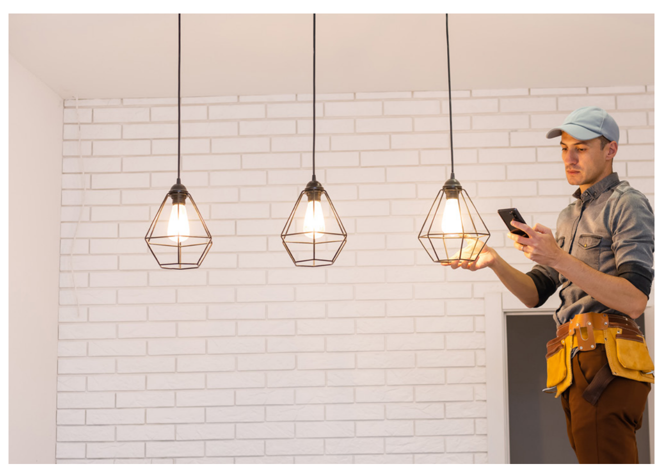
01 Replace burned out light bulbs

02 Patch cracked floors and counters

03 Patch holes in walls & touch up paint

04 Fix leaky faucets & doors that don't close properly

05 Consider painting the walls neutral colors



ORGANIZE THE SPACE

CREATE GREAT CURB APPEAL

If buyers won't get out of their car because they don't like the exterior, you'll never get them inside

01 Keep the sidewalks cleared

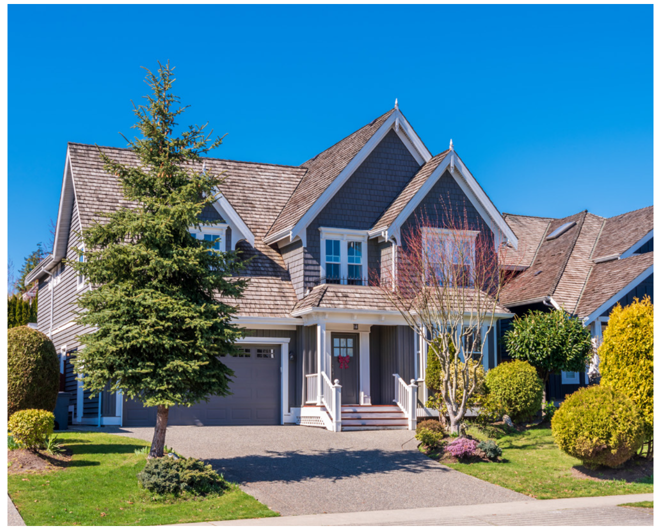
02 Mow the lawn and trim the bushes

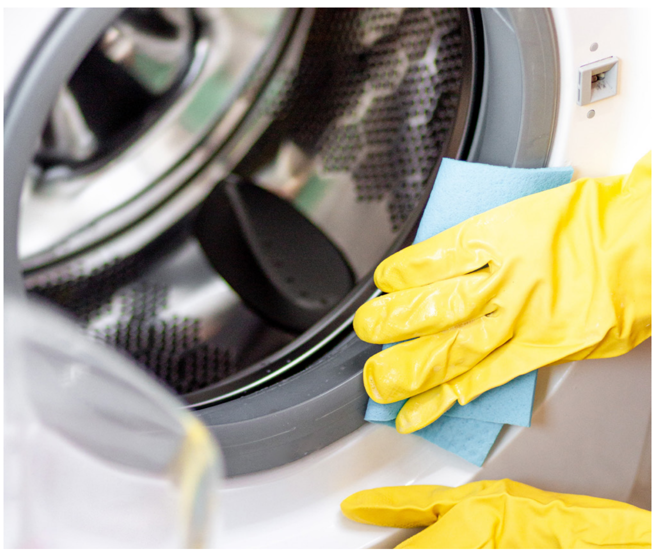
03 Paint faded window trim and front door

04 Plant or pot colorful flowers in the summer

05 Make sure your home is clearly visible to visitors

06 Remove snow in the winter





MAKE YOUR HOME SHINE

01 Wash the windows inside and out

02 Re-caulk tubs, showers, and sinks if necessary

03 Polish chrome faucets and mirrors

04 Vacuum regularly

05 Dust furniture, ceiling fan blades & light fixtures

06 Clean dingy grout

07 Replace shower curtain, worn rugs, and add fresh towels

SHOWING YOUR HOME

If the house looks comfortable, but not personal, you are almost done

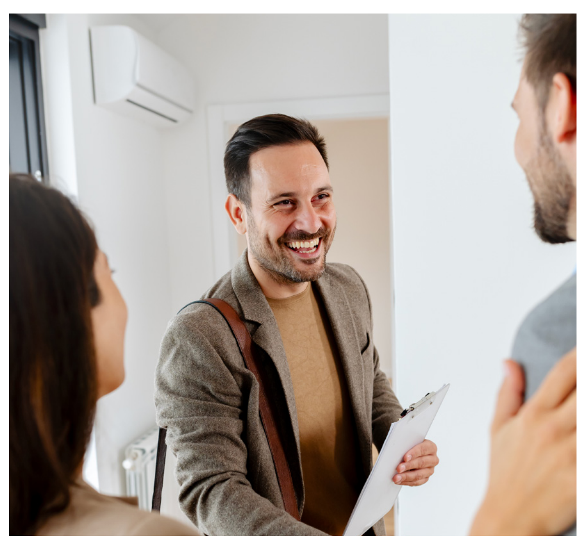
01 Open curtains to let sunshine in & turn lights on

02 Fresh flowers are a small treat that make others smile.

03 Make sure the temperature is comfortable

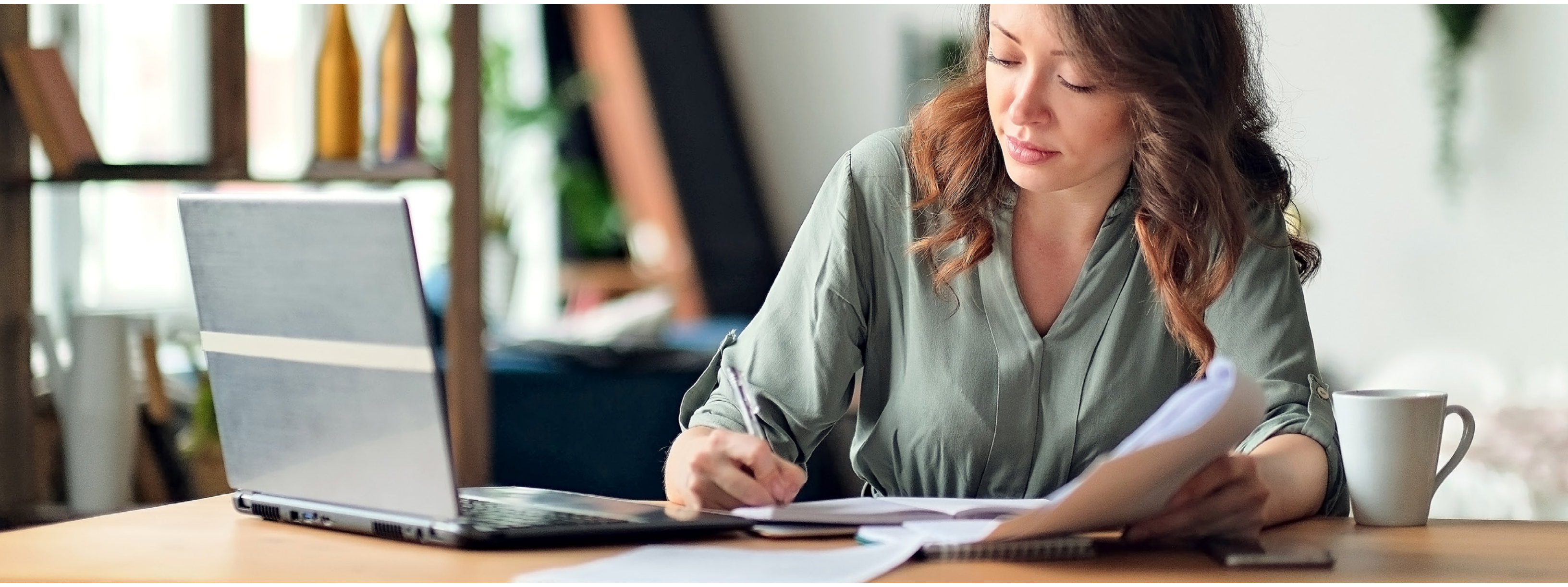
04 Add decorative touches to any outdoor space

05 Appeal to all senses - your home should smell fresh but avoid strong air fresheners



WHAT TO DO WHEN
YOU'VE RECEIVED AN OFFER

Generally speaking, the first offers are typically the best offers. While this isn't always 100% true, studies have shown that the longer a house sits on the market, the less likely it is to get a full price offer.



There are three choices when an offer is made:

01

ACCEPT THE OFFER

By accepting the offer, you agree to move forward with the sale, including any contingencies outlined by the buyer—such as a satisfactory inspection and appraisal, securing a suitable loan and homeowner's insurance, and any other conditions specified.

02

MAKE AN OFFER

If you choose to make a counter offer, you are agreeing to certain terms of the offered contract, but wish to alter or change some part of the agreement. This could include a change in the price, any date or deadline, or any of the many other terms and conditions written into the offer.

03

REJECTING AN OFFER

Your last option is to reject the offer. Rejecting the offer terminates all proposed terms of the contract. The buyers will move on to look at other properties, and your house will remain on the market until another offer is submitted.

As you can see, receiving an offer on your home involves many negotiations and potential contingencies. That's why it's essential to have me, your RE/MAX real estate agent, by your side—to guide you through every option and ensure you get the best possible price for your home

CLOSING
TIMELINE

Typically, closing happens four to six weeks after the sales and purchase contract is signed, although it could be sooner or later. Normally, as the seller you are anxious to receive your money and move on. And unless there is a special circumstance surrounding the buyer's loan, there is no reason to delay. Your purchase agreement will define your anticipated closing date.

Accepted Offer

Inspection

Repairs (if applicable)

Appraisal

Closing

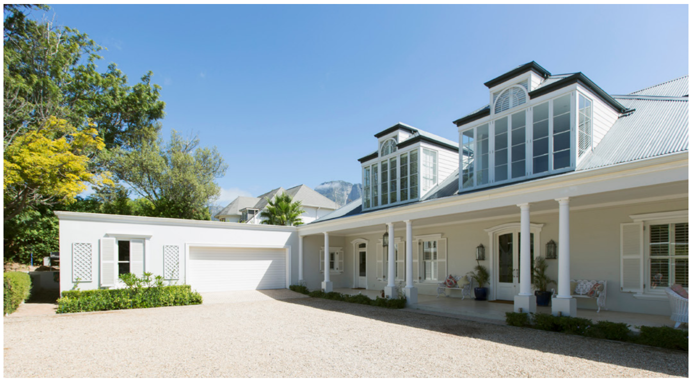
Additional Date and Days to Avoid

Try to avoid the end of the year, especially the last day of the year. You may want to take advantage of deductions on this year's tax return, but you are likely to run into the disadvantages of offices closing early, being short-staffed, and holiday parties. If you must close during one of these hectic periods, plan as far ahead as you can.

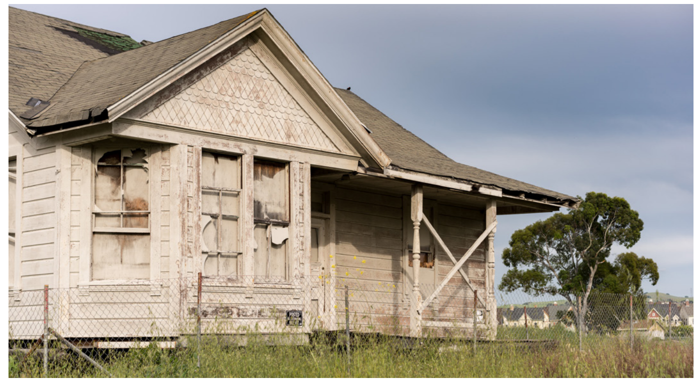
THE INSPECTION

Inspections and potential repairs are the number one reason sales don't close.

What the Seller Sees

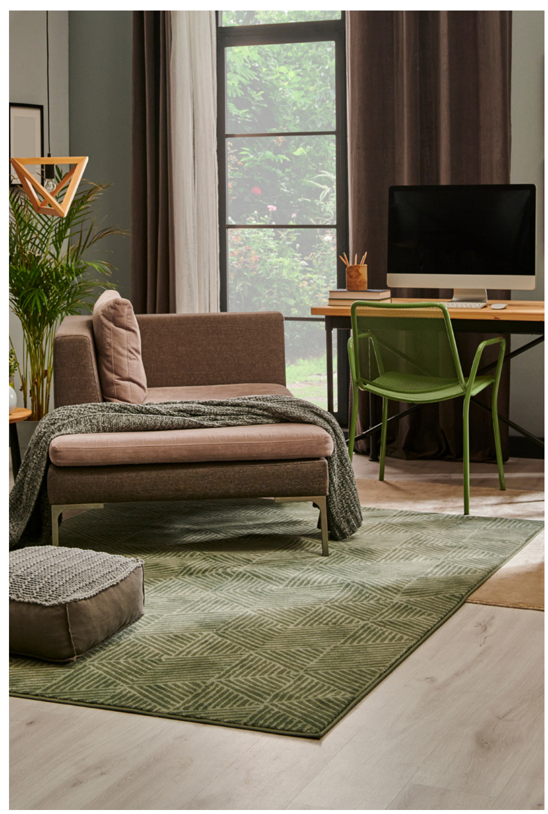


What the Buyer Sees



In the real estate market, buyers typically have a 7-10 day due diligence period to inspect a property thoroughly. This window allows them to assess mechanical and structural aspects with the help of professionals like home inspectors and engineers. The findings empower buyers to make informed decisions, either proceeding with the purchase if the property meets expectations or negotiating with the seller if issues arise. This critical period ensures transparency and helps both parties engage in transactions with confidence. To save yourself time, money & disappointment- Do deferred maintenance now and consider a pre-list inspection.

THE APPRAISAL



What is a Home Appraisal?

A home appraisal is a professional assessment of a property's value, typically required by lenders before closing. Conducted by a certified, third-party appraiser, it helps ensure the buyer doesn't overpay and the lender doesn't over-lend. The appraiser evaluates the home's size, condition, location, and recent comparable sales. Both the interior and exterior are reviewed, with attention to upgrades or issues that could impact value. This thorough process provides an accurate picture of the home's worth, helping both buyers and lenders make informed decisions.

Who Pays for the Appraisal?

While the bank will typically arrange for an appraisal, the buyer is ultimately responsible for paying for it.

SELLER INSIGHT

WHY OFFERS OF COMPENSATION FOR BUYERS AGENTS ARE GOOD FOR SELLERS

Offering compensation to a buyer's broker is entirely your choice, with no legal obligation. However, we recommend it because it can make your property more attractive to a wider pool of buyers. In our experience, homes without broker compensation often see less interest, as many buyers are discouraged for various reasons.

First, many buyers may not have the extra cash to pay their agent directly, as their available funds are often tied up in the down payment and other closing costs. Since brokerage commissions typically can't be financed through a mortgage, these buyers may not be able to afford representation on their own—and may choose to skip properties that don't offer compensation to their agent.

Second, VA loan buyers—typically military service members—are legally barred from paying agent commissions. Without seller-offered compensation, they may have to forgo representation or avoid your property altogether. Since VA loans can be complex, these buyers often rely on professional guidance.

Third, sellers often benefit when the buyer has an agent, as the transaction tends to move more smoothly. Without professional guidance, buyers may struggle with making offers, negotiating terms, handling inspection issues, or securing financing—leading to delays, added costs, or even failed closings. A smoother process reduces your risk of setbacks like increased carrying costs or the need to relist the home.

I recommend making your property appealing to the widest pool of buyers—it's a smart financial move. More interest often leads to stronger demand, quicker offers, and the best possible price for your home.

WILL OFFERING COMPENSATION TO BUYERS AGENTS MAKE MY HOME MORE ATTRACTIVE TO BUVERS?

We believe so. Buyers face many expenses—insurance, taxes, inspections, moving, and more—so homes that offer buyer broker compensation often stand out by reducing their out-of-pocket costs. Skipping this could make your home less competitive, potentially leading to a longer sale or a lower offer.

BUYERS AGENTS OFFER A MORE PROFESSIONAL TRANSACTION EXPERIENCE FOR ALL

Offering compensation to the buyer's agent increases the likelihood that the buyer will have professional representation throughout the process. A skilled agent helps with everything from explaining the process to negotiating, arranging inspections, coordinating title insurance, and ensuring a smooth closing. Without representation, buyers may struggle to navigate issues, potentially delaying or derailing the sale. Our goal is to ensure your transaction moves from contract to close smoothly with minimal complications.

SELLER Q&A

Q: Am I required to make an offer of compensation to the buyer's agent?

A: No. Buyer compensation is not required by law, local MLS requirement, or company policy. All agent compensation is fully negotiable.

Q: Will buyer agents refuse to show my home to buyers if I do not offer compensation?

A: No, but the buyers themselves could decide that the additional costs associated with your home make it less attractive or even unaffordable and therefore choose to look at other properties where there is an offer of compensation.

Q: Is buyer agency compensation illegal?

A: No. It is perfectly legal for sellers to offer to compensate buyer's agents. The point is it is completely your choice and there are sound reasons for doing so.

Q: I saw a story about a legal case where real estate companies were sued for illegally requiring buyer agency compensation.

A: While it is complicated, and I cannot provide legal advice, that suit dealt with some MLS rules that required sellers to make an offer of compensation to a buyer's agent to list the property on the MLS.

You are not required to offer compensation to a buyer's agent to list your home. You can choose to do so or not. As I have said, there are benefits to you, as a seller, to doing so, but it is not required.

Q: Is it possible that I will be asked to compensate the buyer's agent when they submit a purchase offer to buy my home?

A: That is possible. If no offer of compensation is made with the listing, the buyer might ask that you agree to pay his or her agent as part of their offer on your house. The thing you must consider is whether certain potential buyers might not reach out to you because they find a different home more attractive because it offers to pay buyer compensation from the outset.