

Selling your

HOME



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ELM STREET REALTORS®
LET US SHOW YOU THE WAY HOME

welcome

HELLO.

We are excited to work with you!

We understand that selling a home in today's market can present challenges. While market conditions can fluctuate daily, hundreds of homes are still sold in our area each week.

Thank you for placing your trust in us to guide you through the process of buying and/or selling your home. Our entire team is committed to ensuring that all of your real estate needs are not only met but exceeded. This guide has been created for your convenience, and we hope it proves to be a valuable resource. While the steps of the process are outlined here, please know that we will maintain constant communication with you throughout. Your experience will be tailored to your specific needs and preferences, and we will adjust our services accordingly. Our focus is on your complete satisfaction.

We hope this Seller's Guide provides answers to any questions you may have about getting your home on the market and sold quickly. We are here to assist with all of your real estate needs, so please don't hesitate to reach out!



ABOUT US

Nancy Edwards, Managing Broker and Owner of Elm Street REALTORS®, has been in the real estate business since 1991. She began her career with a local franchise company and worked there until 1999. Shortly thereafter, she obtained her broker's license and opened Nancy Edwards REALTY. After successful years of being on her own, she decided to open Elm Street REALTORS® in Sycamore.

Nancy and her husband, Randy, have a blended marriage with five children. She chose to open Elm Street REALTORS® in Sycamore, because, quite frankly, she and her family love the town. She believes that the community has strong family values and that everyone is friendly and caring.

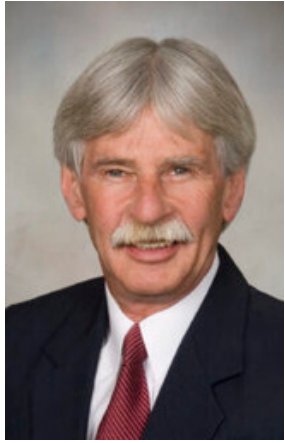
What prompted Nancy into opening a new office with a new name was her desire to share her knowledge and experience with new agents in an effort to help them learn and prosper as she has. She wants to give new agents the opportunity to feel that they are part of a group rather than merely working under her name. With this concept in mind, she believes that all of the REALTORS® will feel a sense of bonding, which in turn will make the group stronger. Hence, the name Elm Street REALTORS® Group.

Her business philosophy is to treat everyone the way that she would want to be treated, to educate her clients in every aspect of the transaction, to encourage questions, and to make the overall buying and selling process a smooth one.

Our expertise in the market and our proven research strategies allow us to price your home effectively, maximizing its potential for a successful sale. By carefully analyzing market trends and comparable properties, we ensure that your home is competitively priced to achieve the best possible outcome.



ELM STREET REALTORS® TEAM OF PROFESSIONALS



Bernie Stefani

Bernie has been a lifelong resident of DeKalb and brings 32 years of experience specializing in residential sales, with additional experience in commercial and investment properties.

He is a graduate of NIU with a Bachelor of Science in Education, a full-time realtor since 1991, and has served as a Past President of the DeKalb Area Association of Realtors.

Bernie works hard to make sure that the Buying/Selling process can be as stress-free as possible. This can only be accomplished by working closely with all the parties involved and by keeping them informed every step of the way. Experience really does matter and his ability to work well with others involved in the transaction has always been his focus and strength.

Travis Velazquez - “The Soldologist”

United States Army Veteran (Infantryman)

United States Air Force Reserves Veteran

Former Corrections Officer for Kane County IL

Associate in Arts – Kishwaukee Community College

Awarded “Rookie of the Year” 1st year as a Realtor

Awarded Elm Street Realtors Legends Club 2023

Certified Staging Consultant

Certified Military Relocation Specialist

Certified Pricing Strategist

Certified Property Manager

Featured on the cover of TOP AGENT MAGAZINE

Author-“Protected by the Best; A story of Patriotism” Children’s Book (Available on Amazon)

AIR BNB / VRBO host of “The Veteran Owned Hanover Hangout Guesthouse” in Hanover IL



Evangeline Velazquez

Evangeline is a proud mother of three children. Evangeline loves working in real estate, spending time with family, scrapbooking, and reading. Evangeline will be continuing the family tradition at Elm Street REALTORS® working alongside her husband Travis Velazquez who is a Real Estate Agent and Mother In-law, Broker / Owner, Nancy Edwards. Evangeline plans to spend her Real Estate career alongside her husband Travis to form a bilingual husband and wife team to better serve Spanish and English-speaking clients.

ELM STREET REALTORS® TEAM OF PROFESSIONALS

Cheri Moyers



As a committed full-time realtor, Cheri works to achieve one goal, complete satisfaction! She can work with you as either a buyer or seller exclusively and will represent your best interests in everything she does.

GRI-Graduate of Real Estate Institute
SFR-Short Sale and Foreclosure Resource
Member of National Association of REALTORS
Member of Illinois Association of REALTORS

Megan Martin, Managing Broker



Megan has been in the real estate industry for over two decades. She began her career as the Director of Marketing for GMAC Real Estate. In that capacity, Megan helped REALTORS® develop marketing plans and materials for both their clients and their own personal promotion. After over a decade in that position and a few national awards for her work, Megan made the decision to parlay that marketing background into her own career as a licensed REALTOR® in 2006.

She has received top producer status throughout her career. In 2023, Megan became Managing Broker, a role that expands her expertise and provides deeper insights into the market, allowing her to better support and guide the agents she works with.

Laura Lee



Laura has been an agent with Elm Street Realtors® since 2017. She grew up in St. Charles but now resides in DeKalb County and has for several years. She loves the country lifestyle she has created with her husband, two children, and dog in DeKalb County but will always feel a sense of home in the St. Charles area.

Laura is an advocate for buyers and sellers with their best interest as her top priority. Her business is built on communication, transparency, honesty, and dedication.

ELM STREET REALTORS® TEAM OF PROFESSIONALS



Roger Burdick

As a former banker and lender in the area, Roger brings over 40 years of experience to Elm Street Realtors. He has a strong background in consumer lending, real estate lending, construction lending, land development, and commercial lending.

Roger and his wife, Nikki, both grew up in the surrounding area and moved to Sycamore just over 30 years ago when they built their home there. They have two grown children and four grandchildren, all of whom live in Sycamore. Roger looks forward to reconnecting with his former customers and hopes to assist them in their next real estate venture.

Gina Downey

In the early stages of her career, Gina brings a fresh perspective, enthusiasm, and a strong dedication to helping clients find their perfect home. With a deep commitment to providing exceptional service, she takes the time to understand each client's unique needs and guides them through every step of the buying or selling process with honesty and transparency. Whether working with first-time homebuyers or experienced investors, Gina is dedicated to making every real estate journey smooth and stress-free.

Let's work with Gina to turn your real estate dreams into reality!



Melina Dominguez

Melina Dominguez is a dedicated bi-lingual real estate professional serving Northern Illinois. Originally from the south suburbs, Melina brings years of customer service experience from her work in call centers, where she developed strong communication skills and a passion for helping others. As a mom of three and a happily married wife, she understands the importance of finding the perfect home for every family.

Personable, patient, and committed to serving her clients with care, Melina strives to make every step of the buying or selling process as smooth and enjoyable as possible. Her top priority is ensuring her clients feel supported, understood, and genuinely cared for.



ELM STREET REALTORS® TEAM OF PROFESSIONALS

Dan Chambers



As a DeKalb County native, Dan is proud to help people from all walks of life find their new home or place of business in the community. His journey began in early 2020 when he purchased his first duplex and self-managed the property. He enjoyed the process so much that he acquired a second one before the year was over, and his passion for real estate has only continued to grow since then. Dan has lived and worked in DeKalb County his entire life, witnessing the positive changes in the area while contributing in meaningful ways, such as delivering food baskets to families in need, fostering animals for local rescues, serving on community government, and raising his children. It's this deep knowledge and commitment to the area that Dan brings to every transaction. Clients can expect the highest level of professionalism from start to finish!

Yesenia Hernandez

As a lifelong resident of De Kalb County, I am proud to be a member of the Elm Street Realtors team. My love for De Kalb County and its surrounding areas is strong. This is where I grew up, planted roots, and raised my family. My goal is to give my community what it has given me. A home that brought peace, a safe place to raise my four children, a presence of success, as two of my children are in college (one starting NIU this year) and the ability to secure a stable future. I have dedicated my life to serving the members of my community by spending the last 20+ years in healthcare serving my patients, providing knowledge, and coordinating care. I hope to continue my career and serve my community even further by ensuring care, coordination, and knowledge in real estate. I have joined Elm Street Realtors in 2025 and will continue to build an even stronger relationship with De Kalb County and its surrounding residents





OUR COMMITMENT

01

THE TRUTH

I commit to tell you the truth about your property.

02

RESPECT

I commit to respect your confidence.

03

ADVICE

I commit to give you good advice.

04

TRANSPARENCY

I commit that you will understand what you're signing.

05

FOLLOW UP

I commit to follow through and follow up.



4 STAGES OF HOME SELLING

Prelisting

schedule an appointment

discuss staging approach

discuss the best strategy for selling

property evaluation

complete market analysis

establish sales price

executed listing agreement

Prep for Market

marketing campaign started

professional photography taken

signs installed

submitted to MLS

showing times selected

property brochure delivered

open house scheduled

social media marketing blast

Active on Market

showings started

curb appeal kept up

house is kept ready to show

showing feedback shared

open House held

Offer & Closing

offer(s) received

offer(s) negotiated

offer accepted

back-up offer(s) accepted

inspections & disclosures completed

appraisal completed

contingencies removed

closing day

refer friends to us and leave us a review!

PRICING TO SELL FAST

and for more money

You may have heard that there is very little housing inventory right now. This means that prices for homes have gone up. As a seller, this is excellent news! The timing is perfect for you to get the most return on your investment into your home.

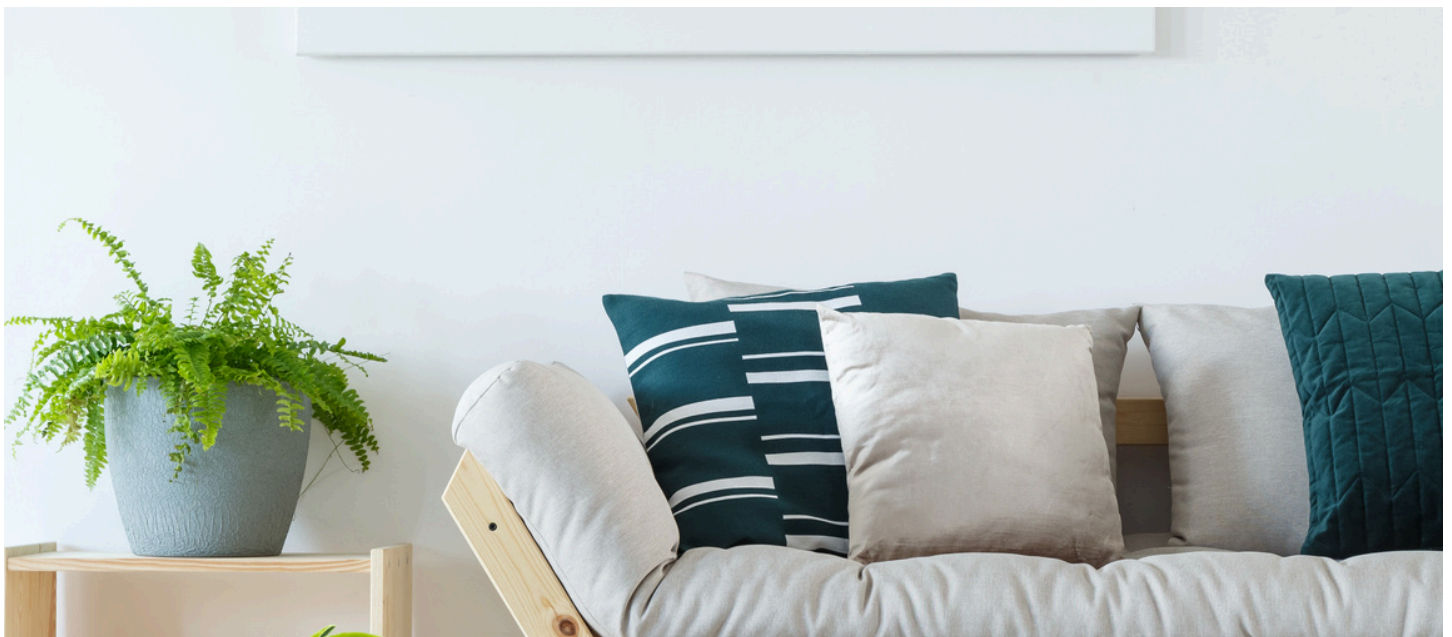
Even in today's hot market, there are still homes that sit, waiting for an offer for months and months. This time spent on MLS means that you're still making your mortgage payments, and you're still not getting equity out of your home.

Even worse is what buyers and buyer agents think about stale homes that have been on the market for too long. Remember how important first impressions are? The first impression a buyer gets about a home that has been on the market longer than average is this:

"SOMETHING MUST BE WRONG WITH THAT HOME."

That thought will scare away many buyers, and it will prompt the ones who remain interested in attempting to lowball you.

But why are those homes still on the market in the first place? It's because they are often priced "out of the market."



Should I Offer Buyer's Agent Commission?

LET'S DISCUSS THE DETAILS

TAILORED GUIDANCE

for your unique situation



At Elm Street Realtors®, we understand that there's no one-size-fits-all solution in real estate. Every property, neighborhood, and market condition is unique. What works well in one scenario may not be the right fit in another—and that's exactly why a personalized approach matters.

Our team takes the time to analyze your property's distinct features, review local market data, and evaluate current trends to deliver tailored, data-driven insights. We provide a clear, balanced perspective—highlighting both opportunities and potential challenges—so you can make confident, informed decisions.

There's never any pressure—just honest, expert guidance. At Elm Street Realtors®, we're by your side every step of the way, dedicated to helping you achieve the best possible outcome.

I'm Here to Guide You

EVERY STEP OF THE WAY

Let's take the uncertainty out of selling your home. With a personalized strategy and clear, straightforward guidance, I'll help you make confident decisions that align with your goals. From setting the right price to navigating offers, I'm here to simplify the process and keep everything moving smoothly. Every home and every homeowner is different. That's why I tailor my approach to fit your unique situation, providing insights that make sense and support that makes a real difference. If you're ready to take the next step, let's connect and schedule a listing appointment. Together, we'll create a plan that puts your sale on the path to success. I look forward to working with you.



UNDERSTANDING THE NAR SETTLEMENT

Let's dive into a key update that could have a big impact on how you sell your home! The recent NAR settlement brings a significant change: sellers are no longer required to offer compensation to buyer's agents when listing their home on the MLS.

WHAT DOES THIS MEAN FOR YOU AS A SELLER?

- You now have the flexibility to decide if—and how much—you want to offer in compensation to buyer's agents.
- Gone are the days of being required to include a buyer's agent commission in your listing.
- If you choose not to offer compensation, you might need to get creative with strategies to attract buyers and their agents to your property.

HOW DOES THIS IMPACT BUYERS?

- Buyers may need to cover their agent's commission out of pocket if the seller doesn't offer compensation.
- Buyer's agents will now have signed agreements with their clients, clearly outlining their services and how they'll be paid.
- This shift may lead to buyers being more selective about working with agents or negotiating agent fees upfront.

SO, HOW WILL BUYER'S AGENTS GET PAID NOW?

- Buyer's agents can still receive compensation from the seller if the seller chooses to offer it.
- If no seller compensation is offered, buyers will need to pay their agents directly.
- In some cases, buyers may negotiate for the seller to cover their agent's fee as part of the purchase offer.

It's an important shift that puts more control in your hands as a seller, but it also changes the dynamics for buyers and agents alike. Being aware of these changes will help you navigate the market more strategically!



3 STRATEGIC APPROACHES IN THE LANDSCAPE

Buyer Agent Compensation

1) UPFRONT COMPENSATION OFFER

With this approach, we're clear about our willingness to offer compensation when buyer's agents inquire..

- I'll respond to inquiries with a clear statement like, "Yes, we're offering X% to buyer's agents."
- This transparency can encourage more showings and potentially more offers.
- It sets clear expectations from the start, which some agents and buyers prefer.

2) FLEXIBLE COMPENSATION APPROACH

This strategy keeps compensation as part of our overall negotiation toolkit.

- When asked about compensation, I'll say, "We're considering all offers. Please submit your offer, and we'll respond with an acceptance or a counter."
- This allows us to adjust based on the strength of each offer we receive.
- It could give us more flexibility in negotiations and potentially better overall terms.

3) NO COMPENSATION OFFERED

This approach makes it clear that we're not offering compensation to buyer's agents.

- If asked, I'll state, "We're not offering compensation to buyer's agents."
- This puts the responsibility of agent payment on the buyer.



THE BENEFITS OF

Offering a Buyer's Agent Commission

REDUCE BUYER BARRIERS

By offering a commission, you remove a financial hurdle for buyers who may not be able to afford their agent's fee. This makes your home more appealing and accessible to a wider range of buyers.

STRENGTHEN YOUR NEGOTIATING POWER

Increased interest often means multiple offers. This competition gives you leverage to negotiate a higher sale price and better terms.

MINIMIZE DEAL FAILURES

Buyers represented by agents tend to be more committed, which reduces the chances of deals falling through and ensures a smoother transaction.

MAXIMIZE YOUR SALE VALUE

Buyers represented by agents tend to be more committed, which reduces the chances of deals falling through and ensures a smoother transaction.

Offering a buyer's agent commission isn't just about covering a fee—it's a strategic move to unlock the full potential of your home sale!

SECTION 02

preparation

OUR STEPS TO SOLD

OUR STEPS

to get your home sold

MARKET PREPARATION

STAGING

PHOTOGRAPHY

SIGNAGE

SOCIAL MEDIA

PRINT MARKETING

OPEN HOUSES

PREPARING YOUR HOME

FIRST IMPRESSIONS

Just as first impressions are important when meeting people, they can also make or break a home sale. When potential buyers walk into your house, they will start to evaluate everything they see. Their impression will ultimately determine how much they're willing to offer on the property...or even if they'll be interested in buying it at all.

CLEANLINESS

You wouldn't want your mother to come over when your house was dirty, would you? And you're not even trying to get her to shell out thousands of dollars for the place!

Buyers are easily distracted, and they will tend to focus on the negatives instead of the positives of each home they tour. Each dish left in the sink or dust bunny in the corner is going to detract from the perceived value of your home, which means a lower offer amount and more time on the market for you.

REPAIRS

There are several reasons to complete repairs on your home before you put it on the market. Ultimately, buyers will pay more for a home to avoid the work of fixing it, and they will pay faster.

Moreover, any money you invest into repairs before you list — when you have time to price-shop and to use a little bit of elbow grease — will be far less than the quote from the home inspector or the concessions the buyers will want.

The good news is that most repairs are merely cosmetic and relatively inexpensive. Think of the things on your to-do list: that leaky faucet and the cracked bathroom tile were bothering you when you lived in the house, and they're going to bother the new owners too.

PREPARING YOUR HOME

We advise on decluttering, making repairs/alterations that will help you gain financially. As well as show the home in its best possible form. Remember... First impressions last a lifetime. Rooms should appear spacious. Store any unnecessary pieces of furniture to allow for easy movement around the room and throughout the house.

INTERIOR

Wash all windows and mirrors

Remove all pet-related items and food

Take personal items off the walls

All laundry is either put away or hidden

Take all trash out

Move all sensitive paperwork and medication to a secure area

EXTERIOR

Wash all windows and clean screens

Touch up paint

Move any extra vehicles from the driveway

Display seasonal flowers and landscaping

Weed any flower beds

Clean front porch and secure any loose handrails

STAGING YOUR HOME

Staging makes your house look and feel like a model home. It's the process of simplifying, rearranging furniture, adding decorative elements, and depersonalizing a home to maximize its appeal to buyers. The whole point of staging your house is to make it easy for prospective home buyers to envision themselves living in your home. Many of our agents are Certified Staging Professionals (CSP), trained to enhance your home's appeal through proven staging techniques. Virtual stagings are also becoming more common and can be a great option for showcasing your home online. To be successful, there are a few things you need to understand about what characteristics of a house are universally appealing to homebuyers.

PROS OF STAGING

- + Staging makes the listing photos look phenomenal, attracting more buyers into the home
- + Staging allows buyers to envision themselves living in your home
- + Staging has been proven to get a higher price in a shorter time

CONS OF STAGING

- Staging can take time to set up and take down after selling
- Staging can be costly when hiring a professional stager company
- If done poorly, staging may not be in the buyers' taste

83%

OF BUYERS' AGENTS SAID STAGING A HOME MADE IT EASIER FOR A BUYER TO VISUALIZE THE PROPERTY AS A FUTURE HOME.

67%

OF TOP AGENTS SAY THAT HOME STAGING HELPS A SELLER FETCH MORE MONEY FOR THEIR HOUSE AT RESALE.

40%

OF BUYERS' AGENTS CITED THAT HOME STAGING HAD AN EFFECT ON MOST BUYERS' VIEW OF THE HOME.

PROFESSIONAL PHOTOGRAPHY

Over 95% of home buyers start their search online, so professional photography is imperative to selling a home! We hire a professional to come to take the best pictures and they are all completely edited to make sure your home is shown perfectly!



homes with professional photography...

RECEIVE AN AVERAGE OF 87% MORE VIEWS THAN THEIR PEERS ACROSS ALL PRICE TIERS.

A HOME WITH ONE PHOTO SPENDS AN AVERAGE 70 DAYS ON THE MARKET, BUT A HOME WITH 20 PHOTOS SPENDS 32 DAYS ON THE MARKET.

HAVE A 47% HIGHER ASKING PRICE PER SQUARE FOOT.

OPEN HOUSES

A lot of buyers like to look at a home without any pressure. This is what we call the "two step" buyer. Often, they start the process by going to the open house first then follow up with a tour by their real estate agent.

STEPS WE TAKE TO PREPARE

Posted on all major websites including Zillow, Trulia, and the local MLS

Several signs strategically placed around your neighborhood

Postcards/letters mailed to area

Posted on our social media accounts

Social Media Ads

Prime Country Weekly Ad

*We love showcasing your home
with an open house*

SECTION 03

*on the
market*

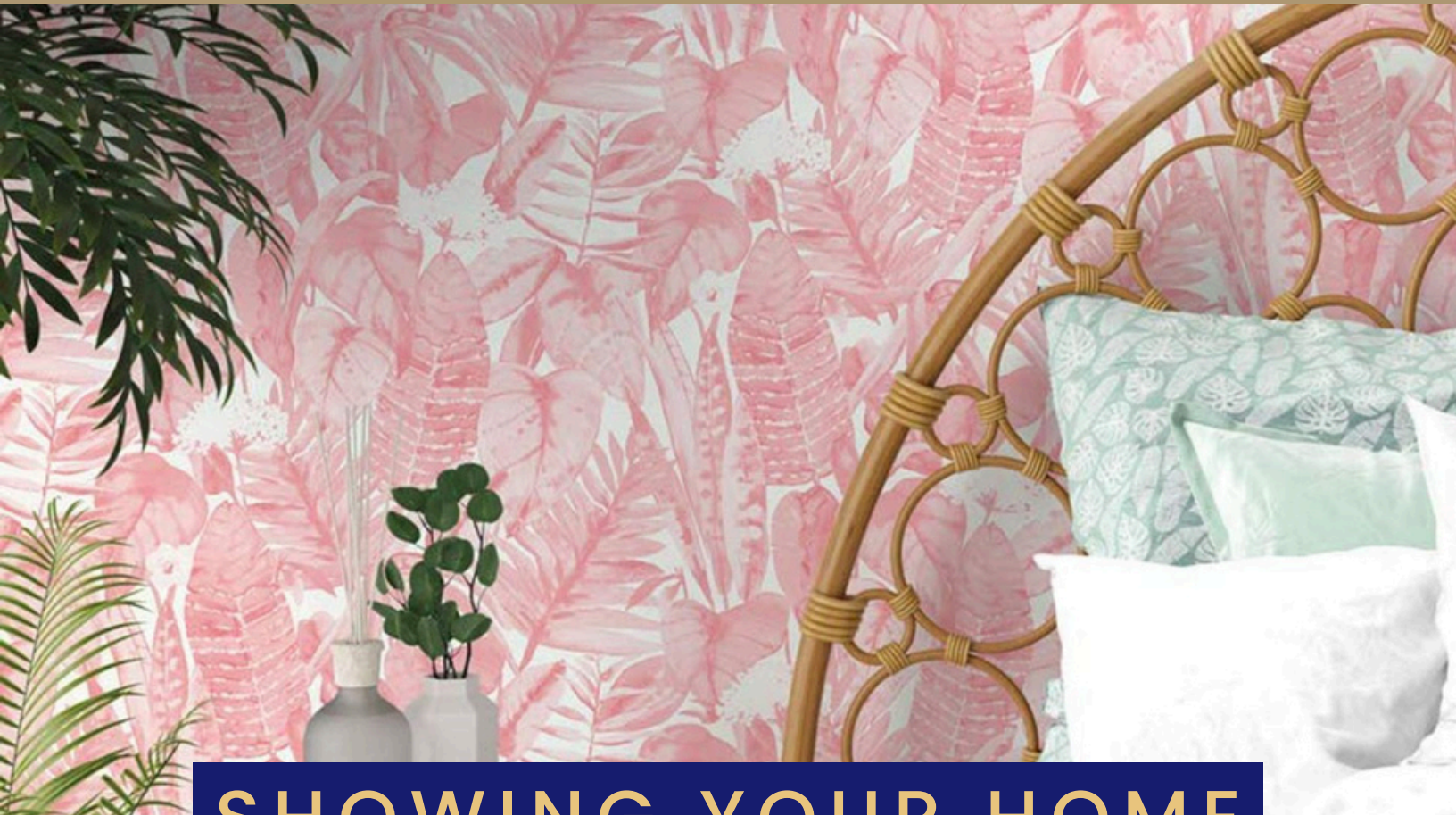
MARKET ACTIVITY

LAST-MINUTE SHOWING

checklist

- Secure valuables (tech devices such as laptops, tablets, phones), bills, spare keys to the house and prescription drugs
- Have all counter tops cleaned off. Remove countertop appliances such as toasters or coffee makers.
- Keys and personal items should be stored away.
- Declutter / put away everyday items: dishes, mail, shoes, coats, kids' toys, sporting equipment, etc.
- Take 15 minutes and organize / purge your fridge - because a buyer WILL look!
- Make sure the thermostat is set appropriately for the weather and make the home comfortable for showings.
- Play soft music
- Turn on all of the lights
- Organize toys or store them while your home is on the Market
- Less is more. Remove excess furniture if possible.
- Walkways to and from the home should be clean and clear.
- Make all of the beds.
- Take the trash out and consider hiding garbage cans.
- Minimize family photos
- Open the windows - buyers love lots of natural light.
- Improve curb appeal: Mow the lawn and trim back overgrown shrubbery
- Make the bathrooms shine: Toilet seats down, clean mirrors and other glass surfaces.
- Hide feeding bowls, litter boxes, dog beds, etc.
- Take all the magnets and pictures off the refrigerator.
- Do a final dusting, sweeping and vacuuming just before the open house or showing.





SHOWING YOUR HOME

- 01 A SHOWING HAS BEEN REQUESTED
- 02 SHOWING IS APPROVED OR DECLINED
- 03 HOME IS PREPARED FOR THE SHOWING
- 04 SHOWING IS COMPLETED
- 05 FEEDBACK IS RECEIVED
- 06 REVIEW FEEDBACK OR OFFER

COMMON SHOWING MISTAKES

Not accommodating showings: Sure, showings can be a pain to prepare for, and they can be scheduled last minute, but it's in your best interest to be flexible with your potential buyer's schedule whenever possible. They're usually looking at multiple homes in a day, and they may not circle back to see your home again if it's not available when they ask to see it.

Attending your own showing: It's considered a faux pas for sellers to be present during showings at their home, as it can make buyers feel uncomfortable. If you're selling your home on your own, without the help of an agent, consider using a lockbox for showings. If you're a for-sale-by-owner (FSBO) seller and you have to host the showing yourself, don't hover. Let visitors explore your house on their own, and just be available to answer questions.

Taking feedback personally: It can be hard to hear criticism about your home, but it can be helpful. For example, if you find out a buyer said the carpets looked dirty, you can clean them before the next showing.



WHAT TO DO WITH PETS

during a showing

Most people love dogs, cats, and other household animals – but like most things, there is a time and place for everything. Unfortunately, having pets when selling a home can cause major issues and affect your bottom line. If you are an animal lover, we know this can be a bitter pill to swallow, but read on... Here is what to do with pets when selling a home.

The “why” is called buyer feedback. And, sometimes it can be confusing. Interpreting buyer feedback can be a difficult task. It’s common practice on my team to ask the agent that showed the property what the buyer thought. We pass that information on to you to satisfy your curiosity. And here’s a list of some helpful ways to interpret that feedback:

WHY DO PETS NEED TO GO...

Whether your home is being held open or having a showing, below are just some reasons why pets need to be removed from your home during these times.

FEAR & NERVES

It may seem hard to believe, but the fear of cats and dogs is the most common animal fear. While many people may not outright fear pets, they may not be comfortable around them. We have seen clients refuse to go into homes that have pets. Of course, when selling, the goal is to get as many people through your door as possible to expand the field of interest.



UNPREDICTABILITY

Very often, we hear, “my cat is so nice” and “my dog doesn’t bark.” Well, we have had that “nice” cat attack potential buyers and draw blood, and that “non-barking” dog get so territorial it barks, growls, and scares buyers and agents — so much they have to leave. You very well might have the most well-mannered pet(s), but you never know how they will react to strangers coming into your home (nor do you know how a stranger will treat your pet).

WHAT TO DO WITH PETS WHEN SELLING A HOME

Here are some ways our clients have resolved the issue of pets:

1. Leave them with family or friends while your home is on the market
2. Board them for a specific amount of time
3. Take them to work with you for the day (if this is an option).
4. Hire a dog walker to remove them for showings
5. Ask a close neighbor to take your pet during showings
6. Completely move out of your home and take them with you



SECTION 04

*under contract
& closing*

THE OFFER & CLOSING



NEGOTIATING THE OFFER

Did you know there are three separate times to negotiate in the purchase contract? The first is when we negotiate the price and terms when the offer is first submitted. Second, there is an opportunity to negotiate during the buyer's inspection contingency. Last, during the buyers' appraisal contingency. It is essential that you have an experienced, knowledgeable professional working on your behalf during this process. Members of our team are negotiation experts, and we will use our expertise to work for you. Whom you choose to represent you matters.

THE OFFER

Once you receive an offer there are still several items that have to be handled properly. Making sure you properly disclose and obey all the terms of the contract are just a few of the important items. When we have an accepted contract, the escrow process begins. We help you every step of the way.

THE OFFER PROCESS

AFTER YOU RECEIVE AN OFFER

We will meet and review your offer together. Once the details are thoroughly reviewed and understood, you will have three options:

1- ACCEPT THE OFFER AS WRITTEN

2- DECLINE THE OFFER

If you feel as though the offer isn't close enough to your expectations to further negotiate this offer.

3- COUNTER OFFER

If you agree to most the offer but want to change a few details, we can counter the buyer with the new terms.

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

ONCE AN OFFER IS ACCEPTED BY BOTH PARTIES, YOU ARE OFFICIALLY UNDER CONTRACT.

Congrats!!

FINAL STEPS

ORDER THE INSPECTIONS

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide the buyer with a list of findings.

ORDER THE APPRAISAL

The buyer's lender will arrange for a third-party appraiser to provide an independent estimate of the value of the house. The appraisal lets all parties involved know that the price is fair. The loan file then moves on to the mortgage underwriter.

NEGOTIATE FINAL OFFER

Issues could arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

1. The buyer could ask for credit for the work that needs to be done.
2. Think "big picture" and don't sweat the small stuff. A tile that needs some caulking or a leaky faucet can easily be fixed. We have a list of licensed professionals that can help with any repairs.
3. Keep your poker face. The buyer's agent will be present during inspections and revealing your emotions or getting defensive could result in more difficult negotiations.

SCHEDULING YOUR MOVE

AFTER SIGNING

Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like. Donate or sell items that are in good condition

Create an inventory of anything valuable that you plan to move

Get estimates from moving companies

4 WEEKS TO MOVE

Schedule movers/moving truck

Buy/find packing materials

START PACKING

SCHEDULING YOUR MOVE

2 WEEKS TO MOVE

We will schedule a time to close and sign your documents

Contact utility companies (water, electric, cable)

Change address: mailing, subscriptions, etc.

Minimize grocery shopping

Keep on packing

1 WEEK TO MOVE

Buyer will complete their final walkthrough

Finish packing

Clean

Pack essentials for a few nights in the new home

Confirm delivery date with the moving company. Write directions to the new home, along with your cell phone number

CLOSING DAY

CLOSING DAY

Closing is when you sign over ownership paperwork and hand over your home's keys!

FINAL WALK-THROUGH

Buyers will do a final walk of the home within 24 hours of closing to check the property's condition. This final inspection takes about half an hour. They will make sure any repair work that you agreed to make has been done.

THEY WILL BE SURE TO

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
 - Open and close garage doors with an opener
- Flush toilets
- Run the garbage disposal and exhaust fans

CLOSING TABLE

Who will be there:

- Your agent (ME)
- You
- Buyers and buyer's agent
- Attorneys

BRING TO CLOSING

- Government-issued photo ID
- Any funds needed to close





TESTIMONIALS



“I couldn't have made a better choice choosing who I'd use to sell my house. From beginning to end, Micaela was there to guide me through the entire process.”



“Nancy worked diligently helping us get our home and farm sold. Interest rates had just gone up when we listed the property so it was a challenge to sell. When we received an offer, she worked closely with the buyer's agent to work out the terms of the sale. She went over and above by assuming some of the buyer's agents work to get the sale finalized. In addition, Nancy was extremely easy and enjoyable to work with. She is well versed in the real estate world.”



“Thanks to Megan Martin we sold our old home and found the home of our dreams. From day one she shared the current market trends, spent time with us planning what we would need to do to prepare our home for sale, and with professional ease got a feel for exactly what we were looking for in our new home. Megan was there any time we had questions and always had options for us when we hit snags. We felt confident in the processes as she prepared us well. As stressful as home buying and selling can be Megan made it fun, and we will not hesitate to call on her again for friends, family, and our next home.”



“Evangeline was amazing and extremely supportive while we were selling my elder parents' home. She always went above and beyond the call of duty and Travis, her husband worked as a team with her. Thanks so! Much for all the help keep up the good work.”



Thank You!



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