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## What you need to do when selling a home:

Choosing your realtor is a critical step in the process of selling your home. And, the decision should be a highly considered one. Not just a "friend", but someone who can make and save you the maximum dollars in the sale. Since you will be spending a good deal of time with your agent, you need to feel comfortable with whom you work, have excellent communication and understanding of each other's needs, and most importantly trust in their ability. Equally important is to make sure you get the best service for your money. I always suggest you interview multiple agents and request a marketing plan with a written commitment. The agent's strategy should achieve the largest exposure for your property and target the highest price. Your decision should be a business decision.

I would be glad to meet with you. The way I work is to first come by to see your property, ask questions to familiarize myself with the nuances of the property and all its benefits. We would schedule a follow-up visit to present you with a marketing proposal. This plan will give you all the information you should need to make an educated decision and show you how detailed and professional I approach your sale. I look forward to talking with you!

1. Identify the real estate agent you want to work with. Don't underestimate the emotional burden of selling your own home. After all you lived there for some time and became attached to it. Choose a real estate agent that you feel 100% comfortable with. He or she will act as your representative in the transaction and you need to trust them.

2. Prepare your home, make it look as good as possible

- Get rid of clutter, tidy up
- Move seasonal clothing in storage
- Create an impression of airiness, spaciousness
- Clean thoroughly
- Floors
- Windows
- Storage spaces
- Furniture
- Outdoor space/deck
- Closets
- Kitchen and Kitchen appliances, refrigerator
- Under the sinks/in the cabinets [kitchen and bathroom]
- Garage
- Basement
- Paint if necessary
- Clean the roof and gutters if necessary
- Any repairs need to be done prior to listing or else you need to disclose the problems to the potential buyer beforehand.
- Landscape if you have a yard

3. Define the timeframe of the sale, including showing, making a decision, escrow, moving out

4. Know where you will live next

5. Right before showing your home:

- If you have flowerboxes, make sure the flowers are alive
- Make sure all light bulbs are working, if not, replace the broken ones
- Put fresh sponges and clean towels in
- Notify your neighbors before an open house so they are not surprised if people park in front of their homes during showing
- Make coffee or cookies just before the open house (the smell of home sweet home)