



KASEY WHITE HOMES
FOUNDATION REALTY



Geller's Guide



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GET TO KNOW YOUR AGENT

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 517-215-4943
 kaseywhitehomes@gmail.com



Hello, I'm Kasey White, an Associate Broker with Foundation Realty in Adrian, MI, I've been deeply immersed in the world of real estate since 2005. Holding the AHWD (At Home with Diversity) certification, I strive to ensure that everyone experiences inclusivity and accessibility in their real estate journey. With almost two decades of expertise, I've become a trusted guide, helping clients navigate the complexities of buying and selling homes seamlessly. My commitment to community shines through my leadership roles, having served as the Past President of the Lenawee County Association of Realtors. Beyond real estate, I've contributed to philanthropy as the Past President of Associated Charities of Lenawee County. Currently, I chair the Housing Committee for the Lenawee NAACP and co-chair the Juneteenth Celebration, addressing housing equality and cultural awareness. Honored with awards such as the 2022 Realtor of the Year, my dedication has been recognized. In 2023, I received the Good Neighbor Award from the Lenawee County Association of Realtors, highlighting my commitment to community service.

Being a lifelong resident of Lenawee County, my husband and I, now empty nesters, find joy in giving back to the community we call home. As an Associate Broker, buyer's agent, and seller's agent, I bring a wealth of knowledge and genuine passion to assist you with all your real estate needs.

If you're considering buying, selling, or simply have questions about real estate, feel free to reach out to me at 517-215-4943. I'm excited to discuss the vast opportunities in the dynamic world of real estate and share the expertise that has brought me immense satisfaction throughout my remarkable career.



GOOD NEIGHBOR
AWARD 2023



REALTOR OF
THE YEAR 2022



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TESTIMONIALS



The decision to sell was a difficult one for me. Kasey did not pressure me at any point and empathized with me during some emotional hurdles. To continue, Kasey is very knowledgeable with ALL aspects of selling a home. If I could give her 10 stars I would. I highly recommend Kasey to anyone buying or selling a home
-S.S.



This is our 2nd time working with Kasey. The first time was buying our home and the 2nd was selling our home. She is an excellent realtor to work with. Kasey helped us through every step of the process. She is very professional and knowledgeable. I highly recommend her to be your realtor
-M.G.



Kasey was absolutely amazing during our home buying experience. She goes above and beyond to help you. She was very patient with us and only a text/phone call away. I have to say I would recommend Kasey to anyone looking to buy or sell.
-J&J



I couldn't have imagined this process without Kasey. She made my anxiety and stress less. I recommend Kasey to everyone.
-R.L.

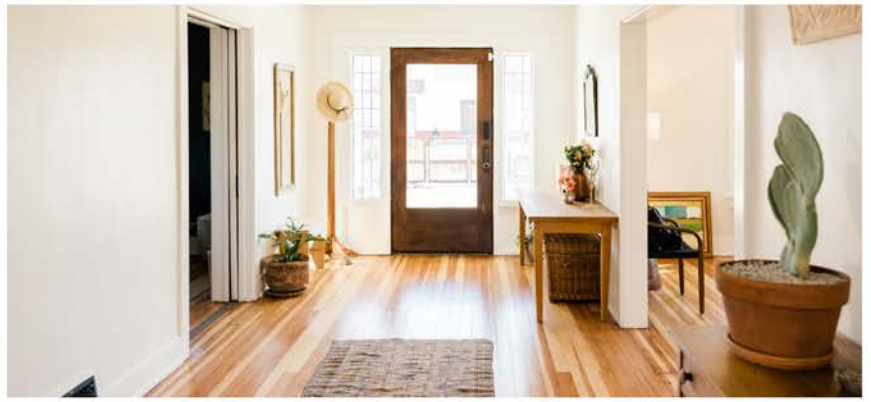


As expected, Kasey went above and beyond from beginning to the end of my home selling experience. She kept me informed with consistent communication and prepared me for each step in the sales process.
-M.F



Kasey is AMAZING. I would recommend her to anyone who is looking for a home. I cannot say enough good things about her. Her kindness and love for her job shows! I appreciate her SO much
-S.B





LISTING *Services*



KASEY WHITE HOMES
FOUNDATION REALTY

Enter your home listing in our local Multiple Listing Service

Exposure to over 2,000 Realtors in the SE Michigan area

Market your home to multiple buyer leads

New Listing Open House

Comprehensive Social Media plan

Home listing on all major real estate portals

Home listing on KaseyWhitehomes.com

Professional Photography

Weekly marketing updates via email and phone

Contract negotiation

Negotiate the possession date for the new owner

Coordinate home inspections

Coordinate home appraisal

Work with the buyer's lender for a timely closing

Schedule the closing and coordinate the transfer of keys

HOMES SELL FOR TWO REASONS

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Homes sell for two reasons: **Price and Exposure**. Since exposure does us little good if the home is incorrectly priced, we should first focus on developing a pricing strategy that will lead us to the most appropriate price entry point.

While marketing should be part of an overall plan, it should not be the only focus. The primary focus should be to find the most appropriate price entry point for the home. That is, to find a price that will sell the home and net the most amount of money in the best time frame.

What starts in motion stays in motion. Pricing a home above its value with a strategy of price reductions most often results in a sales price below actual market value. Ask me why...

Over Pricing Your Home Can Result in the Following:

- Helps your competition sell their homes
- Reduces advertising response
- Sends interested buyers to other properties
- Attracts the wrong prospects
- Eliminates offers
- Can cause appraisal problems
- Extends market time
- Agents are less likely to show
- Buyers assume there is something wrong with it, or it would have sold already
- Encourages lower offers
- Buyers assume your home is out of their price range and do not look at it



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INTERNET SYNDICATION

Proper Internet Exposure

Over 95% of homebuyers begin their search online, making digital visibility absolutely essential. When you list with Foundation Realty, your home is automatically published on the top real estate websites, including Zillow, Realtor.com, Redfin, Trulia, and many others. This broad online reach ensures your property is seen by the widest possible audience, helping you attract more interest and sell faster.



Showing Your Home THE 3 C'S OF A SHOW-READY HOME

1. Clean

Every surface should shine—especially kitchens, bathrooms, patios, and decks. A spotless home shows buyers it's been well cared for.

2. Clutter-Free

Less is more. Remove personal items and excess furniture to create a clean, open, model-home feel that lets buyers picture themselves living there.

3. Color

Add warmth and personality with tasteful color accents—think fresh flowers, throw pillows, or artwork. Neutral backdrops with pops of color make rooms feel inviting.



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DECIPHERING *Feedback*

After each showing, your agent may receive feedback from potential buyers or their agents. This input offers valuable insight into how your home is being perceived, from pricing and condition to layout and staging. Not every comment will be flattering, but staying open to honest feedback can help us make strategic adjustments that bring you closer to a sale.

WHAT THE AGENT SAYS	WHAT THE AGENT MEANS
<i>"The buyer thought the house was too small"</i>	<i>The buyer found larger homes for the same price.</i>
<i>"They liked the house but bought another"</i>	<i>The buyer found other houses that were better values.</i>
<i>"They liked the house but bought a new home"</i>	<i>Buyers will generally pay 10-15% more for a new house, making it difficult to compete.</i>
<i>"They didn't like the carpet"</i>	<i>The seller can consider replacing the carpets</i>
<i>"They thought the yard was too small. The street was too busy"</i>	<i>The found other homes with larger yards, quieter streets for the same price.</i>
<i>"The home needs some work"</i>	<i>The seller may need to make minor repairs, paint, or reduce the price accordingly.</i>
<i>"They didn't like the floor plan"</i>	<i>They didn't like the floor plan. We cannot overcome this objection.</i>

YOU RECEIVED AN *Offer!*

What Are Your Options When You Receive an Offer?

After all the effort you've put into preparing, staging, and showing your home, receiving an offer is an exciting step. But what happens next? As the seller, you have three options when responding to an offer:

- **1. Accept the Offer**

By accepting the offer, you agree to move forward with the sale under the terms proposed by the buyer. This includes any contingencies, such as a home inspection, appraisal, loan approval, or proof of insurance. Once accepted, both parties begin working toward closing.

- **2. Make a Counteroffer**

If you're interested but would like to adjust some terms, you can submit a counteroffer. Common changes include the purchase price, closing date, or certain conditions in the contract. This begins a negotiation process until both sides agree—or decide to walk away.

- **3. Reject the Offer**

You also have the option to reject the offer outright. This ends the current negotiation, and your home remains on the market until a new offer is submitted.

A Note on First Offers

While not always the highest, the first offer is often the strongest. Studies show that homes tend to receive their best offers early in the listing period. The longer a home stays on the market, the less leverage sellers typically have in negotiations.



CLOSING *Timeline*

Closing usually takes place about 4 to 6 weeks after the purchase agreement is signed, though it can happen sooner or later depending on the buyer's financing and other factors. As the seller, you're naturally eager to finalize the deal - and unless there is a special circumstance with the buyer's loan, there's no reason closing should be held up. Your contract will include a target closing date, and everyone involved will aim to meet it.

Dates to Be Cautious Of

While it might seem convenient to close at the end of the year, especially for tax purposes, it's often not ideal. Here's why:

Many offices close early or have reduced staff during the holidays

Title companies, lenders, and attorneys may be booked or unavailable

Year-end closings can be rushed or complicated by seasonal distractions

If you must close during a busy period like the end of December, try to plan well in advance to avoid delays and last-minute surprises.

ACCEPTED
OFFER

INSPECTION

REPAIRS
IF APPLICABLE

APPRAISAL

CLOSING



CLOSING *Timeline* CONTINUED

The Paper Trail: What to Expect Before Closing

Even if your closing is scheduled, it can't happen until the closing agent confirms that all required documents are complete and accurate. Missing paperwork, incorrect information, or delayed funds can all push the closing date back.

Here are some common issues that can cause delays:

- Clerical errors (like misspelled names or wrong addresses)
- Loan documents not arriving on time
- Incorrect or incomplete funds (e.g., the buyer brings a personal check instead of a full certified amount)

Both sellers and buyers should carefully review all documents ahead of time, stay in regular contact with their real estate agents, and respond quickly to requests. Being proactive can help avoid last-minute surprises and keep your closing on track.

Who's at the Table? Understanding Closing Day Logistics

The closing process looks a little different depending on your location:

- In some areas, all parties—buyers, sellers, agents, and the closing agent—meet at the same table to sign documents.
- In others, buyers and sellers sign separately, often on different days or in different locations.

Once all documents are signed and the buyer's lender has wired the funds, the deal is officially closed.

At that point:

- The seller receives payment for the sale
- The buyer receives keys, garage remotes, and any security codes on the agreed possession date



HOME *Inspections*

What Buyers Will Be Inspecting

Buyers (and their inspectors) will take a close look at both the visible and behind-the-scenes components of your home. Here's what is typically evaluated during a home inspection:

- **Foundation, Basement, and Structure** - Including the condition of floors and walls, drainage, ventilation, and any signs of water intrusion or structural issues.
- **Exterior Components** - Siding, trim, windows, doors, porches, patios, decks, balconies, and the general condition of exterior surfaces.
- **Roofing System** - Type of roof, condition of materials, age, flashing, gutters, and downspouts.
- **Plumbing System** - Hot and cold water supply, drainage, sewage disposal, water pressure, flow, and the condition of water heaters or other plumbing fixtures.
- **Electrical System** - Service capacity, number of circuits, circuit protection (breakers/fuses), outlet grounding, wiring types, and overall load handling.
- **Heating and Cooling Systems** - Type and condition of heating and cooling units, energy sources, distribution systems, and ductwork.
- **Interior Finishes** - Walls, ceilings, floors, windows, doors, stairways, cabinetry, and countertops.
- **Attic** - Structural integrity, insulation levels, and ventilation.
- **Fireplaces and Chimneys** - Inspection of masonry, damper functionality, and condition of wood-burning or gas components.
- **Garage** - Walls, flooring, structural condition, and operation of garage doors and openers.
- **Built-in Appliances** - Condition and functionality of appliances such as the dishwasher, range, microwave, refrigerator, washer, and dryer (if included in the sale).
- **Exterior Grounds** - Grading and slope near the foundation, condition of sidewalks, steps, driveways, and retaining walls.
- **Environmental Safety** - Radon testing, if requested, and possibly other environmental factors such as mold or asbestos, depending on local regulations.

HOME Appraisal

What Is a Home Appraisal?

A home appraisal is a professional, third-party assessment of your home's market value. Most lenders require an appraisal before approving a buyer's mortgage to ensure the home is worth the amount being financed. This step protects both the buyer from overpaying and the lender from lending more than the property is worth.

An appraiser evaluates the home based on factors such as:

- Recent comparable sales in the area
- The home's condition, size, layout, and features
- Location, neighborhood, and market trends

Who Pays for the Appraisal?

Although the lender orders the appraisal, the buyer is typically responsible for covering the cost, which is usually paid upfront as part of their loan processing fees.



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SELLER'S CLOSING DOCUMENTS

What Documents Will You Sign at Closing?

The specific paperwork you'll sign at closing may vary depending on your location and the details of your transaction, but here are the key documents most sellers can expect:

- **Final Closing Instructions** - In some areas, buyers and sellers sign closing instructions when the escrow account is opened. In others, it's done at the closing table. These instructions outline how the closing process will be carried out. Be sure all charges and credits are accurate and balanced.
- **Settlement Statement (Closing Disclosure)** - This federally required document outlines all the financial details of the transaction. It includes both buyer and seller expenses, and you should receive a copy in advance to review. Double-check the sales price, loan payoffs, prorated taxes and utilities, and look for any errors before signing.
- **Certificate of Title** - This is your sworn statement confirming that you have the legal right to sell the property.
- **The Deed** - This legal document transfers ownership of the home to the buyer. The type of deed (e.g., warranty deed, grant deed) varies by state, but its purpose is the same. Once signed and recorded with the county, it officially transfers title.
- **Loan Payoff Statement** - This document confirms the amount of your outstanding mortgage(s) to be paid off at closing.
- **Mechanic's Lien Affidavit** - You may be asked to sign a statement confirming that there are no unpaid contractors or suppliers who could place a lien on the property.
- **Bill of Sale** - If you agreed to include personal items (e.g., appliances, furniture), this document itemizes them and transfers ownership to the buyer. Double-check that all agreed-upon items are listed correctly.
- **Statement of Closing Costs** - Signing this document acknowledges that you've been informed of all fees and costs associated with the closing.
- **Statement of Information** - The title company may require this to verify your identity. Be sure to bring a valid form of ID, such as a driver's license or passport.

Important Reminder:

Take your time reviewing each document. Double-check all figures, and don't hesitate to ask questions or point out discrepancies before signing. Once the paperwork is signed and the transaction is funded, the sale becomes final.

FOR A SUCCESSFUL *Closing*

To ensure a smooth and stress-free closing day, follow these important steps:

- **Review the Closing Disclosure in Advance** - Carefully go over the Closing Disclosure with your real estate agent prior to closing. Confirm all amounts, prorated costs, and final figures.
- **Bring Valid Photo Identification** - A current driver's license, passport, or government-issued ID is required to verify your identity and complete notarized documents.
- **Confirm Final Details with Your Agent** - Your agent or a representative from your brokerage may attend the closing to support you and help answer any last-minute questions.
- **Loan Funds & Title Transfer** - Once the buyer's loan documents are signed, funds will be wired to the title company. When both parties have signed all required documents, title officially transfers to the buyer and your proceeds will be issued.



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MOVING *Checklist*

One Month Before Your Move:

- Arrange for moving your furniture and personal belongings either by hiring a moving company or renting a truck. Get estimates from several moving companies or truck-rental companies and be sure to obtain a hand truck (appliance dolly) if you're moving yourself.
- Gather moving supplies: boxes, tape, rope, and anything else you might need.
- Plan your travel itinerary and make transportation and lodging reservations in advance if you are driving to your new home. Leave a copy with a friend or relative.
- Some moving expenses maybe tax deductible (check with your tax professional), so you will want to save your moving-expense receipts for tax deductions, including meals, lodging and gasoline or mileage. Record expenses incurred during your house-hunting trips.
- Develop a plan for packing, such as packing last the things you use the most.
- Notify others of your new address:
post office, charge accounts, subscriptions, relatives and friends, national and alumni organizations, church, mail order clubs (Books, videos, catalogues), firms with which you have time payments, and your past employer to make sure that you receive W-2 forms and retirement-account information. Save your old address labels to speed up filling out change-of-address forms for your new address.
- Notify federal and state taxing authorities or any governmental agency necessary.

2 Weeks Before Your Move:

- Notify and get refunds from your present utilities: gas, electric, water, cable, and phone. Arrange for services at your new address. Notify the phone company and arrange for service at your new address.
- Have your car serviced if you are driving a long distance to your new home.
- Recruit people to help you on moving day.
- Arrange for someone to take care of your children and pets during the move.
- Confirm moving company or rental-truck arrangements.

One Day Before Your Move:

- Keep moving materials separate so they don't get packed until you are finished.
- Pick up rental truck if you are moving yourself.
- Fill up your car with gas and check oil and tires.

AREA UTILITIES

As you prepare to move, it's important to contact your local utility providers to schedule final meter readings, transfer or cancel services, and avoid unnecessary charges. Be sure to leave forwarding information for any final bills. If you're buying another home locally, you may be able to transfer services instead of starting new accounts.

Consumers Energy 800-477-5050

Midwest Energy 630-887-8881

Citizens Gas 517-265-2144

Michigan Gas 800-401-6402

Comcast 800-934-6489

Water Services

Adrian **517-264-4821**

Blissfield **517-486-3350**

Britton **517-451-2171**

Clinton **517-456-7494**

Deerfield. **517-447-3158**

Fairfield. **517-436-6400**

Hudson **517-448-8983**

Madison (Charter) **517-263-9313**

Onsted **517-467-4618**

Palmyra. **517-486-3350**

Raisin (Charter) **517-264-4821**

Tecumseh **517-423-2107**



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FOUNDATION REALTY

YOUR FEEDBACK HELPS ME GROW
AND CONTINUE PROVIDING
EXCELLENT SERVICE.

SCAN THE QR CODE BELOW TO LEAVE A QUICK GOOGLE
REVIEW. THANK YOU SO MUCH FOR YOUR TIME AND SUPPORT!



SCAN
Here



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