

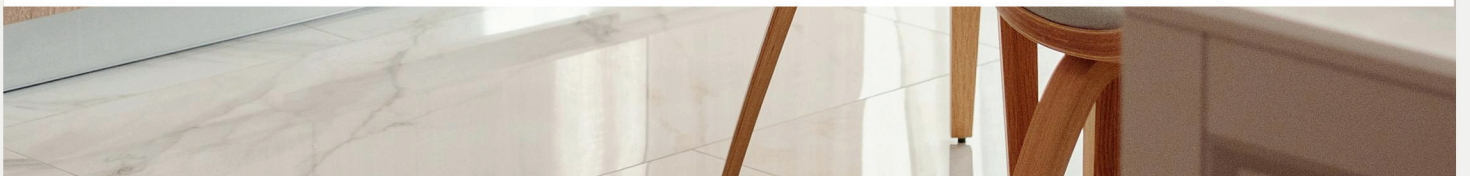


Let's  
go!

# SELLER'S GUIDE

SARA JENKINS, REALTOR<sup>®</sup>

[WWW.SARAJHOMES.COM](http://WWW.SARAJHOMES.COM)



Finding Your New Place

# HOME SELLER'S *guide*



SARA J. HOMES  
powered by HomeSmart

SARA JENKINS, REALTOR®  
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# MEET YOUR AGENT

*YOUR NEW BEGINNING IS MY PRIORITY!*



Welcome! I'm thrilled to be part of your journey to moving on. With over a decade of experience in real estate and licenses in both Alabama and Georgia, I'm here to make your transition smooth, stress-free, and successful.

My top priority is understanding your needs and negotiating the best possible deal for you. Whether you're downsizing or upgrading, relocating or transitioning I'll guide you every step of the way with expert advice and compassion.

Now, let's get you into something more comfortable!

[CLICK HERE TO LEARN MORE!](#)

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Website: [www.sarajhomes.com](http://www.sarajhomes.com)



## **CUSTOMER SERVICE**

[CLICK HERE TO SEE MY REVIEWS!](#)



## **MARKET KNOWLEDGE**

[CLICK HERE TO SUBSCRIBE TO MY YOUTUBE CHANNEL WHERE I DISCUSS MARKET UPDATES AS WELL AS THE DO'S & DONT'S!](#)



## **SMART NEGOTIATION**

Strong Negotiator with a focus on meeting the clients needs and obtaining the best possible outcome

SARA JENKINS, REALTOR

# INTRODUCING

## *Hearth & Haven*

by Sara J. Homes

A division of Sara J Homes, focused solely on Senior Transition & Care Advocacy as well as first time home buyers through education, guidance and the heart of giving back to our furry population! A portion of proceeds from this program are donated to support animal rescue efforts through verified and in need programs that truly care!



*Guiding You Through Life's Next Chapter  
with Compassion and Purpose*



SARA JENKINS, REALTOR

# HOME SELLING

*Process*

1

## **FIND AN AGENT**

Interview a few experienced local agents. They will serve as an advocate for you and your interests throughout the home selling process. Pick someone that feels like a good fit for your situation, someone who genuinely listens, has good reviews and is someone you feel comfortable with.

2

## **GET YOUR DUCKS IN A ROW**

Contact your current lender (if applicable) to determine your mortgage balance and final pay off.

3

## **PREP YOUR HOME**

De-clutter, deep clean and freshen up paint. Your chosen agent should be able to advise and guide you through the home preparation process. Ask for referrals such as contractors, painters, cleaners etc.

4

## **CONSIDER AN APPRAISAL FOR UNIQUE HOMES**

Sometimes comps just don't exist, know your properties worth with a pre-listing appraisal when necessary. Use this to your advantage if needed during negotiations.

5

## **BE READY FOR SHOWINGS**

Markets are always shifting but ideally if your home shows well and is priced right it shouldn't sit very long. Take your time to prep it well and list it right for the best and quickest results!

6

## **GO UNDER CONTRACT**

Your chosen agent should guide you step by step through this process. Ensure the home is easily accessible to the buyer for all inspections that they wish to perform. Prepare for possible re-negotiation after inspections. Again your agent should be guiding and advocating for you during this time. Get through it and head to closing- take that check and run baby! You earned it!

# FIND AN AGENT



## SELLER AGENT'S BASIC RESPONSIBILITIES

- ✓ Help sellers understand the local housing market
- ✓ Analyze sellers goals and needs
- ✓ Create a Marketing Plan
- ✓ Handle Home Tour Requests
- ✓ Help sellers evaluate the market value of their home
- ✓ Explain the selling process step by step
- ✓ Recommend trusted vendors when needed
- ✓ Advise on prepping the home for market
- ✓ Negotiate with the buyers agent and other parties
- ✓ Track paperwork and deadlines, Communicate with title and attorneys

*Why choose me?*

## EXPERIENCE

With over 10 years in Real Estate, I'm a licensed GA & AL REALTOR with professional experience working with everyone from Senior Citizens and first time homebuyers to Luxury clients. Navigating complex negotiations and securing top deals!

## LOCAL KNOWLEDGE

I have in depth Knowledge of local markets, neighborhoods & property values. My experience helps clients meet their goals efficiently

## AVAILABILITY & COMMITMENT

I maintain a 24/7 response system to ensure my clients get the support they need at every stage of their real estate journey. My commitment is to provide expert guidance and a seamless experience from start to finish.

## RELEVANT CERTIFICATIONS

REALTOR®  
Certified Luxury Home Professional  
REO Certified

# *final steps* BEFORE CLOSING

## **ONE LAST RUN THROUGH**

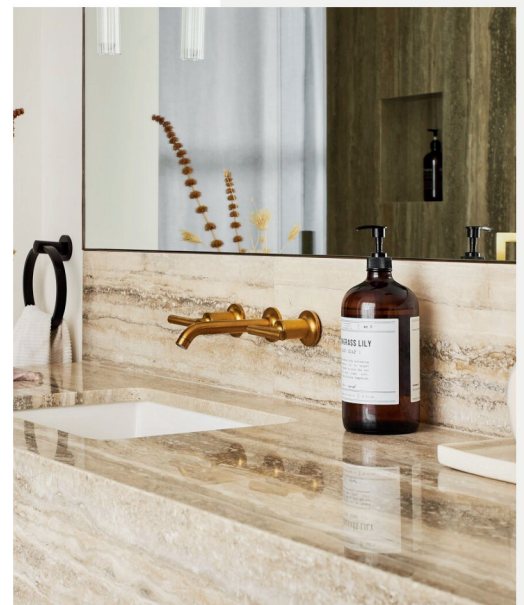
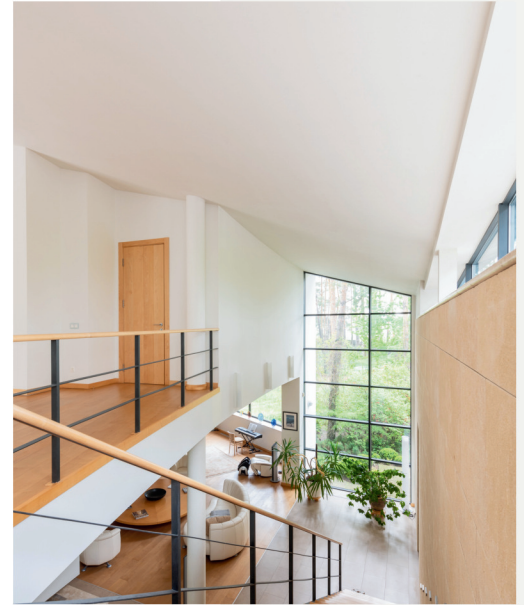
Give the property one last look over to ensure it's clean and in deliverable condition to the new home owner. This is a great time to take advantage of my legacy closing packages as well! Documenting this moment in your history with a memorable keepsake. Ask me about it!

## **CLOSING DISCLOSURE**

You should receive the Settlement Statement a few days prior to your scheduled closing or even the same day. This statement will outline all of the financial details of your transaction, including the sale price, any deductions (ie. mortgage payoff, commissions, and prorated taxes), and the final amount that is due to you! They will give you an option of receiving your payout via wire or check

## **FINAL WALKTHROUGH**

The buyer's Realtor will schedule a final walk-through of the home to ensure everything is as they expected. If they find problems such as repairs not completed, or items missing that should have been included they will ask what your plans are to correct the problems or if you will give them a closing cost credit to make up for any issues that were agreed upon in the binding written contract.



# CLOSING DAY

*Congratulations! You make it to closing!*



## **WHAT TO BRING TO CLOSING?**

- Government-issued ID such as a driver's license, state-issued ID or passport
- Any other documentation requested
- Your Settlement Statement

## **WHAT TO EXPECT**

On the closing date, you'll meet at the title company to sign a settlement statement listing all costs related to the home sale. This is when you pay off your mortgage or any other liens associated with your property, Your brokerage commission and any agreed upon fees. You'll also sign other documentation provided to you and thoroughly explained by the attorney conducting the closing. Once all of the legal documents are signed by both parties and payments are made, you'll receive your final payout & your BONUS legacy closing package (if you work with me).

# FREQUENTLY ASKED *Questions*

## **HOW MUCH DO I HAVE TO PAY A REALTOR AS A HOME SELLER?**

This should be discussed up front with your chosen Realtor and can vary significantly based on the transaction.

## **SHOULD I STAGE MY HOME?**

This depends on your particular property and if it would benefit. Staging can be very expensive, decluttering and prep will help offset this and often times Realtor's (LIKE ME) will liberally stage a property to showcase it in a better light (if needed) at no extra cost to you!

## **HOW LONG DO I HAVE TO RESPOND TO AN OFFER?**

This depends on how the offer was structured, Your agent will guide you.

## **CAN A BUYER BACK OUT IF THEY CHANGE THEIR MIND?**

This is dependent on the contract and terms, there are "outs" for a buyer and deadlines in place to utilize these "outs". Work with a knowledgeable REALTOR that will help protect you during the process.

## **CAN I BACK OUT IF I CHANGE MY MIND?**

Typically you cannot back out, however you may have opportunities to do so arise. Work with a knowledgeable REALTOR that will help protect you during the process.



# THANK YOU

SCHEDULE A CALL WITH ME TODAY!

Thank you for taking the time to read my basic Seller's Guide! I appreciate the opportunity to help you navigate the process of transitioning homes with confidence and ease. Finding the right direction is a big decision, and I'm here to provide expert guidance, market insight, and dedicated support every step of the way. If you have any questions or are ready to start your selling journey, don't hesitate to reach out, I look forward to helping you move on with confidence and security.

SM

[CLICK HERE TO STAY  
CONNECTED](#)

10+

years of experience  
in the industry

100%

clients are satisfied  
with my services

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