Meet the Team & Setting Expectations

YOUR SOUTHERN UTAH
REAL ESTATE EXPERT

Sonya Stauffer



Sonya Stauffer
Your
SOUTHERN UTAH REALTOR®

FATHOM REALTY

My Mission

My mission is to facilitate a smooth, professional and pleasant real estate transaction for you, from beginning to end.



-SONYA STAUFFER

YOUR SOUTHERN UTAH REALTOR
DRE#01369556

A Word From Sonya

Buying or selling a home can be an emotional process so there are a few key elements to keep in mind throughout the process. Please remember that patience is always paramount in any transaction and while there may be some unexpected twists and turns along the way, more often than not, such occurrences turn into valuable opportunities for my clients.

This is an exciting time in your life whether you're buying for the first time, downsizing or movin' on up! Regardless of your personal real estate goals, I'll be there every step of the way to help you navigate the process and to capitalize on new opportunities.

One thing I learned in my career of buying and selling thousands of homes for my myself and my clients is that every transaction is different and every client's needs are different. If you have any questions of any kind, no matter how big or small, please don't hesitate to ask. Communication is important to keep you informed and relaxed through the entire process.

I look forward to serving you.

Sonya

LET'S CONNECT

858-210-9845

Homes@RealtorSonyaStauffer.com

RealtorSonyaStauffer.com

facebook.com/sellingsunnysouthernutah

@sonyastauffersouthernutrealtor



What to **Expect** Throughout the **Process**

Every Friday I will provide you a complete update regardless of how much we've interacted throughout the week. I do this so you can start your weekend fully informed and relaxed.

It is normal for challenges and opportunities to arise, sometimes quickly and unexpectedly, with virtually every real estate transaction. Please remember to be flexible, patient, polite and communicative. We'll get through this together.

From the beginning, you'll be invited to participate on text message groups to efficiently connect all the relevant parties at each particular stage of your transaction. Please participate on these strings in a timely manner.

If you don't hear from me then you're all caught up! Apart from our Friday updates, I will reach out to you promptly if any decisions or actions are needed. Of course, contact me anytime with questions.

MEET THE SONYA STAUFFER TEAM



YOUR **REALTOR** OF RECORD
SONYA STAUFFER

I am delighted to be your REALTOR® and will personally be working with you to ensure each element of your real estate transaction proceeds smoothly. I personally read every email, document and text message associated with your transaction and coordinate with my team of specialists as needed. I am your primary point of contact and I may be reached at 858-210-9845 or by email at homes@RealtorSonyaStauffer.com

I will communicate with you on all relevant aspects of your transaction. While there are many nuances that may collectively become relevant to the transaction over time, as a courtesy to you, I will navigate these minor elements and communicate with you as they evolve to become relevant to our transaction.

YOUR TITLE OFFICER

BETH WORTH | INWEST TITLE OFFICER

Beth Worth at Inwest Title helps lay the groundwork for a smooth home purchase or sale. As a title officer, she reviews property records to verify ownership and identify liens, claims, or other issues that may need to be resolved before closing. Her work helps protect your ownership rights and gives you confidence as you move into your next chapter.





YOUR **TRANSACTION COORDINATOR**

Real estate transactions are an intricate and complicated process. Between mortgage loans, inspections and disclosures, there are a lot of moving parts to consider. With keen attention to detail and unparalleled organizational skills, the TC is an integral part of achieving a smooth buying or selling experience from beginning to end.

MY TEAM IS COMITTED TO YOUR SUCCESS



YOUR **PROPERTY PHOTOGRAPHER**

PATTY BRINKERHOFF | PHOTOGRAPHER

In addition to staging, selling your home for top dollar begins with exceptional photos, video and arial drone footage that showcases your home's best features. Patty, a renown real estate photographer and videographer has a sophisticated and uncanny ability to make homes blossom in both appearance and value.

YOUR **MARKETING TEAM**

MICHELLE MCCULLOCH | MARKETING DIRECTOR

Our Marketing Team is responsible for the development, design and execution of all listing and post close marketing. They manage all aspects of your marketing plan to ensure your home reaches the best potential buyers. Michelle also manages our technology platforms to ensure we have the best in class home search tools to help find that perfect home.





YOUR **STAGING** TEAM

Staging is an essential element in driving your home's perceived value. I have numerous examples of clients who refused to stage, lost valuable time on the market, had to unlist their home with no offers, then staged the home per my team's advice and then received multiple competing offers at a much higher valuation. Good staging escalates your home's perceived home value.

When possible, my team utilizes our clients' furniture and fixtures whenever possible to save money. As a standard courtesy, I offer a full day of staging my client's homes for them. For larger and more complex projects, or if my seller's home is vacant, I recommend a professional team of stagers who always earn bigger returns for my clients. My preferred staging team has a unique ability to visualize space and transform an average home into a visually stunning masterpiece, which translates to higher value. Their professional services are reasonably priced and well worth the investment.

YOUR **ESCROW** COMPANY

BETH WORTH | INWEST



The role of escrow in a transaction is to serve as a neutral third-party custodian of monies and documents for a buyer/seller transaction. By holding documents, earnest money, down payments and mortgage funds for a real estate transaction, escrow mitigates the risk of a title changing prior to all aspects of the transaction being properly completed.

For clients who are selling their home, we will negotiate the terms of the sale and then receive a fully executed purchase contract from the buyer's agent. Upon receipt of this contract, you will be introduced to my preferred escrow officer. They will help guide the process beginning with the provision of documents and forms that must be completed in a timely manner. For example, the Statement of Information form must be completed and returned within five days of receipt. You may opt to receive your forms electronically by email or in paper form by courier or US mail. Regardless of how you receive your forms, please complete and return them as soon as possible. If you need help, please don't hesitate to reach out to me.

YOUR PROFESSIONAL **HOME INSPECTORS**



AARON BELL | PILLAR TO POST

If you're buying a home, I will help guide you through the home inspection process to ensure there are no costly surprises with the home you're interested in purchasing. Eric and Jon with Freeway Home Inspections are my preferred home inspectors, providing in-depth and comprehensive home inspections for all my clients. In addition to their standard inspection of everything in the home, Eric and Jon leverage the latest in infrared camera technology for testing through walls and under floors to detect moisture.

ADDITIONAL **RESOURCES**



With over 23+ years' experience in the real estate industry, I have assembled many other additional team resources to help my clients. Whether you're buying or selling your home, my vetted team of painters, landscapers, plumbers, movers, staging and fix-it professionals are here to help.

SELLING & BUYING **PROCESS**

