



Guide for Home Sellers

It is my pleasure to provide you with this *Guide for Home Sellers*.

Now that you are considering selling your home, I thought it would be beneficial to state how we may be of service. Our goal is to assist you in obtaining the highest possible market price, in the shortest period of time, with the least amount of inconvenience.

First, we look forward to helping sell your property. There will be considerable time and energy invested to help you sell the property describe in the *[Seller Questionnaire](#)*. Once an offer is made to purchase your property, our job is to ensure that you complete the steps in the *Property Owner's Selling Process*.

Anytime you have questions, please contact us. I have every confidence you will receive the best possible price for your property as long as we work together, maintain reasonable expectations, and communicate.

Thanks for contacting us.

Best regards,
Wanda T. Farrar
Principal Broker



SELLER OVERVIEW

Whether you're selling your first home, or you're an experienced seller, our goal is to make the process simple and effective for you.

There is a process...

First, we will have a discussion about your property and real estate goals outlined in the [Seller Questionnaire](#). We will review the sales techniques we use to sell properties. These techniques include pricing your property to sell, recommending incentives, and implementing a marketing strategy based on your timeline to move.

Next, we'll market your property. There are many things we do to find buyers, including internet exposure, creating marketing materials, and highlighting your property's features to top sales agents. Properly pricing your home based on its condition, your situation, as well as timeline, is key as we identify and expose it to target audiences.

Once we've found the buyer for your property, we'll negotiate the offer. When a mutually agreed upon purchase contract is reached, we will continue the process of transferring ownership to the Buyer.

There are many details involved in getting your sale closed. It requires a great deal of communication with a lot of people within established deadlines. As your REALTORS®, our role during this period is to ensure that all details are handled timely and professionally on your behalf.

Yes, selling a home is a serious undertaking. But, it doesn't have to be a tumultuous hassle, especially since we are working together throughout the process.

Let's get started! Our process is client friendly. We'll listen carefully to your wants and needs. If you have not done so already, please complete the [Seller Questionnaire](#) today!

PROPERTY OWNER'S SELLING PROCESS

1

Property owner decides to sell

6

Negotiate contract terms & conditions

11

Lender orders appraisal & coordinates w/ REALTOR®

16

Conduct re-inspection, if required

2

Selects Metropolitan Living Realty Group

7

OFFER ACCEPTED

12

REALTOR® coordinates inspections: home, termite, radon, etc.

17

Owner contacts utility companies

3

Determine price

8

Owner orders resale package for HOA, condo, coop

13

REALTOR® monitors buyer's loan application & appraisal

18

Owner collects keys & house info for settlement

4

MLRG REALTOR® implements a marketing strategy

9

Owner packs for move

14

REALTOR® coordinates settlement activities

19

Final Walk-through inspection

5

MLRG REALTOR® analyzes & presents offers to owners

10

Lender processes mortgage application

15

Owner schedules moving & trash removal

20

Settlement!

MARKETING REVIEW

The following list of items will enhance the probability of your property selling, as well as, help the property draw the best market price in the shortest period of time.

SELLER CONTROLLED MARKETING FACTORS

- Priced At or Below Market Value
- Lock Box
- Flexible Showing Hours
- Cooperative Sellers
- Attractive Commission
- Exterior Appeal
- Interior Appeal
- Yard and Landscaping Appeal
- Major Improvements
- Appliances & Drapes
- Home Warranty
- Government Financing
- Owner Financing
- Identifying What Items Convey
- For Sale Sign

ITEMS NEEDED FOR OUR LISTING APPOINTMENT

It will be helpful if you would have the following items available for our meeting:

- 2 Sets of Spare Keys
- Mortgage/Home Equity Line of Credit Account Information
- Homeowner Association Information (if applicable)
- Condominium/Cooperative Information (if applicable)
- Repair Receipts/Warranties

Let MLRG Help You Find Your Way Home...

Website

www.MetropolitanLivingRealtyGroup.com

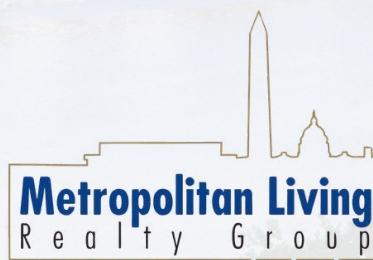
Email

MLRG@MLRG.REALTOR

Office

301.899.3005

Stay connected with Wanda:



Find Your Ideal Lifestyle



5851 Allentown Road, Camp Springs, MD 20746



©2006, 2011, 2026 Farrar, Inc.
No reproduction without permission.