

WHAT TO KNOW BEFORE
SELLING
A HOME



LANCE
REALTY™



Earning Your Trust. Honored to Serve.

STARTING THE JOURNEY OF SELLING YOUR LARGEST ASSET *YOUR HOME!*



At Lance Realty, our mission is to master the home-selling process, and we are here to support you every step of the way. We recognize that selling a home can be quite stressful, but with our expertise, we can guide you in the right direction.

With 23+ years of experience assisting clients like you in successfully selling their homes, we have honed our approach to perfection. Our unwavering commitment to professionalism, consistency, and dedication forms the foundation of the exceptional service we offer.

This guide is a compilation of insights gathered from our extensive experience in real estate. It aims to address your questions and clarify any uncertainties, making the selling process smoother for you as we utilize digital marketing strategies to effectively promote your home.

As Community Market Leaders, we are passionate about helping people. After reviewing this guide, if you have any questions or require further clarification, please don't hesitate to reach out. Let us assist you in providing outstanding service as we accompany you through one of life's most significant journeys.

BEST,
Barry Lance
LANCE REALTY™

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LANCE
REALTY™



CONTACT DETAILS

2976 E State Street
Suite 120 - 251
Eagle, Idaho 83616
LanceRealty.com
208-514-4465

AGENT CONTACT INFORMATION

BARRY LANCE
Owner/Broker/Realtor®
Blance@LanceRealty.com
208-488-1433

ELIZABETH (LIZ) LANCE
Realtor®
Llance@LanceRealty.com
208-488-1433

BEHIND THE SCENES

BRYANT LANCE
Video Editor
Info@LanceRealty.com

LAUREN THOMPSON
Social Media Specialist
Lthompson@LanceRealty.com

MEET THE TEAM

Barry dedicated several years to international business, where he led global campaigns and negotiated high-stakes deals across diverse cultures and time zones. This experience equipped him with a profound understanding of strategic marketing, cross-cultural communication, and the significance of positioning. Skills that distinctly differentiate him in the real estate sector. He excels at marketing properties to the right audience, crafting compelling narratives that inspire action, and negotiating deals with both confidence and precision.

With over 20 years of experience as a Real Estate Broker, Barry's work extends beyond mere transactions. He emphasizes the importance of building long-term relationships and achieving results that align with his clients' objectives, whether they are first-time buyers, seasoned investors, or families seeking a new beginning.

Barry's passion lies in assisting people in making informed and intelligent real estate choices. He adopts a hands-on, data-driven approach and is deeply committed to serving his clients' best interests. Whether advising sellers on how to enhance their home's value or helping buyers navigate the complexities of a cross-state move, he infuses clarity, strategy, and a personal touch into every phase of the journey. Additionally, Barry is a loving father and grandfather who enjoys spending time with his awesome grandkids!



BARRY LANCE

Owner/Broker/REALTOR®

MEET THE TEAM



LIZ LANCE

REALTOR®

Liz is the heartbeat of our operation and Barry's indispensable right hand. With her keen attention to detail and a true passion for assisting others, she ensures our real estate business runs seamlessly and our clients receive exceptional care.

Her expertise in design (be sure to ask her about staging!) and customer service adds an extra layer of strength to our team. Clients appreciate her warmth and calming presence, making their experience enjoyable. Whether behind the scenes or at the forefront, Liz plays a vital role in everything we do, enabling us to provide the personalized service our business is renowned for. She is also a caring mother and doting grandma to her wonderful grandkids!



LAUREN THOMPSON

Social Media Specialist

As the Social Media Marketing Specialist, Lauren plays a key role in building Lance Realty's online presence and driving engagement with prospective buyers and sellers. She manages content across many platforms. Her role directly contributes to increased visibility. Lauren is a loving wife and mother to her beautiful kids!



BRYANT LANCE

Video Editor

As a Video Editor, Bryant is an essential creative force behind the visual presence that drives Lance Realty. His work not only elevates our visual identity but increases reach, engagement, and conversions across social media platforms. His role makes a visual impact - making listings memorable and marketing efforts effective. In his spare time Bryant is a self-professed theater geek!

2026 HOUSING PREDICTIONS

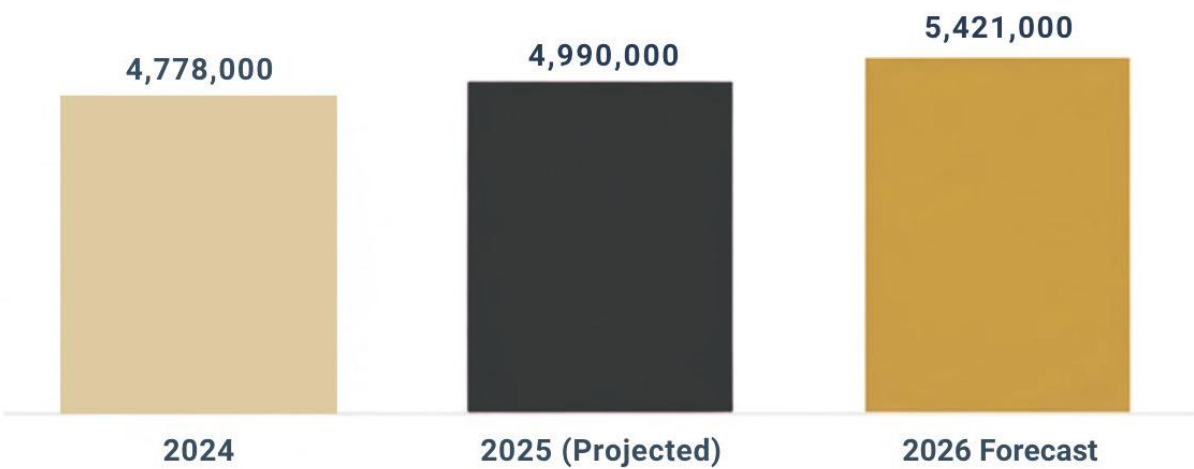
After several years of uncertainty and hesitation, 2026 is shaping up to be a turning point for the housing market. Momentum that stalled due to higher rates and affordability challenges is expected to pick up, and industry forecasts suggest more homeowners and buyers will be ready to make moves again.

As confidence improves and conditions stabilize, increased mobility could bring more homes to the market, more choices for buyers, and a healthier flow of activity overall. If you've been waiting for a sign that the market may finally be shifting, this could be it.

A market that's been idling may soon start moving again, and that renewed activity could create opportunities for buyers and sellers who are prepared. For many people, 2026 may be the year a long-delayed move finally becomes realistic.

Home Sales Are Expected To Rise

Total Home Sales Forecasts



Sources: Fannie Mae, MBA, NAR

HOME PRICES EXPECTED TO

RISE AT HEALTHIER PACE

When it comes to home prices, the outlook for the year ahead is far more balanced than what we've seen in recent cycles. National forecasts point to continued price growth, but at a much slower and more sustainable rate.

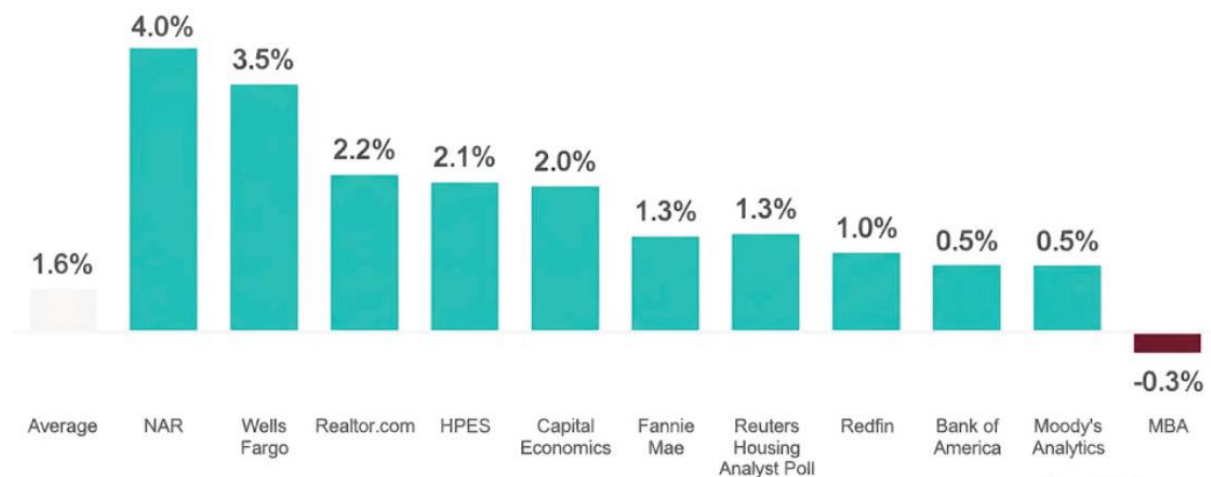
As mortgage rates have eased from their early-2025 highs, more buyers are beginning to step back into the market. That renewed demand helps support prices and puts a floor under values—even in areas where prices have softened slightly. In other words, while some markets may experience small dips, a widespread price collapse simply isn't expected.

It's also important to keep recent history in mind. Home values surged dramatically over the past five years. Because of that, even markets seeing modest pullbacks today are still well above where they were just a few years ago.

That said, real estate is always local. Inventory levels, buyer demand, and regional job growth will all influence how prices behave in individual cities and neighborhoods. Areas with more homes for sale may see flatter appreciation, while tighter markets could still experience stronger gains. Prices are expected to move up nationally, but without the runaway spikes of the past. For buyers, that means less pressure to rush. For homeowners, it means values are projected to remain stable and continue growing—just at a pace that's far more grounded.

Home Prices Will Rise Moderately at the National Level

Price Forecasts for 2026 as a Percent Change



Source: Realtor.com

THE SHIFT IN AFFORDABILITY

If rising interest rates or home prices put your moving plans on hold, now may be the right moment to revisit the math. Buyer affordability is improving across most of the country, specifically in 39 of the top 50 housing markets, marking the seventh consecutive month where purchasing a home has become more manageable.

Instead of speaking in headlines and percentages, let's translate what this shift actually means for you. When we break it down into real numbers, you can clearly see how these changes impact your buying power and what they could mean for your next move.

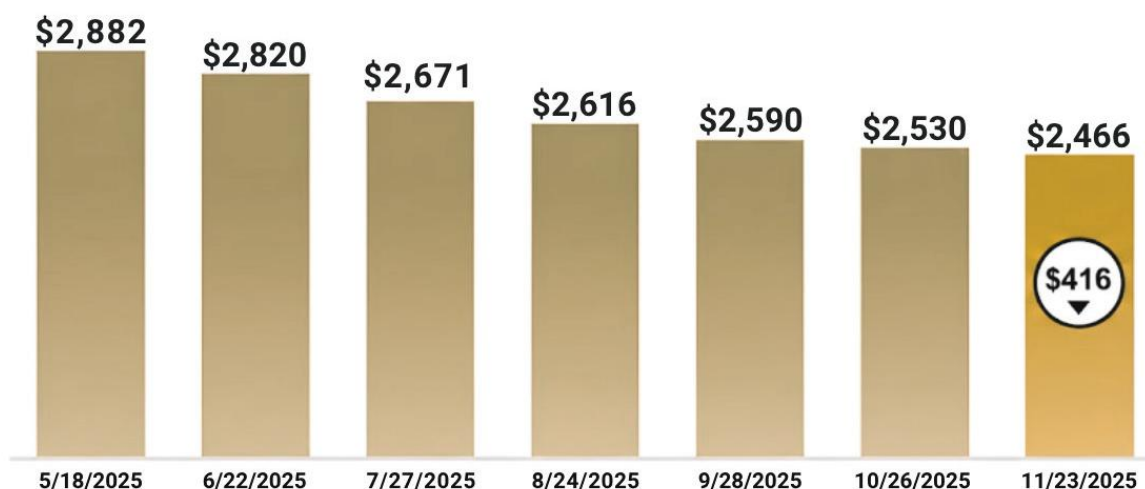
Monthly Mortgage Costs Are Easing

One of the most noticeable changes showing up right now is what buyers are paying each month. Recent data from Redfin indicates that the typical mortgage payment on a median-priced home has dropped meaningfully, about \$416 less per month compared to just a few months ago.

That kind of reduction can make a real difference in day-to-day budgeting and overall affordability. Below, you can see how this downward shift in payments is starting to open doors again for buyers who felt priced out earlier this year.

Significant Decrease in Mortgage Payments Over 7 Months

Average Monthly Mortgage Payment Trend



Source: Redfin

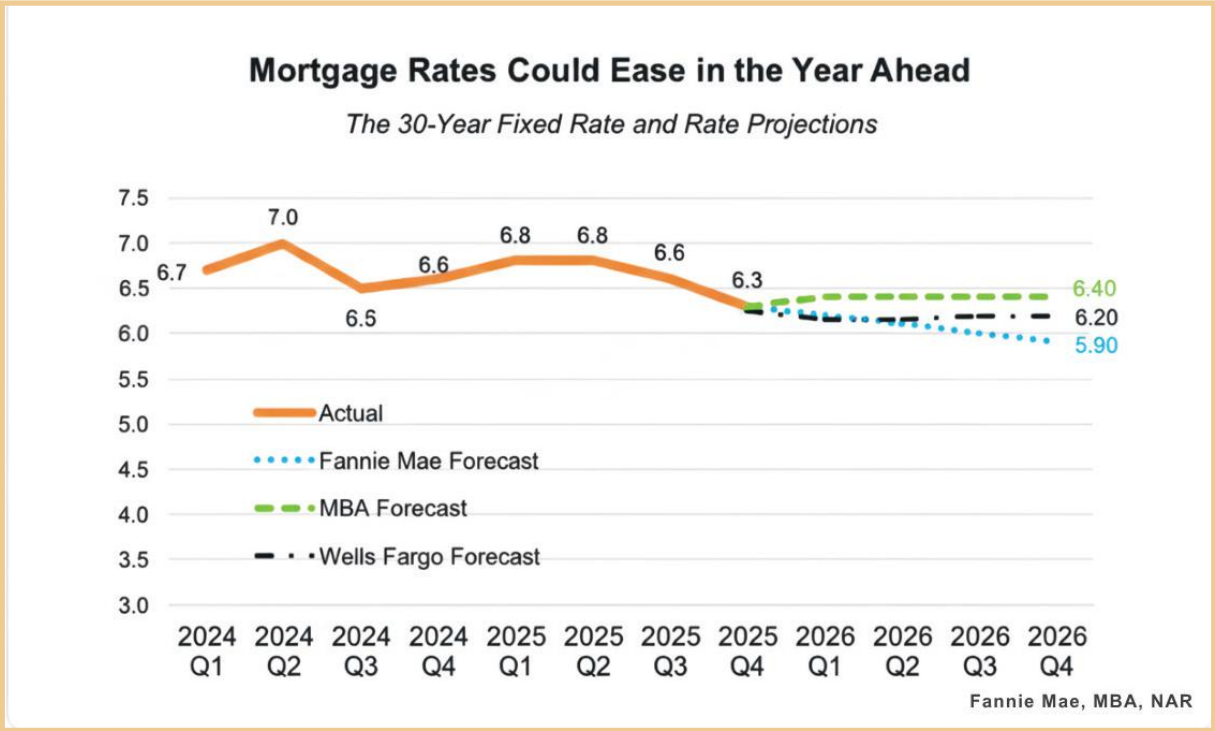
RATES MAY KEEP MOVING LOWER

For most buyers, nothing has mattered more than where mortgage rates are headed. After topping out near 7% in early 2025, rates have generally been drifting downward—and current projections suggest that trend could continue into 2026.

That said, experts aren't calling for a dramatic drop. Instead, the expectation is gradual improvement, with some ups and downs along the way as new economic data is released. Short-term fluctuations are likely, but the broader direction still points slightly.

Here's the part that often gets overlooked: rates don't need to fall dramatically to make a difference. Even a modest decline can noticeably reduce your monthly payment. When you compare today's rates to where they were around 7%, many buyers are already looking at hundreds of dollars in monthly savings compared to earlier this year.

That kind of change can be enough to shift affordability, expand your buying power, or simply make a payment feel more comfortable. While patience still matters, the progress so far is meaningful—and it's already helping some buyers move forward with confidence.



THE GREAT COMMISSION RESET

WHAT SELLERS MUST KNOW

Key Change: No More Public Buyer Agent Commission Offers on the MLS

Before August 17, 2024:

Sellers often offered a commission to buyer's agents (typically 3%) through the MLS. That amount was advertised publicly (Zillow, Realtor.com, etc.). The seller paid both the listing agent and the buyer's agent, out of their proceeds.



After August 17, 2024:

Commissions to buyer's agents can no longer be advertised in the MLS. Sellers can still offer compensation, but it must now be privately negotiated as part of each individual offer.

There's no obligation to pay the buyer's agent, unless agreed upon in the contract.



WHAT IT MEANS FOR SELLERS

More Control Over Commission Costs

Sellers are no longer automatically expected to pay a Buyer's agent commission.

You can choose whether to offer commission, and how much, based on the offer details and Buyer's representation agreement.

Buyer Offers May Include Commission Requests

Buyers who are working with an agent under a signed agreement will often ask you (the seller) to pay their agent's fee as part of the offer.

If multiple Buyers submit similar offers, refusing to pay the Buyer's agent fee could make your home less competitive.

Not Offering Compensation May Limit Buyer Pool

Some Buyers may not have funds to pay their agent directly, especially if they're using financing.

If you don't offer compensation, you may lose those Buyers or receive lower offers.

Expect More Negotiations

Commission discussions will move into the purchase offer, creating another layer of negotiation.

Your agent's skill in navigating these negotiations will be more important than ever.

Increased Importance of Clear Listing Agreement

Sellers will need to clearly define the commission arrangement with their listing agent.

You'll also need a strategy for handling commission requests from Buyers agents.

Strategy Tips

Work with a savvy listing agent who understands how to structure offers and negotiate commissions strategically.

Offer compensation selectively if it helps you get stronger offers or reach more buyers.

Be prepared to weigh the cost of commission against potential sale price and competition.

Navigating the new commission rules can be complex, but working with Lance Realty ensures you're fully informed and protected every step of the way. As seasoned experts with deep knowledge of the evolving real estate landscape, we'll guide you through the changes, help you make smart decisions about commission negotiations, and position your home for maximum exposure and value. With Lance Realty, you'll have a trusted partner who understands how to adapt quickly, advocate strongly, and secure the best outcome for your sale in today's shifting market.



THE BIGGEST MISTAKES SELLERS ARE MAKING TODAY



Setting an Unrealistic Price

Pricing your home right is key. Price it too high and it may sit on the market. Price it too low and you could leave money behind. Setting your price at or just below market value can boost visibility, attract more buyers, and create competition among interested buyers.



Major Repairs and Costly Renovations

A lengthy list of maintenance issues can deter buyers and potentially lower your home's value. More importantly, buyers expect the condition of your home to align with its description. Prioritize addressing the most noticeable issues, especially those likely to arise during a home inspection, as most buyers will require one prior to closing.



Limiting Showings

While preparing for showings can be challenging and may require last-minute arrangements, it's in your best interest to be as accommodating as possible with potential buyers' schedules. Buyers typically view multiple homes in one day, and if your home isn't available when they request a showing, they might not revisit it.



Taking Feedback Personally

Receiving criticism about your home can be difficult, but it can also be beneficial. For instance, if a buyer mentions that the carpets appear dirty, consider cleaning them before the next showing.





HOME SELLING PROCESS

1

PREPARATION

Start by de-cluttering, deep-cleaning, and staging your house to showcase it in the best light possible. Be ready to manage personal belongings, valuables, children, and pets during showings. Coordinate professional photography, videography, and drone footage to enhance your home's presentation.

2

MARKETING

Launch "coming soon" campaign. Schedule neighborhood preview. Design & implement marketing materials, posts, ad campaigns, property website, and mail outs.

3

SHOWING

Schedule property showings and gather feedback from buyers' agents regarding the home's presentation and pricing. Share this feedback and adjust your marketing strategy as needed.

4

RECEIVING OFFERS

Provide guidance on how to respond to offers, which includes areas such as counter-offers, negotiating contingencies, establishing timeframes, setting prices, and outlining other terms.

5

ESCROW

Once all parties have signed the contract, we will initiate escrow, and the agreement will be officially under contract. At this point, the buyer will conduct inspections, and we will support you in negotiating any necessary repairs. Now is the time to begin packing away the non-essential items.

6

CLOSING

We will collaborate with the lender and the Title company based on the terms specified in the contract to ensure a seamless title transfer. Congrats! You made it!



STAGE 1: PREPARATION

PREPARING YOUR HOME

FIRST IMPRESSIONS

Just like when meeting new people, first impressions can significantly influence the success of a home sale. When prospective buyers enter your home, they begin assessing everything in sight. Their initial impression will ultimately impact both the offers they are willing to make for the property and their overall interest in purchasing it.

CLEANLINESS

You wouldn't want your mother visiting when your house is messy, right? And you're not even asking her to spend thousands on the place!

Potential buyers can easily become distracted, often honing in on the negatives rather than appreciating the positives of each home they visit. Every dish left in the sink or dust bunny hiding in the corner can diminish your home's perceived value, resulting in lower offers and extended time on the market.

REPAIRS

There are numerous benefits to completing home repairs before listing your property on the market. Ultimately, buyers are likely to pay a premium for a home that requires no immediate fixes.

Additionally, any funds you invest in repairs prior to listing - when you have the opportunity to shop around for prices and apply a bit of elbow grease - will be significantly less than the estimates provided by local contractors following a home inspection or the concessions that buyers may request.

The good news is that most repairs are often cosmetic and relatively affordable. Consider the items on your to-do list: that leaky faucet and the cracked bathroom tile were nuisances to you while living in the house, and they are likely to be bothersome to the new owner as well.



THE ART OF STAGING YOUR HOME

Staging transforms your home into a model-like space. This process involves simplifying, rearranging furniture, adding decorative touches, and depersonalizing areas to enhance its attractiveness to potential buyers. The main goal of staging is to help prospective homebuyers envision themselves living in your property. For successful staging, it's essential to grasp the characteristics that universally appeal to homebuyers.

83%

OF BUYER'S AGENTS SAID STAGING A HOME MADE IT EASIER FOR A BUYER TO VISUALIZE THE PROPERTY AS A FUTURE HOME.

BENEFITS OF HOME STAGING

- + Staging enhances listing photos, making them look stunning and drawing in more potential buyers.
- + Staging helps buyers imagine themselves living in your home, fostering a personal connection.
- + Staging has been shown to achieve a higher selling price in a shorter timeframe.

67%

OF TOP AGENTS SAY THAT HOME STAGING HELPS A SELLER FETCH MORE MONEY FOR THEIR HOUSE AT RESALE.

DRAWBACKS OF STAGING

- Setting up and dismantling staging can be time consuming after a sale.
- Hiring a professional staging company can incur significant costs.
- If not executed well, staging may not align with the buyer's preferences.

83%

OF BUYER'S AGENTS CITED THAT HOME STAGING HAD AN AFFECT ON MOST BUYER'S VIEW OF THE HOME.







PROFESSIONAL PHOTOGRAPHY

Over 95% of home buyers begin their search online, making professional photography essential for selling a home! We hire a professional to capture stunning images, videos, and drone photography, ensuring your home is showcased beautifully.



HOMES WITH PROFESSIONAL PHOTOGRAPHY



Receive an average of 87% more views than their peers across all price tiers.



A home with one photo spends an average of 70 days on the market, but a home with 20 photos spends 32 days on the market.



Have a 47% higher asking price per square foot.



STAGE 2: MARKETING DIGITAL & SOCIAL MEDIA

95%

OF BUYERS SEARCH
ONLINE FOR HOMES

77%

OF BUYERS USE SOCIAL MEDIA
IN THEIR SEARCH

16%

OF AGENTS INCORPORATE SOCIAL
MEDIA INTO THEIR
MARKETING STRATEGY

1%

OF AGENTS ACTUALLY
USE IT EFFECTIVELY

Elevating Your Home's Market Presence

Merely placing a yard sign and listing your property on the MLS is just the starting point. We focus on strategic, high-exposure, data-driven marketing that showcases your home to thousands of potential buyers each week.

Utilizing the same cutting-edge marketing tools as Fortune 500 companies, we maximize visibility, ensuring more potential buyers discover your property, which fosters greater competition and higher offers.

While we excel in digital, online and social media marketing, we also value traditional methods that remain effective. The quality of marketing materials significantly influences how your home is perceived in the marketplace. Our services include:

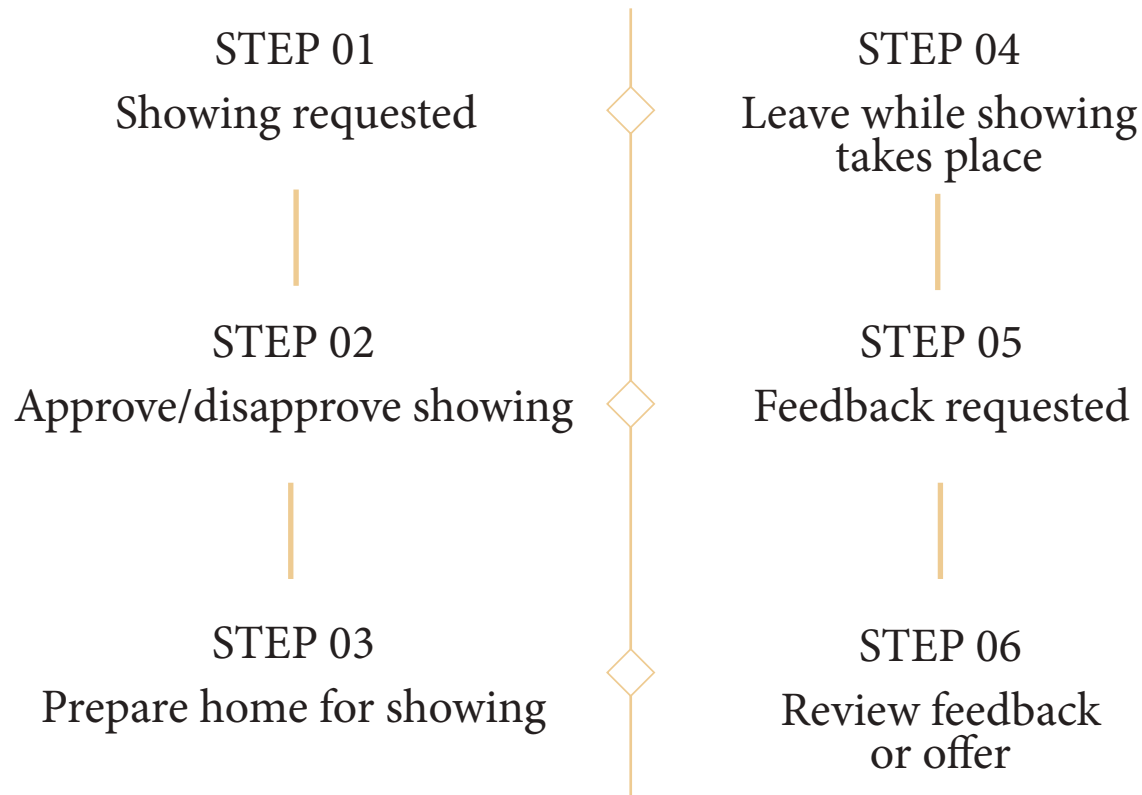
- ✓ Color Brochures
- ✓ For Sale Signs
- ✓ Listing on the MLS

- ✓ Open Houses, if needed
- ✓ Network with local agents
- ✓ Follow up



STAGE 3: SHOWINGS

PRIVATE OR OPEN HOUSES



LAST MINUTE CHECKLIST

- ☐ Secure valuables (laptops, tablets, phones) bills, Rx drugs
- ☐ Clean off all counter tops. Remove countertop appliances such as toasters or non essentials
- ☐ Declutter/put away everyday items: dishes mail, shoes, coats, toys, sporting equipment
- ☐ Organize and purge your fridge. Buyers will look!
- ☐ Make sure the thermostat is set appropriately for the weather so the home is comfortable
- ☐ Play soft music
- ☐ Turn on all lights
- ☐ Open all blinds/curtains
- ☐ Make all beds
- ☐ Take out the trash and hide the garbage cans
- ☐ Mow and edge the lawn
- ☐ Do a thorough cleaning
- ☐ Walkways to/from the home should be clean and clear
- ☐ Put fresh flowers or flowering plants on the dining table
- ☐ Hide feeding bowls, litter boxes, dog beds, etc
- ☐ Take pets with you or kennel them in the garage
- ☐ Move your cars. Make it easy for your buyers to park and view your home
- ☐ Leave the house. Buyers want to imagine themselves in the home. They also want to be able to have open conversations without the fear of being overheard





STAGE 3: HOME SEARCH

The Best Part of Buying a Home? The Search!

You're not just buying a house. You're searching for your perfect place. Whether it's a cozy craftsman, a sleek modern build, or a charming fixer upper with potential, this is where the fun starts!

Explore Different styles

From bungalows to farmhouses.
Discover what fits your vide.

Discover New Neighborhoods

Get to know the communities, coffee shops, parks and schools.

Dream Big

We'll help you balance wish lists
and budgets.

Discover New Neighborhoods

Imagine holidays, lazy Sundays,
and backyard BBQ's.

Feel That "This is it" Moment

You'll know when it happens.





STAGE 4: OFFER

AFTER YOU RECEIVE AN OFFER

We will meet and review your offer(s) together. After the details are thoroughly reviewed and understood, you have three options:

- OPTION 1 - Accept the offer as written
- OPTION 2 - Decline the offer
- OPTION 3 - Counter offer*

If you believe the offer does not meet your expectations, consider whether you would like to negotiate further.



* If you mostly agree with the offer but wish to modify a few specifics, we can present a counteroffer to the buyer with revised terms. You can engage in negotiations as many times as necessary until an agreement is reached, or until one party decides to walk away.

ONCE AN OFFER IS ACCEPTED BY BOTH PARTIES,
YOU ARE IN CONTRACT.

Congrats!



STAGE 5: TITLE & ESCROW



SCHEDULE INSPECTIONS

During the inspection period, a comprehensive examination of the house is conducted by a reputable home inspector.

Following the home inspection, potential issues may surface, often leading to another round of negotiations for repairs or credits.

The buyer may request that certain repairs be completed or ask for a credit to cover the necessary work.

Don't worry about minor issues. A dripping faucet or a dirty air filter can be easily remedied. We have a list of licensed professionals ready to assist with any repairs you may need.



SCHEDULE APPRAISAL

The buyer's lender will arrange for an appraisal of the property to deliver an unbiased estimate of the home's value. If the appraisal falls short of the agreed-upon purchase price, here are several options for moving forward:

- Seller lowers price to appraised value
- Buyer pays the difference out of their pocket
- Buyer/Seller split the difference
- Challenge the appraisal
- Order a second appraisal
- Cancel the contract



TITLE SERVICES

A title signifies the legal right of ownership to a property. A clear title guarantees that there are no liens, claims, or disputes that might affect the transfer of ownership. Title companies perform comprehensive searches to verify the property's history and confirm that it is free from encumbrances, ensuring a smooth and secure transaction.

ESCROW SERVICES



Escrow serves as a neutral holding area for funds and essential documents throughout the sales process. Acting as intermediaries, escrow agents facilitate communication among buyers, sellers, agents, and lenders, ensuring that all contractual obligations are fulfilled and that the transaction is completed successfully.





SOLD



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208-514-4465

SCAN ME





STAGE 6: CLOSING

At closing, Buyers will review and sign a stack of legal documents, including:

- Closing Disclosure - a summarization of final loan terms, interest rate, and closing costs.
- Promissory note, a promise to repay the loan
- Deed of Trust or Mortgage, pledging the home as collateral
- Title Documents that transfers legal ownership from Seller to Buyer.

FINAL WALKTHROUGH

Within 72 hours prior to closing, Buyers will conduct a final walkthrough of the home to assess it's condition.

WHO ATTENDS CLOSING?

You, Your agent (Barry/Liz), Escrow Officer..

WHAT TO BRING TO CLOSING

Government issued photo ID, Any keys and garage door openers.

Congratulations!

It was a lot of hard work, but you are officially homeowners!





TIME TO PACK

NUMBER 1

Update your mailing address at USPS or fill out a change-of-address form at your local post office.

NUMBER 2

Change address with important service providers (i.e. banks, credit card companies, subscriptions and others).

NUMBER 3

Create a list of people who will need your new address. Notify them formally or simply by emailing those who should be informed.

NUMBER 4

Contact utility companies and make sure they're aware of your move date, and arrange for service at your new home.

NUMBER 5

Ensure you have insurance coverage for any of the items your moving company won't be transporting for you.

NUMBER 6

Clean out small appliances. This will make them easier to pack, move, and plug in at your new place.

NUMBER 7

Check with the HOA or condo board about any restrictions on using the elevator, exits or entrances for moving, if applicable.

NUMBER 8

Pack an "Open First" box. Include items you'll need most (i.e. toilet paper, soap, trash bags, chargers, box cutters, water).

COMMONLY USED TERMS



MLS Multiple Listing Service is a computer based platform that offers real estate professionals comprehensive listings of homes currently available for sale. Much of this information is accessible to the public through websites such as Realtor.com and Zillow.	APPRAISAL An appraisal refers to the process of determining the value of an asset, in this instance, a house. A qualified appraiser conducts this evaluation by inspecting the property, considering the original purchase price, and comparing it to recent sales of similar properties.	APPRECIATION Appreciation refers to the rise in value or worth of an asset or property, driven by external economic factors over time, rather than being a result of improvements or additions made by the owners
ASSESSED VALUE The assessed value is the monetary amount assigned to your home by a public tax assessor for a city and/or state tax purposes. This value is distinct from both the appraised value and the market value.	CONTINGENCY A contingency refers to clauses within a contract that specify that some or all terms will be modified or rendered invalid upon the occurrence of a particular event, typically by designated dates leading up to the closing.	HOME INSPECTION A thorough evaluation of a properties condition. A home inspector reviews various aspects of the property, including it's heating and cooling systems, plumbing, electrical systems, water supply, sewage, and certain fire and safety concerns.
ESCROW Escrow refers to the process of a neutral third party holding funds or documents before finalizing your home sale. Typically, this is managed by a Title Company.	CLOSING COSTS These are all settlement or transaction fees that home buyers and sellers must pay at the conclusion of escrow when the property is transferred.	TITLE Ownership of Real Estate or Personal Property. in the case of Real Estate, ownership is represented by a warranty deed (or other relevant document) that is recorded in the county recorder's office.

NEED A HAND?



HANDYMAN SERVICE

Lockners Renovations & Repairs, Eric Lockner, (208) 283-2385

The Fix, Chad Loginbill, (208) 841-9278

HOME INSPECTIONS

Fenco Home Inspections, (208) 860-9396, Fencohomeinspections.com

Bent Nail INspections, (208) 471-4591, bentnailinspections.com

HVAC

Capital City Heating & Cooling, (208) 345-4115, capitalcityheating.com

Black Diamond Heating & Cooing, (208) 273-9193, diamondheatingandcooling.com

PLUMBERS

Master Plumbing, (208) 922-6686, masterrooter.com

Meridian Plumbing, (208) 888-7555, meridian-plumbing.com

ELECTRICIANS

Black Diamond Electric, (208) 273-9193, diamondheatingandcooling.com

PAINTERS

Lockners REnovations & Repairs, Eric Lockner, (208) 283-2385

CARPET CLEANERS

Zerorez Boise, (208) 383-1000, zerorezboise.com

Eagle Carpet Pros, (208) 999-1331, eaglecarpetpros.com

MOVING COMPANIES

Two Men and a Truck, (208) 649-5641, twomenandatruck.com

Cross Town Movers, (208) 378-0226, crosstownmovers.net

All my Sons Moving & Storage, (208) 494-0819, allmysons.com

LENDERS

Loan Depot, Carli Zismer, (208) 732-5741, loandepot.com/loan-officers/czismer

Fulcrum Home Loans, Urie Layser, (509) 671-1543, fulcrumhomeloans.com

The vendors listed are provided solely as a courtesy. Broker/Agent makes no representations or warranties regarding the quality, licensing, insurance, pricing, or performance of any vendor. All vendors are independent contractors and are not affiliated with Broker/Agent or Brokerage. Clients are responsible for conducting their own due diligence before hiring any service provider. Broker/Agent and Brokerage assume no liability for any work performed or services provided by any vendor listed.



TESTIMONIALS

WHAT CLIENTS ARE SAYING ABOUT LANCE REALTY

“Great experience”

Great experience with Lance Realty. Barry and Liz were wonderful with great communication. Buying property while in another state was scary enough, but Lance Realty was there every step of the way.



-Warren Skrivvers

“Exceeded my expectations”

I have to say Barry Lance is probably the best Realtor I have ever worked with. I used to sell Real Estate in California so I'm used to agents and while I have worked with some wonderful people, Barry has exceeded my expectations. Not only did he show my husband and I houses over FaceTime, but made the whole process so easy. He has gone above and beyond his duties. I would recommend his services to anyone and for people looking to relocate to Idaho. He's been a gem. I 1000% say to use him. Not enough nice things to say.



-Nancy Monteleone

“Fair and honest”

Lance Realty was very fair and honest. They were very knowledgeable, had great advice and were always willing to lend a helping hand.



-Gianna Coniglio

LET'S FIND YOUR DREAM HOME!



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Earning Your Trust. Honored to Serve.

RELOCATION SPECIALISTS
208.488.1433