HOUSE

Seller's Guide



RE/MAX EXECUTIVE

Let's Connect



I am Dimitra (Tula) Kourakos
RE/MAX Executive Realty
REALTOR®, ABR, CRS,

Nice to meet you! With over 30 years of experience in the Real Estate industry, I take pride in being a trusted RE/MAX professional committed to making your real estate journey a smooth and rewarding one. My clients are more than just clients—they are the heart of my business. I'm passionate about delivering personalized, exceptional service, ensuring you have an outstanding experience whether you're buying, selling, or navigating the complexities of building a new construction home.
I'm here to listen, advocate for your needs, and guide you every step of the way. Your goals become my goals, and I'll leverage my expertise and local market knowledge to provide you with the best possible advice and support. Let's work together to make your real estate dreams a reality!

Reach me at:
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Find me.

SELLINGCHARLOTTEHOMES-
DIMITRA(TULA) KOURAKOS

WORKING TOGETHER

INTEGRITY
REGULAR COMMUNICATION
RESPECT
TIMELINESS
YOUR BEST INTEREST AT HEART

WHEN SELLING YOUR HOME, A SUCCESSFUL SALE IS ACHIEVED THROUGH A COLLABORATIVE PARTNERSHIP BETWEEN YOU, THE SELLER, AND I, YOUR LISTING AGENT, WHERE WE WORK TOGETHER STRATEGICALLY TO SECURE THE HIGHEST POSSIBLE SELLING PRICE FOR YOUR PROPERTY.



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EDUCATION MATTERS

When it comes to real estate, I take my education seriously. In addition to the periodic Continuing Education that is required by my State, I also have taken the time to get the following designations to help me be more knowledgable in my real estate career. Education is an on-going process for me.

REALTOR®
National Association of REALTORS® Member

ABR
Accredited Buyer's Agent

CRS
Certified Residential Specialist

RENE
Real Estate Negotiation Expert

CDS
Certified Divorece Specialist

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PRICING CORRECTLY

- Evaluate comparable properties with your REALTOR®.
- Consider factors such as location, current market conditions, neighborhood, age and condition of your property and any improvements made.

GETTING READY FOR SHOWINGS

- Conduct thorough decluttering and cleaning.
- Depersonalize the house and create a neutral space for showings.
- Stage the property to enhance its appeal.
- Arrange for professional photography
- Have videos done for marketing.

GOING ACTIVE ON THE MLS

- Adding your property to the MLS makes it available to many potential Buyers.
- Market the property.
- Put away all prescriptions, important documents, valuables, sentimental items, photos and even guns.
- Prepare a plan for showings.

DEALING WITH OFFERS & NEGOTATIONS

- Carefully review each offer.
- Negotiate well remembering to guard your emotions.
- Provide a timely response to offers received.

FROM CONTRACT TO CLOSE

- Allow the Buyer to complete their Due Diligence.
- Engage in negotiations regarding repairs.
- Fulfill all terms and meet deadlines listed in the contract.
- Buyer will complete the loan finalization process.
- The lender may conduct an appraisal.
- Buyer will conduct a final walk-through of the property and confirm repairs.
- The lender will issue a Closing Disclosure to all parties.
- Sign closing documents at the Closing Attorney office or remotely.



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PRICING RIGHT

Pricing the property correctly from the start significantly influences the prompt sale of a property versus its prolonged presence on the market.

Utilizing a comprehensive comparative market analysis specific to your area, I conduct thorough research to assist you in accurately pricing your house from the outset, optimizing its chances for a swift sale. Should you choose to list your property above the recommended price range I provide and encounter minimal activity, we will collaboratively evaluate the timing to adjust the price within the suggested range.

A home priced at fair market value typically attracts the attention of a broader pool of potential Buyers within the initial days and weeks, representing a best practice approach.

Conversely, overpricing a home tends to deter prospective Buyers, as most individuals in the market look at numerous listings and quickly get a feeling about the prevailing price range for homes in similar condition and locale. Therefore, aligning the price with market realities is crucial to attract and engage potential Buyers effectively.

It's best to set the correct price initially. However, if you don't, then act quickly and decisively to get it right the second time. Realtor.com

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MAKING YOUR PROPERTY *Stand Out*

PRICING CORRECTLY

When determining the pricing strategy for your property, thorough consideration of its market value is crucial. Leveraging advanced comparative market analysis tools, including access to sold comps through MLS and utilizing the RPR (Realtors Property Resource®), I will provide recommendations for the optimal listing price range. These suggestions will be grounded in a comprehensive evaluation of factors such as the current market conditions, recent sales of comparable properties, neighborhood dynamics, location desirability, age and condition of the property and any pertinent improvements made.

BOOSTING THE CONDITION & APPEAL OF THE PROPERTY

Ensuring your house is prepared for the market from day one and beyond is important as the condition affects the price. Collaboratively, we will ensure your property is prepared for showings by:

- Addressing any necessary upfront repairs promptly.
- Ensuring cleanliness and a fresh scent within the house.
- Strategically staging by paring down and neutralizing spaces and walls.
- Maintaining the yard and exterior to enhance curb appeal.

NOTING THE LOCATION OF THE PROPERTY

Location significantly influences property selling prices. Desirable areas with good schools, amenities and low crime rates often command higher prices due to increased demand. Proximity to transportation, recreational facilities or parks can also boost property values while backing up to a busy street or being near railroad tracks can lower the value. All of this ultimately affects price, so the most desireable location features of your property will be highlighted.

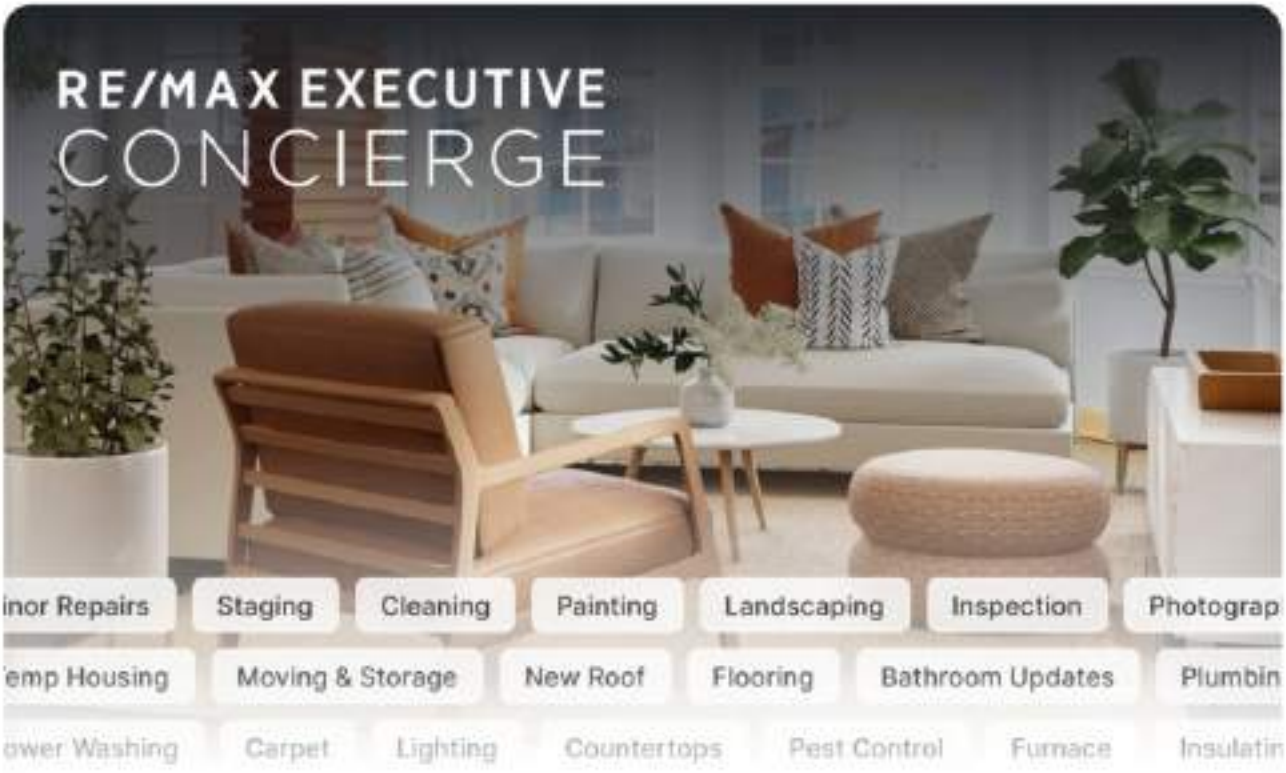
GETTING THE PROPERTY NOTICED

Upon property readiness, I will launch a comprehensive marketing campaign aimed at showcasing your property. This involves utilizing a range of platforms such as social media, STUDEO story, retargeting ad, print and email marketing to ensure broad exposure. Furthermore, I consistently engage in prospecting endeavors to identify potential Buyers. This includes fostering dialogue with neighbors, connecting with fellow agents in my network, reaching out to past clients and utilizing my personal database. Moreover, I actively promote listed properties at my community networking events to broaden visibility even more.

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Take the stress out of selling

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- **No impact to credit** score when applying
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Showing Preparation

BOOST YOUR PROPERTY

Both presentation and functionality are important factors in your property's appeal. Creating an environment for potential Buyers to imagine living in the space is pivotal as they're more likely to emotionally connect with it, increasing the chances of a sale.

Prioritizing repairs before listing your property ensures it presents well, minimizing potential objections and maximizing its appeal. A well-maintained home communicates value and care, instilling confidence in Buyers and increasing the likelihood of a swift and profitable sale.

If you have the capacity for it, doing the listed items below can help in the sale of your property.

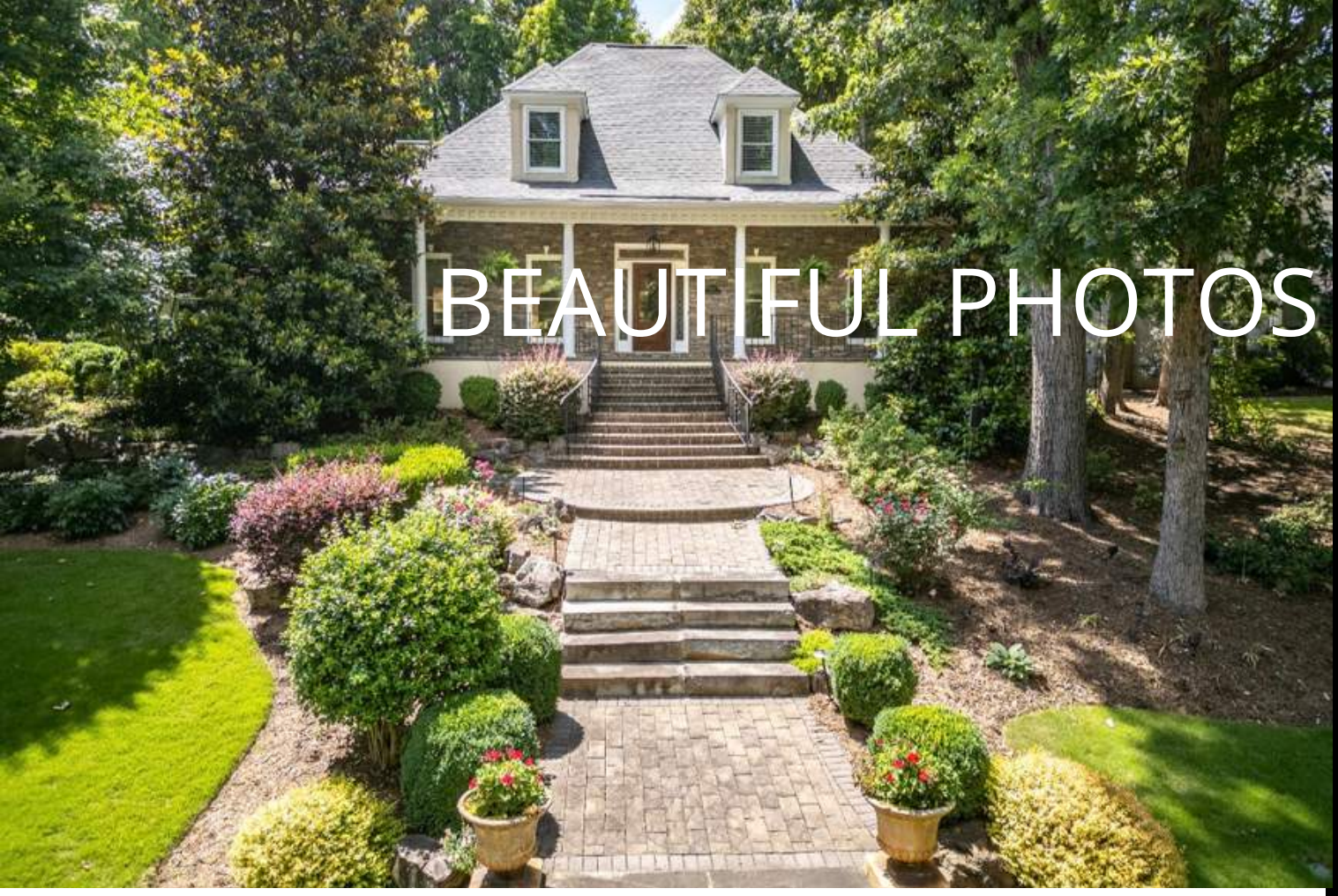
Interior

- Organize unique or excessive decorations and surplus furniture by storing them.
- Ensure flat surfaces are cleared as much as possible, adhering to the principle of "less is more."
- Remove papers and miscellaneous items to declutter.
- Depersonalize by removing and storing personal photos and items.
- Apply a fresh coat of paint to walls, doors, trim and ceilings where necessary.
- Consider replacing or cleaning carpets.
- Minimize and clean pet areas.
- Update or clean light fixtures to ensure they are in best condition.
- Check that all light bulbs are in working order to enhance brightness.
- Prioritize thorough cleaning throughout the entire property.
- Address necessary repairs promptly to present the home at its best.

Exterior

- Consider painting the front door and adding a welcome mat and potted plants to create an inviting front porch.
- Wash or apply paint to the exterior of the house to enhance curb appeal.
- Maintain a trimmed yard and landscape and keep the yard free of clutter.
- Update or repaint porch lights to improve their aesthetic appeal.
- Weed and mulch garden beds.
- Clean windows to enhance natural light and overall cleanliness.
- Apply fresh paint or stain to wood fences, if needed, to revitalize their appearance.
- Address any necessary repairs outside as well.

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BEAUTIFUL PHOTOS

Real estate photos are an indispensable tool in the modern housing market. They serve as the initial point of contact between potential Buyers and the property, making a powerful first impression. In today's digital age, where online browsing dominates the home-buying process, compelling photos can significantly increase a listing's visibility and attract more prospective Buyers.

In addition to the ability to help foster a connection with the property, real estate photos help to set realistic expectations for Buyers, ensuring they have a good understanding of the property's condition and overall appeal before scheduling a visit. This transparency minimizes wasted time for both Buyers and Sellers, as it helps to pre-qualify leads and ensures that only genuinely interested parties pursue further inquiries.

The most useful website feature to buyers was photos for nearly 9 *in* 10 *buyers under the age of 57.* *National Association of REALTORS®.*

79% *of recent home buyers shopped online to find their home and that almost half said that viewing professional photos was extremely or very important to their home-buying experience.* *Zillow*

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Complimentary Staging Services to Elevate Your Home's Appeal

A LITTLE EXTRA, ON THE HOUSE

As part of my listing service, I provide professional staging at no cost to you! My stager, Celia, will begin with a one-hour consultation to assess your home and make recommendations. She will then dedicate up to 15 hours of hands-on staging, using your existing furnishings while enhancing the space with carefully selected accessories and artwork. Once everything is beautifully arranged, Celia will also be present during the professional photography session to ensure your home is captured in the best possible light—maximizing its market appeal and helping it sell faster and at top dollar. Ready to make your home stand out? Let's get started!
**I will provide more details at the listing appointmemt

Staging goes beyond mere aesthetics. It's about creating an experience that allows buyers to envision their lives unfolding within the walls of your home.

In a market where first impressions are everything, a well-staged home stands out, inviting and compelling.

Data from the International Association of Home Staging Professionals reveals that staged homes not only sell three to 30 times faster than non-staged ones.

83%

83% of buyers' agents said that staging a home made it easier for buyers to visualize the property as their future home.

NATIONAL ASSOCIATION OF REALTORS

73%

Professionally staged homes spend 73% less time on the market compared to homes that haven't been staged.

REAL ESTATE STAGING ASSOCIATION



ENGAGING VIDEOS

Videos play a crucial role in real estate marketing by offering immersive experiences that photos alone cannot provide. They enable potential Buyers to virtually tour properties, gaining a comprehensive understanding of layout, flow and features. They offer a dynamic and immersive experience, allowing potential Buyers to virtually tour properties from the comfort of their own homes. Unlike static images, videos provide a comprehensive view of the property's layout, flow, and features, giving viewers a realistic sense of space and ambiance.

Videos can be easily shared across various online platforms, maximizing exposure. Ultimately, integrating videos into real estate marketing efforts enhances visibility, drives interest and can help accelerate the marketing process.



403% *more inquiries are driven from listings with video.*

National Association of REALTORS®.

87% *of video marketers say video has directly increased sales.* *Wyzowl*

51% *of social media users are more likely to share videos with their friends than any other type of content, including text or images. By incorporating video content into your real estate social media strategy, agents can massively increase engagement and shareability, ultimately leading to more visibility and leads.* *FitSmallBusiness.com*

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Media Shoot Preparation



DECLUTTER AND DEPERSONALIZE

- Remove personal items such as family photos and overly unique decor.
- Clear countertops, tables, and other surfaces of clutter.
- Store away excess furniture.

DEEP CLEAN

- Ensure all surfaces, floors, countertops and appliances are thoroughly cleaned.
- Pay special attention to details such as dusting light fixtures, wiping down baseboards and cleaning windows and mirrors.

NEUTRALIZE COLORS AND DECOR

- Consider repainting walls in neutral tones to appeal to a broader range of potential Buyers.
- Choose decor and accessories in neutral colors and minimalist styles.

ENHANCE CURB APPEAL

- Ensure the exterior of the home is clean and well-maintained, including landscaping, walkways and entryways.
- Add pops of color with fresh flowers or potted plants.
- Remove cars from driveway.

STAGE OUTDOOR SPACES

- Arrange outdoor furniture to create inviting seating areas on patios, decks or porches.

MAXIMIZE LIGHT

- Open curtains and blinds to let in as much natural light as possible.
- Turn on all indoor lights.

FINAL TOUCHES

- Fluff pillows, arrange throw blankets, and add decorative accents to create a cozy feel.
- Turn off ceiling fans so that they do not blur in photos.
- Remove any pet items such as beds, toys and food bowls, and ensure that pets are safely contained or temporarily relocated.
- Clear shower and tubs of products and close toilet lids.

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MARKETING METHODS

By implementing these marketing strategies, you can increase the visibility of your property, attract qualified Buyers, and ultimately achieve a successful sale.

AGENT NETWORKING maximizes the reach of your listing, tapping into both national and local networks to attract potential Buyers. A significant portion of real estate transactions involve collaborating with other agents across the country, so I am committed to ensuring your listing receives exposure within this expansive market, as well as among local networking groups of which I am an active participant.

EMAIL marketing targets potential Buyers, referral partners across various states and real estate professionals in my database giving detailed information about the property along with compelling photos.

AN ONLINE PRESENCE is huge in today's market because Buyers predominantly initiate their property search online. Your house will not only be listed in the local MLS but also syndicated to hundreds of other listing sites, ensuring extensive visibility across various online channels. Additionally, social media is consistently engaged in by me through social media marketing and interaction across various platforms, including but not limited to Facebook, Instagram, LinkedIn as well as others. This multifaceted approach ensures broad exposure and engagement with potential clients and the wider audience.

OPEN HOUSES & WORD OF MOUTH help bring attention to your property. I will proactively engage with your neighbors, enlisting their support to spread the word among their networks, further enhancing exposure and generating interest in the Open House and your property in general.

PRINTED MATERIALS help greatly in the retention of key details and highlighting the unique features of your property for Buyers. There will be visually-appealing print material, such as flyers, to distribute in the local area or at open houses.

SIGNAGE, which is visually appealing and attention-grabbing, will be strategically positioned in your yard, along with directional pointers and open house signs, when needed, in compliance with city regulations. These signs will be strategically placed to maximize exposure and attract potential Buyers.

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BUYER SEARCH INFO

Real estate Buyers employ a multifaceted approach when searching for properties, leveraging various channels and resources to identify suitable options. Online platforms play a central role in the property search process. Buyers often begin their quest by exploring listings on popular real estate websites and mobile apps until they engage with a Realtor/Buyer Agent. I am always available to Buyer agents tother agtwhere they can browse through extensive databases of available properties.

In addition to online resources, Buyers frequently rely on the expertise of real estate agents to assist them in their search. Agents provide valuable insights, market knowledge and access to exclusive listings that may not be readily available to the public.

Next, word-of-mouth referrals from friends, family, and colleagues often play a significant role in the property search process, as Buyers seek recommendations from trusted sources.

Overall, the real estate buying process is dynamic and multifaceted, incorporating various methods and channels to find the perfect property. Check out these stats from the National Associations of REALTORS®:

52% INTERNET

28% REAL ESTATE AGENT

8% FRIEND or RELATIVE

(The last 12% adds up from other methods such as signage, magazines, etc.)

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YOUR PROPERTY'S *Online Presence*

Research suggests that properties with increased online visibility often experience faster sales, making this aspect of marketing particularly impactful. I am committed to leveraging every available resource to maximize exposure and facilitate the successful sale of your property.



WEBSITE SYNDICATION

Along with being listed on the MLS, your home will be prominently showcased on leading home search platforms and syndicated across hundreds of other relevant websites, such as Zillow, Trulia, Realtor.com and more.

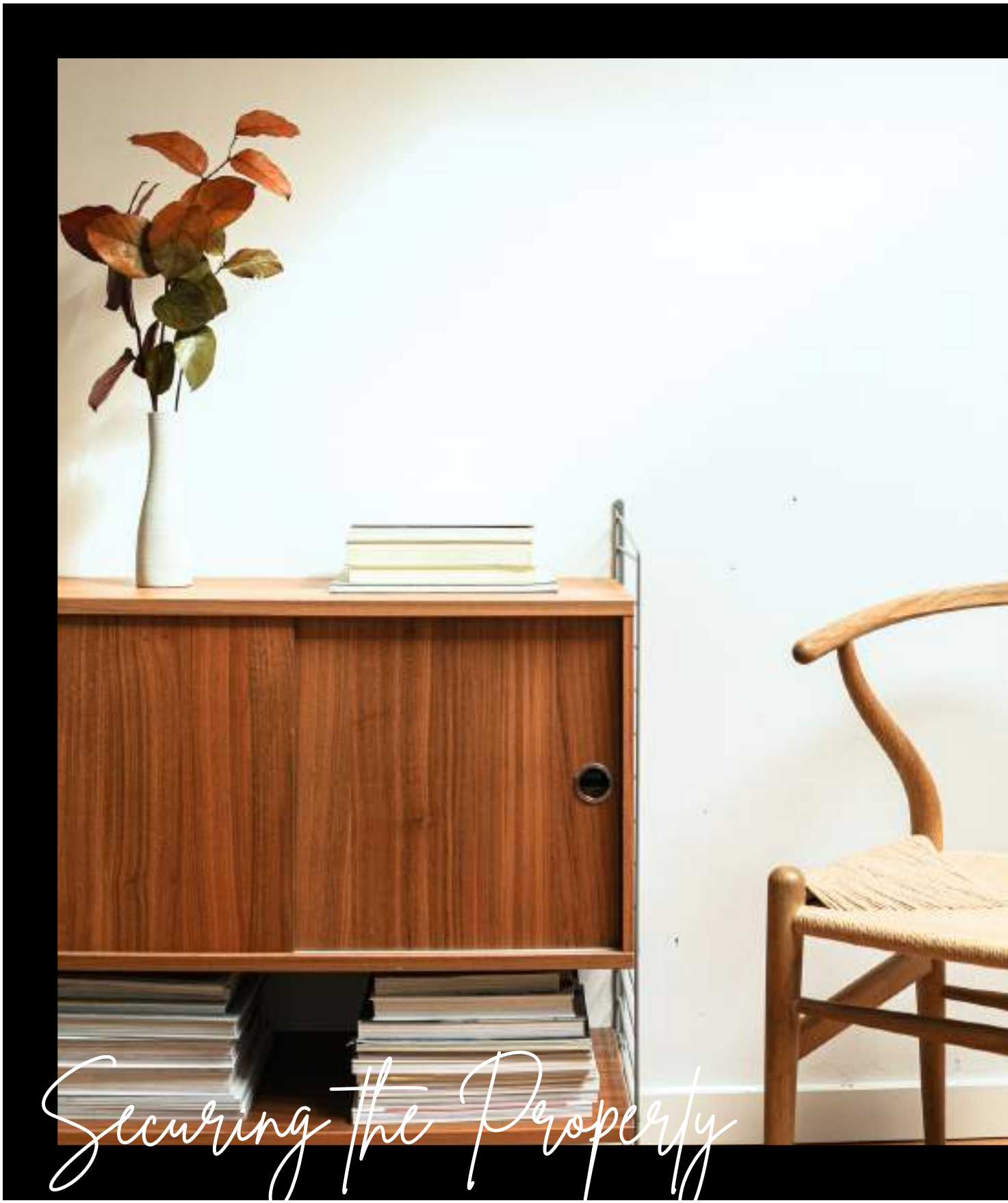
SOCIAL MEDIA EXPOSURE

Additionally, I will consistently highlight your property on my various social media accounts, including Facebook, Instagram, LinkedIn, YouTube, and others, reaching a wide audience of both agents and potential Buyers.

SEO & KEYWORDS OPTIMIZATION

Employing strategic SEO (Search Engine Optimization) techniques and targeted keywords, I will optimize your property's online visibility, aiming to generate a high volume of page views.

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Securing the Property

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LIMIT ACCESS TO THE PROPERTY

- Require appointments. With your house now listed online, its availability for sale is widely known. However, it's imperative never to allow strangers into your home without an agent. While many may simply be individuals who noticed the yard sign and want a quick viewing, it's essential to exercise caution. Politely request that they contact your agent, who manages all property showings.
- The lockbox grants real estate agents secure access to showcase your home to potential Buyers. It is usually situated near the front door and securely holds the keys to the property. It is equipped with a security lock, safeguarding access, which is exclusively available to licensed agents, appraisers, and select inspectors with prior authorization.

KNOW THESE EFFORTS FOR CLEAN SHOWINGS

- Upon your property becoming Active on the MLS, I offer complementary amenities such as shoe covers, hand sanitizer and friendly reminder signs for all of your showings.

SECURE YOUR IMPORTANT ITEMS

- Prior to showings, it is essential to safeguard all valuables and sentimental items by stowing them away out of sight. This includes items such as jewelry, artwork, collectibles, cellphones and even gaming systems. It is advisable to conduct a thorough walkthrough of your home before each showing to ensure that all valuables are concealed. Additionally, firearms should be properly secured and locked away for added safety and peace of mind.
- Hide your mail. Given the escalating prevalence of identity theft, it is imperative to securely stow away all mail containing personal information. Store any mail items containing sensitive information in a secure location.
- Clear out your medicine cabinets and any other storage areas where medications are kept, concealing them from view. Unfortunately, there have been increasing reports of individuals attending home showings with the intent of unlawfully accessing medications.

KEEP YOUR PROPERTY LOCKED AT ALL TIMES

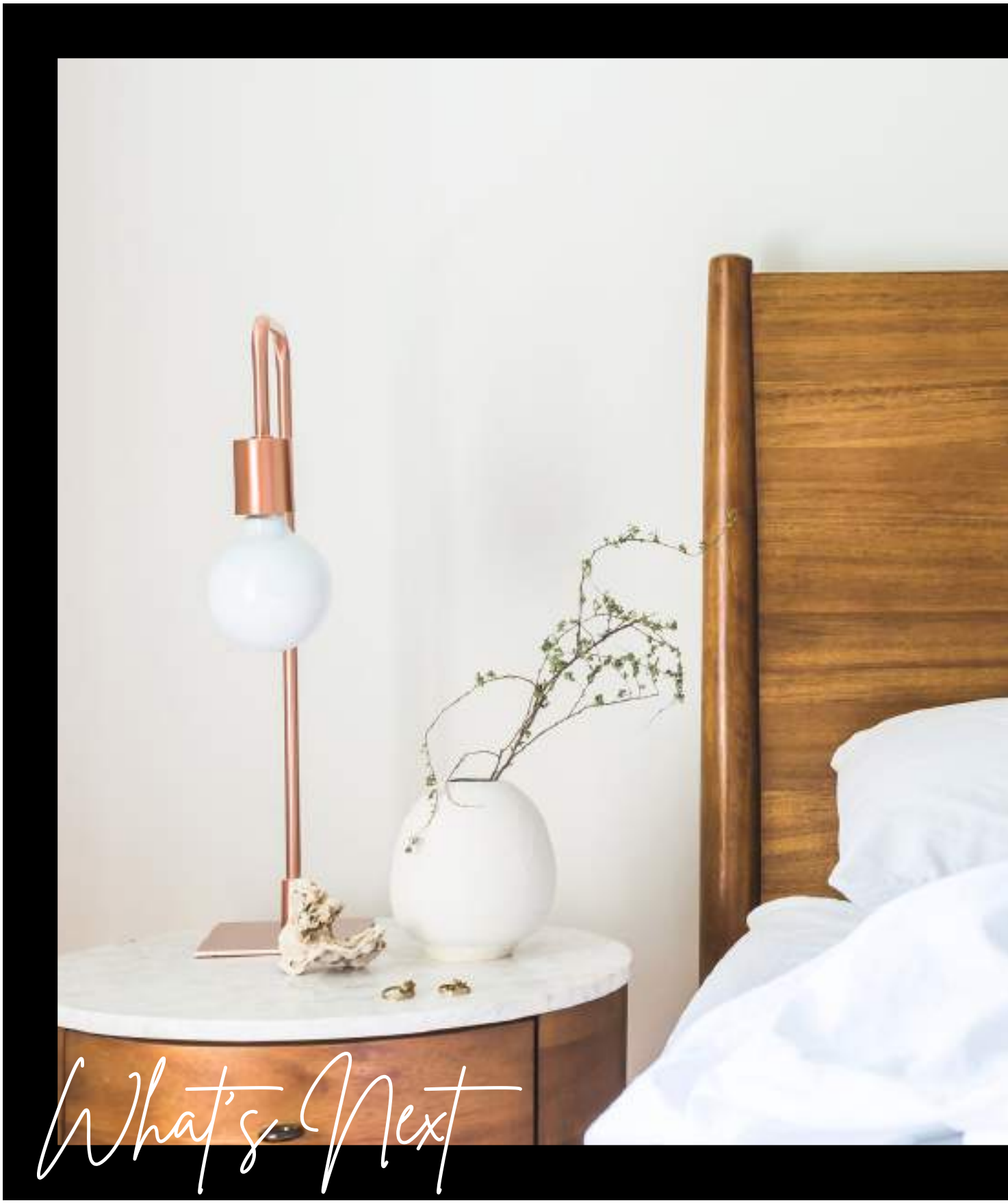
Given that homes for sale are frequently unoccupied, it's essential to consistently lock all doors and windows. This precautionary measure helps safeguard the property and gives peace of mind.

EXPECT GREAT COMMUNICATION

Maintaining open and proactive communication is a priority. I provide consistent updates, diligently share feedback received from showings and will follow up with agents post showings. This ensures keeps you informed at every stage of the selling process.



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SHOWINGS

Accommodate Showings

- Maintain flexibility and readiness to accommodate potential Buyers' schedules, ensuring minimal missed opportunities for showing the property.
- *Important: If you need to block out showings time for any reason, please let me know so that other agents can be informed.*

Daily Cleaning Regimen

- Adhere to a diligent daily cleaning routine, Perform a final tidy-up just before leaving, focusing on high-traffic areas and visible surfaces. Make beds, close toilet lids and clear surfaces.

Enhance The Ambiance

- Create a welcoming atmosphere with pleasant scents and soft music.
- Ensure a comfortable indoor climate to showcase the efficiency and functionality of the HVAC system, making the home feel inviting.
- Ensure that lights, including lamps, are turned on and that curtains and blinds are opened.
- Proactively manage odors by emptying trash receptacles regularly, particularly prior to scheduled showings. Consider refraining from cooking strong-smelling foods to maintain a fresh environment.

Pet Area Maintenance

- Promptly attend to pet-related cleaning tasks and the concealment of pet-related items during showings. Settle pets in a designated area or take them out for a walk to minimize distractions for potential Buyers.

Secure Valuables

- Safeguard valuables, sentimental items, prescriptions, and firearms that should not be on display during the showing by relocating them to a discreet and secure location, minimizing distractions during showings.

Consider Leaving During Showings

- It is usually best to step out during a scheduled showing. Buyers tend to feel more comfortable expressing their opinions without worrying about potentially offending the seller. It also gives them the space to fully explore the property and imagine themselves living there. A relaxed, no-pressure environment often helps them make a more informed decision.



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Considering Offers

OFFER PRICE

Price remains a crucial factor, but always check over how other parts of the offer may impact the offer. High offers may be offset by the Buyer requesting the Seller to cover certain items. A high offer may not be the best choice if it results in higher closing costs, repairs, concessions or other expenses.

CASH OFFER

Cash offers are often preferred by Sellers as they eliminate concerns about appraisals and loan approvals by a lender.

BUYER PRE-APPROVAL LETTER FROM LENDER

If the Buyer is financing, a pre-approval letter holds more weight than a pre-qualification letter, as it indicates the Buyer's financial capability has been verified by the lender. A pre-approval means that the Lender has officially checked the bank records of the Buyer. A pre-qualification is usually only based on what the Buyer initially tells the Lender although some Lenders still use this term even when they have started the process. As your agent, I will call the Lender to verify the potential Buyer and check on the accuracy of their letter.

TYPE OF LOAN

Conventional loans are usually less complicated and more attractive to Sellers, while FHA loans may involve specific repairs and approvals, commonly chosen by first-time homebuyers. Educate yourself on the different types of loans.

DUE DILIGENCE FEE AND EARNEST MONEY

Both the due diligence fee and earnest money play a crucial role in signaling to the seller how serious and committed a buyer is. In essence, both fees show the seller that the buyer has "skin in the game," helping them feel more secure that the transaction will go smoothly.

CONTINGENCIES

Favorable offers typically have fewer contingencies and shorter time frames.

CLOSE DATE

The closing time frame should align with the Seller's needs, whether requiring a quick closing or allowing for extended time.

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NEGOTIATING WELL



Negotiating an offer on a real estate contract involves a delicate balance of interests between the Buyer and Seller.

Typically, the negotiation process begins with the Buyer submitting an initial offer, which outlines the proposed terms and price for the property.

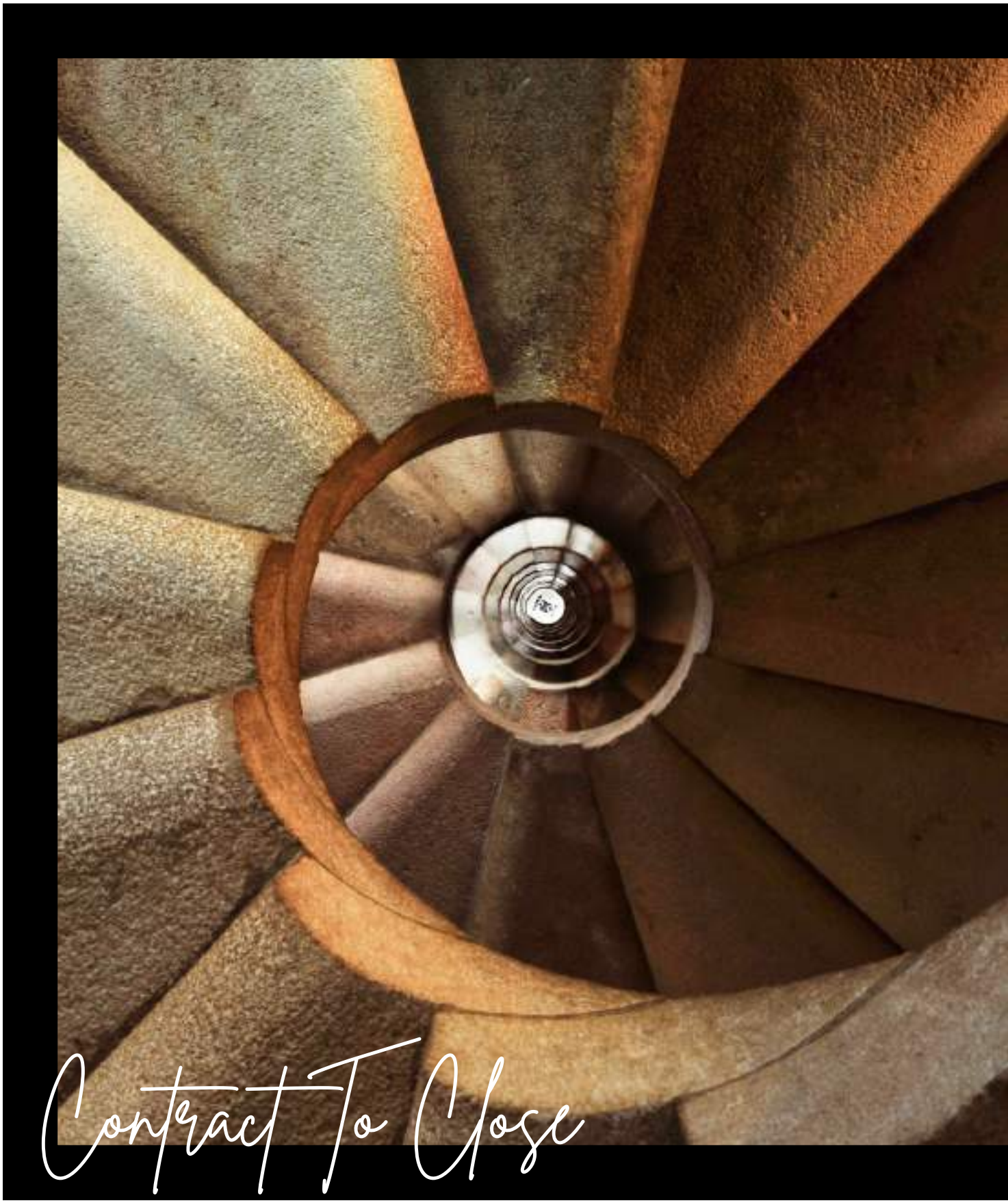
Upon receiving the offer, the Seller may choose to accept, reject, or counter the offer with modifications to the terms, such as price adjustments, adjustments to the due diligence fee , earnest money, due diligence date and closing date.

If the offer isn't close enough to your expectation, then you do not have to negotiate further. If you choose to move forward in negotiations, this back-and-forth exchange continues until both parties either reach a mutual agreement and sign the contract or someone chooses to walk away.

If going under contract, both parties will sign the contract as final and then theh buyer will move forward with their due diligence items. Once and offer has been executed, the due diligence fee is delivered to the seller amd the earnest money is due shortly thereafter.

Throughout the negotiation process, effective communication, compromise and understanding of market conditions are essential. Additionally, having a skilled real estate agent representing each party can help facilitate a smooth negotiation process and ensure that the final contract aligns with their respective goals and objectives.

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Due Diligence Period

MEETING THE CONTRACT DEADLINE

Inspections follow the agreed-upon due diligence time in the contract and typically occur within the first week after the executed date of the contract. Repair negotiations ideally will be final by the end of this period or the deadline will either need to be extended or the contract will be canceled.

EXPECTATIONS FOR ANY INSPECTIONS

Buyers bear the expense of inspections, choosing and paying for the services of their preferred inspector at no cost to the Seller. Ideally, on an inspection day, inspectors will have the full property to themselves to conduct the inspection and will usually meet with the Buyers at the end of that inspection time.

REPAIR NEGOTIATIONS

- Inspections and potential repairs are critical stages that can impact transaction outcomes. Some frequently-encountered issues include foundation, electrical, plumbing or pest-related concerns.
- Focus negotiations on high-cost items affecting safety, security and stability. Agreeing to minor repairs can facilitate smoother sales. Maintaining emotional composure during negotiations is strongly advised as well.

By the end of this due diligence period, Buyers should have negotiated repairs, or decided to accept the property as-is,or terminate the contract for any reason at all.



BUYERS CAN DO AS MANY INSPECTIONS AS THEY PREFER IN THIS PERIOD, WHICH COULD INCLUDE:

- Appliances
- Attic & Insulation
- Basement
- Crawlspace
- Doors
- Electrical
- Exterior Walls
- Fireplace
- Foundation
- Garage Doors
- Grading & Drainage
- Heating & Cooling
- Lighting
- Plumbing
- Roof & Components
- Septic
- Stairs
- Structure
- Toilets
- Wells
- Windows

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TITLE & APPRAISAL

One essential step is conducting a **title search** to verify the property's legal ownership history and any potential liens or encumbrances. This helps prevent future legal disputes and ensures a clear title transfer. I like to request a soft title search on your home to confirm that you do not have any open deeds that may have not been properly cancelled.

If the Buyer requires financing, the lender typically conducts an **appraisal** to determine the property's market value. Ideally, the appraisal should meet or exceed the sale price to mitigate the possibility of renegotiations or any inclination for the Buyer to withdraw from the contract. Contesting the appraisal can prove to be a challenging and stressful process as well. Lastly, the appraisal ensures that the property's value aligns with the loan amount, providing assurance to the lender and Buyer alike. The buyer should complete the appraisal prior to the end of the due diligence period.

Upon completion of necessary items from the title search, you will receive the Closing Disclosure. And, you will be directed to close.

Options for Appraisal Negotiations

IF THE APPRAISAL COMES IN BELOW THE CONTRACT PRICE:

- Engage in renegotiations of the sale price with the Buyer.
- Ask the Buyer to bring more cash to address any price difference.
- If you had multiple offers, cancel and go back to other offers and see if they are still interested.
- Consider canceling the current contract and then relisting the property.

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Getting Ready to Move

IMMEDIATELY AFTER THE DUE DILIGENCE PERIOD

- Gather important documents.
- Gather valuable or sentimental items.
- Declutter meticulously by sorting through cabinets, closets, drawers, etc. Donate, sell or trash unwanted items.
- Obtain estimates from moving companies.

IN THE LAST FEW WEEKS OUT FROM YOUR MOVE

- Arrange for movers or a rental truck to be scheduled.
- Collect packing materials. Consider asking neighbors or stores for additional boxes.
- Start packing.
- Schedule any necessary time off work for moving day.
- Minimize grocery shopping to reduce perishable items.
- Cancel service and also notify utility and service providers (water, electric, cable, etc.) of the upcoming move.
- Update your mailing address for subscriptions and other important correspondences.

IN THE VERY LAST WEEK BEFORE YOUR MOVE

- As for scheduling time for Closing, I will reach out to the Title Company for you and arrange a day and time with you.
- Obtain wiring instructions from your bank for closing and note your account numbers.
- Arrange for childcare or pet care on moving day if needed.
- Do your walk-through--in the attic, hidden storage areas.
- Finish packing.
- Separately pack essentials and personal items needed for the first few days in your new home.
- Confirm moving company.
- Ensure your current property is cleaned thoroughly.



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Last Few Days

Utilities and Services:

- Arrange to have utilities (such as electricity, water, gas and internet) disconnected or transferred to the new address as needed.
- Cancel or transfer subscriptions, insurance, etc.

Forwarding Address and Contacts:

- Notify the post office and important contacts of your upcoming move and provide them with updated contact information.

Cleaning and Maintenance:

- Clean each room, including floors, walls, countertops, and appliances, to leave the house in good condition for the next occupants.
- Dispose of any trash or unwanted items responsibly, either by taking them with you or arranging for proper disposal.

Documentation and Keys:

- Gather all relevant documents and collect all keys, garage door openers and remote controls, and ensure they are left in a designated location.

Final Walkthrough:

- Conduct a thorough walkthrough of the property to ensure all belongings have been packed and no items are left behind.
- Check every room, closet, and storage area, including the attic, basement and garage, to verify nothing is overlooked.
- Turn off lights and fans.
-

Security Measures:

- Secure all windows, doors, and entry points to the property before departing.

Goodbye and Gratitude:

- Take a moment to say goodbye to the house and express gratitude for the memories and experiences shared there.

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Closing Time

The closing time marks the point at which ownership of the property is transferred to the Buyer. It is the final step in the process and allows for the completion of necessary inspections, paperwork and financing arrangements. Closing times can vary but generally range from 30 to 45 days from the date the contract is executed.

Timely closings help avoid potential complications or legal issues that could arise from delays. Meeting the agreed-upon closing date also instills confidence and trust between the parties involved.



Typical Seller Side Fees

(thoroughly disccused at listing appointment)

Seller commonly pays:

- Mortgage balance payioff (if any)
- Any liens on the property other than the mortgage
- Prorated taxes and HOA fees
- Broker/Commission fess (options will be discussed at listing time)
- Transfer state tax stamps
- Seller side attorney fees
- Other fees /negotiated items

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CLOSING EXPECTATIONS

YOUR CLOSING DISCLOSURE SHOULD BE CHECKED BY YOU.

The closing attorney will provide a Closing Disclosure prio to closiing itemizing all the seller side fees and showing the seller net proceeds. It is imperative to thoroughly review this document to avoid any unexpected surprises. Take time to look over fees, insurance details, taxes and the terms outlined in the contract. Together we will review this document as it provides a breakdown of your final closing costs.

THE BUYER WILL SCHEDULE A FINAL WALK-THROUGH.

The Buyer and their real estate agent will do a final walk-through of the property usually within 24 hours before closing or often the morning of closing to check the property's condition. This usually takes about an hour. This is their opportunity to verify that any repair work outlined in the contract has been successfully completed.

ARRIVE 10 MINUTES EARLY TO THE TITLE COMPANY ON CLOSING DAY.

I WILL BE WITH YOU ON CLOSING DAY.

At the closing, you'll be joined by myself, as your representative, The closing involves signing the seller side documnets that includes the deed to the new buyer.

Note that a remote closing option is available for an additional fee, but if you opt for this, please communicate your preference at least one week before your scheduled closing date.

BRING THESE ITEMS WITH YOU TO CLOSING.

- Government-Issued Photo ID
- Account numbers and banking information
- Door keys and/or mailbox keys, gate openers, etc.

I will bring a copy of the sales contract to Closing. You can leave all garage door openers, security codes, gate codes/keys, Nest info, Ring info, pool code/keys, mailbox keys, etc. on the kitchen counter at the house, if not brought to Closing.

If you prefer to have your funds wired, call your bank yourself to verify routing and account numbers to prevent wire fraud. The amount is shown on the Closing Disclosure. This process can take anywhere from a few hours to 1 or 2 business days to see the funds in your account.

IMPORTANT: Never trust wiring instructions sent via email. Always independently confirm wiring instructions in person or via a telephone call to a trusted and verified phone number. Never wire money without double-checking that the wiring instructions are correct.

IT'S TIME TO FOR A NEW BEGINNING!

It was a lot of hard work, but worth it. Go celebrate and then get some rest!

CONGRATULATIONS

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★★★★★

Dear Tula
We want to convey our heartfelt appreciation for assisting us in the sale of 2 homes and purchase of a 3rd home this past year for my family. we could not be more pleased with the very professional manner in which you guided us through these transactions brought them ti very successful conclusions.
We are quite impressed with your knowledge of and the ability to navigate the Charlotte real estate market. You helped us assess and establish accurate valuations in all three transactions. you were very adroit in steering the transactions to successful outcomes and guiding our dealings with lenders, inspectors and all the other involved parties with great skill. you kept our interests front and center. You were patient with us and assertive with others when needed. We thank you for your help and guidance and wish you continued success.
Stuart and Susan / Dan and Neely

★★★★★

Tula,

Thank you so much for all your guidance during our homebuying process. We are so happy in our new home and absolutely could not have gotten here without you. We are so thankful for you and all that you have done for us.
Sincerely, Evan and Rachel

★★★★★

Dimitra,
Thank you for all your help and guidance while we have been in North Carolina. People like you are who make the area truly special. We instantly knew that we were in good hands and trusted you completely. We will forever appreciate all that you have done for us.
Warmest Regards, Amanda and Kent

★★★★★

WE HAVE WORKED WITH TULA FOR SEVERAL YEARS THROUGH MANY REAL ESTATE TRANSACTIONS. MOSTLY RECENTLY SHE HELPED US SELL A PROPERTY THAT OUR FAMIL WAS USING AS AN INVESTMENT PROPERTY AND HELPED US GET THE MOST VALUE FOR I WE ARE GRATEFUL FOR HER SERVICE AND SHE WILL BE TOP OF MIND FOR ALL OF OUR REAL ESTATE NEEDS
VICKI AND GEORGE

★★★★★

TULA,

WE CAN NOT THANK YOU ENOUGH FOR FOR YOU HELP AND DEDICATION IN HELPING US FIND OUR HOME. WE ARE BLOWN AWAY AT HOW SMOOTH THE WHOLE PROCESS WAS AND HOW TAKEN CARE OF WE FELT BY YOU. WE FEEL OVERWHELMING PEACE IN OUR NEW HOME. MAY GOD BLESS MORE PEOPLE BY YOU. YOU ARE THE BEST! LOVE, CHRISTIAN AND VICTORIA



“Thank you for meeting with me to discuss listing your property. Your confidence in hiring me as your real estate agent means a great deal, and I am committed to providing you with the highest level of service and support throughout the entire listing process.

It was a pleasure learning more about your specific circumstances, and I am eagerly anticipating collaborating with you on your selling journey, offering the expertise and support necessary to achieve your real estate objectives.

Please do not hesitate to reach out to me if you have any further questions or if there is anything else I can assist you with. I look forward to working with you and turning your real estate goals into reality.”



Dimitra(Tula)Kourakos

ABR, CRS, CDS

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