

SELLER'S GUIDE



Stephen Oates - Associate Broker

As an experienced agent, Steve comes to the table with over a decade of experience and is always continuing to further educate himself and improve his craft.

Steve prides himself on his personal service and attention to his clients' every detail, which has lead him to a strong base of referral and repeat clients. Distinguished buyers and sellers entrust Steve to guide them through every step of the real estate process, and he ensures all objectives are being met with exceeded expectations.

Designations and Education:

- Graduate of the Real Estate Institute (GRI Designation)
- Member of the National Association of Realtors. (REALTOR™)
- Seller Representative Specialist Course completed (SRS)
- e-PRO Designation
- State of MA, ME and NH Brokers License
- Real Estate Negotiation Expert Course

Memberships:

- National Association of Realtors™
- New Hampshire Association of Realtors™
- Seacoast Board of Realtors
- Massachusetts Association of Realtor™
- Greater Newburyport Board of Realtors™
- York County Council of the Maine Association of Realtors™

For a sample of Steve's past properties sold, please visit Seacoast-Homes.com.



TESTIMONIALS

Steve was an amazing realtor. He's honest, trustworthy and extremely professional. Steve makes you feel like you are his only client, and he kept us well informed throughout the entire process. He sold our house in less than 24 hours!

- George & Britney (Seller)

We have now worked with Steve twice - initially, to buy a home, and this time, to sell. We have found him knowledgeable, professional, and diligent. We gladly recommend him without reservation!

- Holly & Joe (Seller/Buyer)

This is our second time working with Stephen Oates and I can't say enough positive words about his character as well as realtor professionalism. This time around my husband and I were purchasing a home and from beginning to end Steve knew my vision of what we were looking for, his attention to detail, prompt delivery of responses throughout this whole process was so appreciative! Steve's genuine character as a person shows as well in his profession which to us is what is most important when working with anyone for a big life decision such as purchasing/selling a home. Steve is highly recommended from our family! Thank you

- Christina (Seller/Buyer)

Steve went far above and beyond his responsibilities in selling our house. I highly recommend him as a professional, courteous, knowledgeable and overall great realtor to work with.

- Donna (Seller/Buyer)

Steve is one of the nicest agents I've ever dealt with. He made the process of selling my home seem so easy. He answered all of my questions and took the time to make sure I was comfortable with the progress and the outcome of my sale.

- Elizabeth (Seller)

Steve is a "people person" which makes it very easy and pleasant to communicate with him. He listens well and is direct, so one knows where one stands. I felt he cared for my particular needs and followed through to the best of his ability to fulfill them.

- Susan (Seller)



Stephen Oates | REALTOR®

Direct: 603-777-7908

Office: 603-610-8500

Email: steve@soates.com

Web: seacoast-homes.com

Address: 750 Lafayette Road,
Suite 201, Portsmouth, NH 03801

Each Office Is Independently Owned And Operated

MARKETING PLAN

Objective

My objective is to create the most exposure for your home in order to net you the highest return, with the fewest days on market.

Goals

- To acknowledge your needs and expectations and to exceed them.
- To earn your trust in my abilities to best represent you and your property.
- To provide a positive selling experience for you and your family.
- Your go-to REALTOR for all of your needs and feel confident in referring.







My plan to sell your property:

Here are some step by step actions I will take to market and sell your property.

1. Staging your home for sale! When appropriate, I will connect you with a Certified Home Staging Specialist for a free (to you) consultation to educate you on how to prepare your home for pictures and showings. Virtual Staging may also be an option we'll want to use.
2. High Quality Photos. Pictures are worth a 1000 words. That's why I hire a professional photographer to photograph your home.
3. Visual Tour or Video. The internet likes video for optimal online performance.
4. Coming Soon & Just Listed - shared with all local Real Estate Board Agents.
5. Upload your property and supporting documents into the MLS (Multiple Listing Service).

DEDICATION THAT MOVES YOU™

1. Syndicate your listing to multiple real estate sites, such as Realtor.com, Zillow.com, Trulia.com, Homes.com, Boston.com, Seacoast-Homes.com, and many more.
2. Social Media Campaign. I take full advantage of the strength and usability of social media and I feature your listings to Facebook, Twitter, Instagram, and Youtube. You will be able to share these with family and friends.    
3. Just Listed Post Cards. I will make sure everyone in your neighborhood knows your home is for sale.
4. Hold an Open House. My open house will be broadcast online to potential buyers as well as other agents. My typical Open House times are Saturday or Sunday 11-1, and is within the first few days to a week of the listing going live.
5. Post a for sale sign with a personalized rider with my direct call/text number.
6. Old fashioned emailing and dialing. Reaching out to any agent who I think may be able to bring us a buyer.
7. Updates! I am continuously looking for ways to best represent your property and improve visibility.



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- Britney & George



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Seller Side Sales Process

- 1 **Your Home is Under Agreement** – CONGRATS! Contract is signed.
- 2 **Home Inspection** – By Buyer (seller not home for this). Buyer & Buyers Agent present. (Inspection period on contract). 10-12 Days
- 3 Buyer presents an official written response of **items they may like fixed or repaired**. Seller has 5 days to respond. 5 Days
- 4 **NEGOTIATION if needed.**
- 5 After buyer and seller **mutually agree** to any items (if any) following home inspection or a closing credit (if any).
- 6 Buyer provides us with the **Title Company/Attorney** that will do all documents and settlement preparation for closing.
- 7 NOW you begin **preparation for moving**, movers, Call to discontinue utilities. 5-7 Days
- 8 **Schedule buyer walk through**, occurs when seller is out and house is empty - typically within 24 hours or right before closing time. 2-24 Hours
- 9 **CLOSING** sit down or remote signing with closing title company and pass papers –preparation of taxes, fuel etc. happens- title company will coordinate exchange of funds. Keys are exchange...CLOSED. 30-45 Days



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