

FIND YOUR FOREVER HOME WITH US

Seller's Guide

Sphere Realty

Property Management



(512) 746-8338

www.Sphere-Realty.com

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Who **WE ARE**



Sphere Realty is a Jarrell Real Estate company, which is locally owned and managed. We conduct business across all market segments – residential home sales, investment, commercial property sales and leasing, new home sales, and Property Management. Why would you need a local Real Estate company? Because we know the area and local information, therefore we can be far more responsive to your specific needs. If you want that personal Real Estate company, a company that remembers your name? The choice is clear, it has to be Sphere Realty. Whatever your real estate goal, ours is to help you achieve it with confidence. Give us a call, email us, or just drop in.

Community Leaders

'Local' is tangible and practical to us. Sphere Realty is a Jarrell Real Estate company. Locally owned and focused, built on relationships with people in our communities whose trust we don't take for granted. 80% of our business comes from those who already know us and/or who have worked with us. Referral from their friends, family and co-workers to our agents are very important to us and appreciate them tremendously. Central Texas isn't just where we do business, it's our home and our community. By way of giving back, Sphere Realty and its agents, has made thousands of dollars in donations to local charities since 2013.

¡Se Habla Espanol!

MEET THE AGENTS



Principle / Broker
Thomas Slowbe
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Agent
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Principle / Broker Associate
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Agent
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Agent
Maddy Cummings
512-630-4510
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Sphere of Love ★★★★★ Client Reviews

"I want to take this opportunity to praise and highly recommend Ashley, Tom and all the Sphere Realty Staff. They helped me sell my Georgetown home quickly and at a great price. Ashley and Tom impressed me with their excellent service and professionalism. They were always very patient and responsive to my questions. I also took advantage of their talents to purchase my dream home in Jarrell that has a rental property associated with it. Ashley was outstanding in maintaining my interests in the purchase of my new home and she and Tom proved to have invaluable expertise in appraisal and closing matters. The rental property allowed me to take advantage of Sphere Realty's property management services. Again, they are doing a wonderful job of handling all aspects of the rental unit — ensuring great, qualified renters; providing rental property maintenance when needed; and handling the administrative paperwork. They have taken away all the worries of landlord responsibilities. I feel fortunate to have found Sphere Realty to help me with my real estate needs which didn't stop when the paperwork was finished. They protect my interests in all things and I recommend them with total confidence.

— Tom Seale



MEET THE AGENTS



Agent
Shelby Jo Hoard
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Agent
Kami Maddox
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Agent
Anne Marie White
512-202-9008
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Sphere of Love
Client Reviews



We moved from out of state, working mainly through emails. And Meg Bernstein went above and beyond working with us and even came into the office at 9:30PM to set us up and give us the keys to our rental. To my family and me that was over the top and made a long trip that much more. Highly recommend Meg and the team at Sphere!





Our PROCESS



1

Meeting Our Clients

We specialize in listing services for home sellers. Our team of experienced agents will work with you to create a customized marketing plan to showcase your property to potential buyers. Selling a home can be a daunting task, but with the right approach, Sphere Realty can make it a smooth and successful process. We use the latest technology and tools to ensure maximum exposure for your home, including photography, virtual tours for out of state buyers, and online listings on all major real estate websites. Our goal is to help you sell your home quickly and for the best possible price.



2

Evaluating the Property

As your local Agent, it's important to evaluate the home before listing it on the market. We start by assessing the property's location, size, and condition to determine its value. Take note of any repairs or updates that may need to be made, as well as any unique features or selling points. Then our Agents consider the current market conditions and competition in the area to determine an appropriate listing price. By conducting a thorough evaluation, you can help ensure that your home is priced competitively and ready to sell.



3

Finding the perfect match

Once your property is listed, you can expect a steady stream of potential buyers to express interest in viewing it. Your real estate agent may schedule open houses or private showings, and you should be prepared to keep your home in showcase condition for these events. You may receive offers from interested buyers, and your agent will work with you to negotiate the best possible deal. Once a buyer is found and all contingencies are met, you will close the sale and transfer ownership of the property. Throughout the process, your agent will be there to guide you and answer any questions you may have.

¡Se Habla Espanol!



DRESS TO IMPRESS

Curd Appeal Tips

As simple as it sounds, making your home look good in the exterior will improve your chances of selling.

- Pressure clean the roof, windows, and driveways.
- Add fresh flowers to the front of the home.
- Keep the landscaping maintained.
- Upgrade lighting fixtures.
- Paint the exterior of the home.
- Add a welcome mat.

GETTING YOUR HOME READY

Step One

The interior of the home is as important to get ready as the exterior. Follow the steps below to ensure your home is ready to be photographed and be shown to potential buyers.

- Declutter: Imagine a model home, it is minimalistic, remove loose papers, toys, dishes from the sink, and clutter in general
- Depersonalize: Remove personal pictures, magnets from the refrigerator, etc.
- Deep Clean: Buyers will open every cabinet and closet in your home, making sure everything is clean and tidy.

GETTING YOUR HOME READY *Step Two*



Other small things you can do to get your home ready to show:

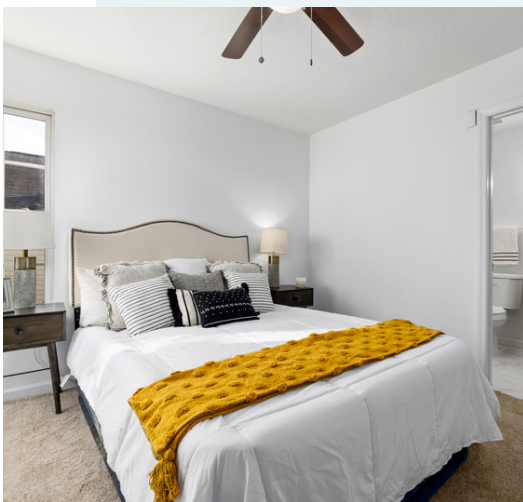
- Touch up paint where needed.
- Replace burnt-out lights.
- Wipe down your baseboards.

"A clean home can be a place of rest and refreshment from the outside world"



Before the open house or showing:

- Turn on all the lights.
- Open all the windows.
- Make Beds.
- Fluff pillows.
- Put away dishes.
- Close toilet lids.
- Clean bathrooms.
- Clean bathroom mirrors and glass doors.
- Turn on a candle.



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PRICING YOUR HOME



When selling your home, price is one of the most important aspects of the entire process. If the property is priced too low, you could lose money. If the property is priced too high, it can take a long time to sell or not sell at all.

Multiple aspects determine the price of a home including:

- ☐ Location and Neighborhood
- ☐ Comparable properties that recently sold in the area
- ☐ Size and Age of the home
- ☐ Condition and Upgrades

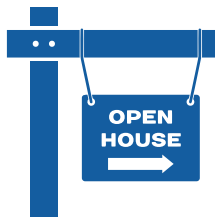


Listing on the MLS

Images and information about your home will be posted in the MLS. Other real estate agents use the MLS to find homes for their buyers.

Marketing

Images and information about your home will be posted in the MLS. Other real estate agents use the MLS to find homes for their buyers.



Open House

An open house is a great way to attract buyers to your home. It will be scheduled a few weeks in advance to make sure enough marketing is done for it.



"It was a rough start, and it is still a rough going, trying to deal with life's complexities and curveballs. It can be absolutely disheartening. Shelby is a beast and beacon of light shining thru in one aspect, which is my need to relocate and find a place to call home for my kids and myself. Not only does she believe in herself; she believes in her client. She is kind, observant, intelligent, intuitive, a fighter, and an advocate. Really blessed to have her in my corner for my relocation."

– Christel Reilly





THINGS TO KEEP TO IN MIND



Photoshoot

Pictures are a must in the real estate market. These images are what the buyers will see first about your home. It is the first step to getting a great turnout on your home.

Put up a For Sale Sign

A For Sale sign will be added to your front line. This will have your Realtor's information displayed.



Showings

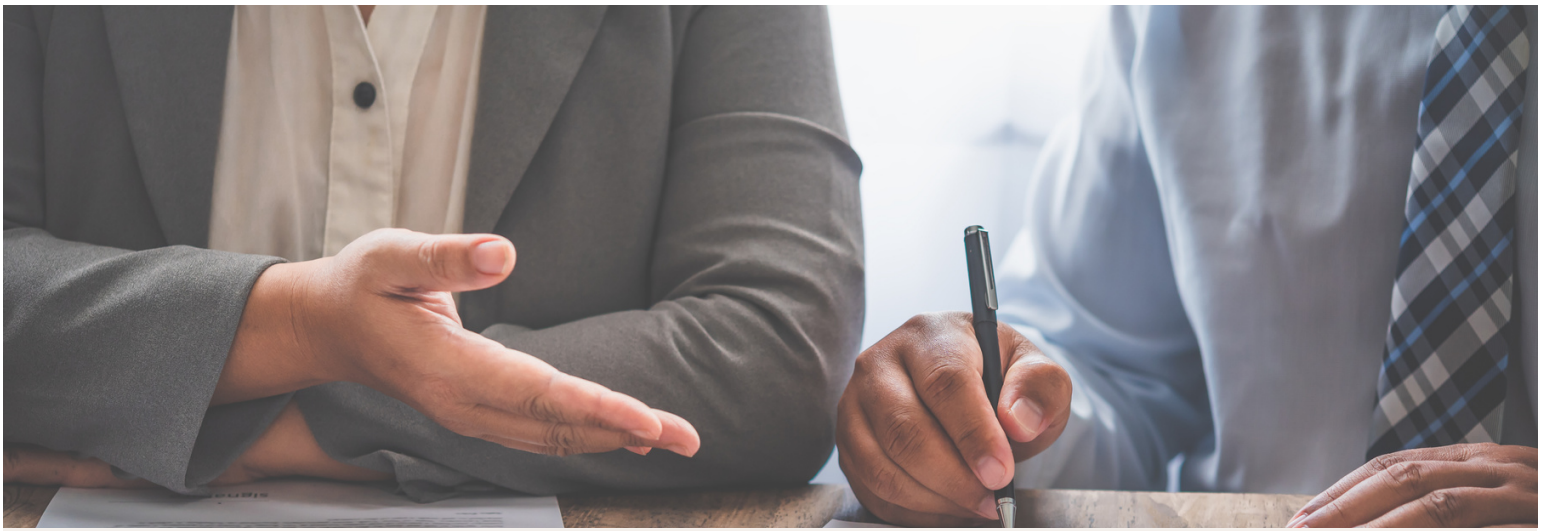
A lockbox will be added to your front door. It is recommended that you not be in the home when an open house or showing is happening, this way the agent has access to the property.

Sphere of Love ★★★★★
Client Reviews

"Ashley and Tom Slowbe with Sphere Realty are phenomenal Agents. Ashley is extremely professional and knowledgeable, she went above and beyond the call of duty to help sell our home expediently! I would highly recommend Sphere Realty and owe them a big "Thank you" for a job well done! I look forward in doing all my future business with Ashley."

-Cherylene Spirey

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NEGOTIATING TIME

Reviewing the Offer

It is your agent's responsibility to show you all the offers received. With that being said accepting the highest offer is not always the way to go. Here are some offer variations you might receive:

CASH OFFER

It is called a cash offer when the buyer has the fund in the bank ready for the purchase. This means they do not have to get a loan approved for the transaction which also means you can close a lot faster at the time of selling the home. As a seller, if you are in a hurry to sell your home this is the way to go.

CONTINGENCIES

Contingency clauses state that something has to be met to move forward with the sale. If not met, the buyer can back out of the deal. These clauses could be about the appraisal, financing, inspection, or the sale of another home.

DEPOSIT ON ESCROW

A high deposit means the buyer is very serious about buying your home.



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BEFORE CLOSING



INSPECTION

This inspection is completed to see what the state of the home is and if any changes need to be made or if the buyer wants to back out of the deal.



APPRAISAL

In the case a buyer is getting a loan to purchase the home, an appraisal is required by the bank. Size, age, upgrades, location, and value of other homes in the area are aspects that will determine the appraisal value of your home.



FINAL WALK-THROUGH

Right before closing documents are signed, the buyer will complete a final walk-through of the home. This is completed to ensure no unexpected changes were made or that no damages have occurred to the property since the last time they saw it.



"Miguel Burden was extremely helpful and patient with taking me through the process of purchasing my first home. If you've bought a home before you know how important it is that all of your ducks are in a row, and just how stressful it can be. He made sure to answer, or find the answers, to all of my questions and put forth an offer that was appetizing to the seller while also benefiting my needs."

-Alysia Santos

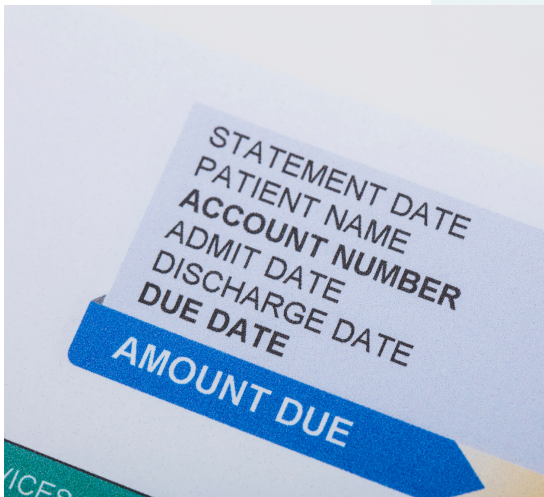
TIME TO CLOSE



Seller expenses you may have:

- Home Warranty
- Title insurance policy
- Remaining mortgage payment
- Property taxes (split with the buyer)
- Unpaid assessments
- Real estate commission

RECURRING EXPENSES UNTIL CLOSING



Remember to keep making payments:

- Make mortgage payments on time.
- Paying your HOA dues.
- Keep the lights and water on.
- Maintain your landscaping.

Sphere of Love ★★★★★
Client Reviews

"Meagan Bernstein was my real estate agent. I was a first time home seller and was almost as nervous selling as I was buying. Meagan was so kind, friendly and professional she made the process of selling my house worry free and provided services for whatever I needed to successfully sell my house. I highly recommend Meagan and Sphere Realty whether you are selling or buying a new home. Thank you Meagan and Sphere Realty!"

-Preston Fruge





"As a first time home seller, we couldn't have asked for a better realtor to list with, than Cilicia Bickhem. She was friendly, professional and knowledgeable about the Jarrell Housing market. She made our experience stress free and went above and beyond to ensure that all protections were in place for us, as the seller."

-Tonya Sulak



"We worked with Marissa as first-time homebuyers to purchase our house in Hutto. Marissa is very knowledgeable and went above and beyond to ensure that our needs were met and our many questions were answered. She continued checking in with us for months after our closing date. Marissa knows her stuff and we highly recommend working with her to buy or sell!"

-Katherine Smith



"Last year, I entered into a real estate contract with Tom Slowbe with the intent of selling 31 acres in Cedar Hill Texas. I have worked with realtors before but I have never seen a land realtor with the knowledge, determination, and project skills to execute an actual project to assure the highest return on a property. He first outlines the approach that he thinks should be taken with your property and then sets deadlines to achieve each goal using his negotiating skills with stakeholders including the city, developers, banks, engineers and builders to assure the best price for the land as well as a legacy of responsible development. I would recommend Tom Slowbe to a friend without hesitation.

- William Burton Fears, M.D., F.A.C.E.



"I've never had a better experience trying to find a rental home. Maddy was just AMAZING! I can't express how awesome she was to work with."

-Jami Fortson

WWW.SPHERE-REALTY.COM



CALL or TEXT

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