

SELLER CONSULTATION

Guide

**JEFF AND BETSY
BURNHAM**

LICENSED REAL ESTATE AGENTS



Hamilton-Franklin Realty LLC
1136 NE Pine Island Rd #49 Cape Coral, FL 33909
Broker Paul Joseph Faragoi

Welcome!

We understand that selling your home is a significant milestone, filled with a mix of emotions: the excitement of new opportunities, the anticipation of moving to a new place, and perhaps some uncertainty about the selling process.

That's why we've created this comprehensive Seller's Consultation just for you! Our goal is to make this intricate process as smooth and transparent as possible, ensuring your home-selling journey is successful, efficient, and stress-free.

For us, it's not just about closing a deal; it's about helping you move forward to your next chapter with confidence and peace of mind.

JEFF AND BETSY BURNHAM

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Meet Our Team

Selling a home can be daunting, but not with our expert team!

We're here to provide a smooth, stress-free experience, backed by our deep knowledge and dedication. Let's introduce you to our remarkable team!

Betsy Burnham



I'm a passionate licensed real estate agent. dedicated to helping clients find the right strategy to sell their homes. and get them to their next destination or adventure in life. With extensive market knowledge and exceptional customer service, I guide clients through the selling process with honesty and transparency and great communication.

Jeff Burnham



I'm a dedicated licensed real estate agent helping clients sell their homes. With my diverse background in the construction, permitting and inspection knowledge, I can guide clients through appraisals and inspection repair requests. I guide clients with excellent customer service, honesty, transparency, and excellent communication.

Leigh Anne Southard



As a licensed real estate agent and transaction coordinator, I provide essential administrative support to ensure smooth transactions. With attention to detail and a focus on efficiency, I help ensure a successful closing.

What to Expect?



Initial
Consultation and
Goal Setting



Regular Updates
&
Feedback



Accessibility
&
Responsiveness



Honest and
Transparent
Communication



Negotiation and
Closing
Management



Full Support for
Your Real Estate
Goals

As we mentioned, we will do our best to meet your expectations from us. You can count on us for regular updates, honest and transparent communication, and full support throughout the home selling process!

LET'S WORK TOGETHER!



Let's stay connected!

What We Offer?

Our Commitment to Excellence

AT Hamilton-Franklin Realty, we are devoted to delivering exceptional real estate services. Our team is comprised of experienced, dedicated professionals who understand the value of your home. We strive for excellence in every transaction, ensuring a smooth and successful experience for every client.

Tailored Client Experiences

We believe every client is unique, with individual needs and dreams. Hamilton-Franklin Realty prides itself on crafting personalized strategies for buyers and sellers alike. From the first consultation to the final closing, our approach is tailored to fit your specific circumstances, ensuring that your real estate goals are met with the utmost satisfaction.

Innovative Marketing and Technology

Staying ahead of the curve is paramount in real estate. Hamilton-Franklin Realty invests in the latest marketing techniques and technology to ensure that your property stands out in the marketplace. From stunning virtual tours to targeted social media campaigns, we utilize every tool available to attract the right buyers and sellers, making every listing shine.

Local Expertise, Global Connections

Our roots are deeply embedded in the community we serve, offering unparalleled insight into local market trends and opportunities. However, our reach goes beyond the local sphere. Hamilton-Franklin Realty has established a robust network of global connections, ensuring that your property gains exposure on an international scale and that relocation is a seamless process.

Transparency - Commitment to You

At Hamilton-Franklin Realty, we are committed to providing complete transparency and open communication throughout the home selling process. Our goal is to ensure you are fully informed, confident, and supported every step of the way as we work together to sell your home.

01

CLEAR AND OPEN COMMUNICATION

We represent your best interests and are dedicated to helping you find and purchase your ideal home.

02

PROFESSIONAL GUIDANCE

We offer expert advice, market insights, and negotiation skills to ensure a successful and profitable sale.

03

TRANSPARENT COMPENSATION

We clearly outline our compensation structure upfront, so you know exactly how we get paid.

04

COMMISSION SCENARIOS

We explain all potential commission scenarios, ensuring you understand how each situation might affect you.

05

FREQUENT UPDATES

We keep you informed at every stage of the process, providing regular updates and clear explanations of any developments.

06

ACCESSIBLE INFORMATION

All relevant documents, agreements, and reports are shared with you promptly, ensuring you have access to all necessary information.

07

NO HIDDEN FEES

We clearly outline our compensation structure upfront, so you know exactly how we get paid.

TRANSPARENT COMPENSATION

UNDERSTANDING HOW YOUR AGENT IS COMPENSATED

We believe in complete transparency regarding our compensation. It's important that you understand how we are compensated for the services we provide and that there are no hidden fees involved.

ALL COMMISSIONS ARE COMPLETELY NEGOTIABLE AND THERE ARE NO SET COMMISSION AMOUNTS. WE OFFER A WIDE VARIETY OF SERVICE LEVELS TO CHOOSE FROM. IF YOU DON'T SEE WHAT FITS YOUR NEEDS, WE CAN MAKE A CUSTOM SERVICE PLAN FOR YOUR UNIQUE SITUATION.

HOW WE GET PAID?

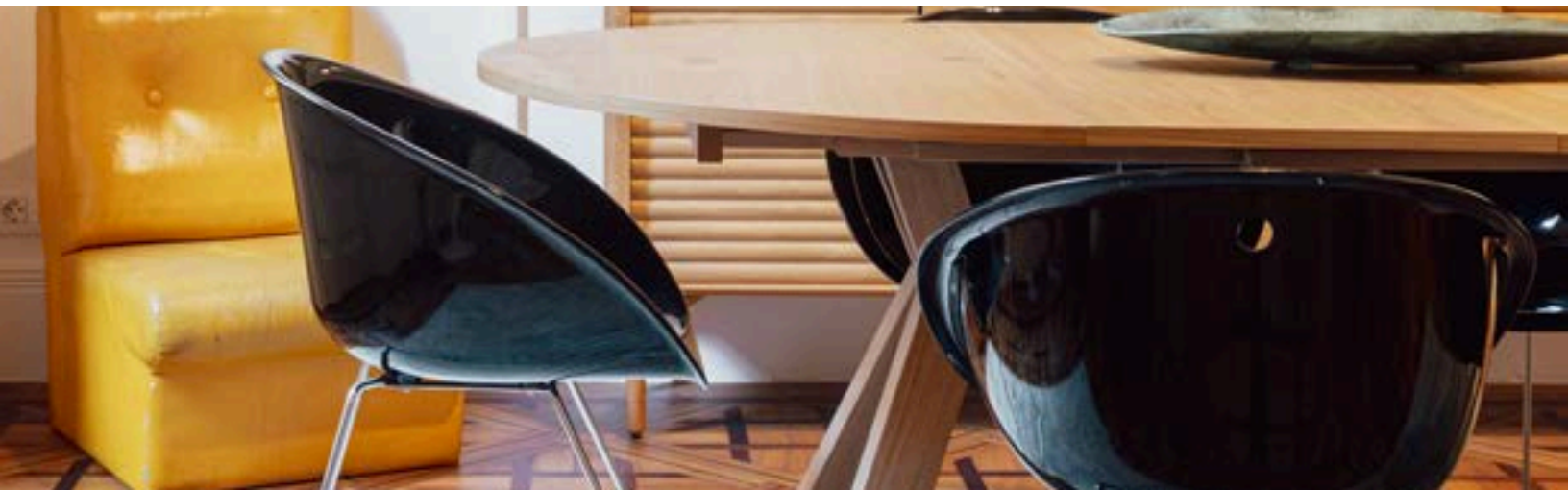
Commission-Based Compensation: As your seller's agent, we earn a commission based on the final sale price of your home. This commission is typically split between the listing agent (us) and the buyer's agent.

Value of Our Services: Our commission covers a wide range of services, including marketing your home, negotiating with buyers, and managing the entire sales process from listing to closing.

ENSURING TRANSPARENCY

Upfront Disclosure: We provide a clear and detailed explanation of our commission structure from the beginning. You'll know exactly how we are paid before we start working together.

No Hidden Fees: We are committed to transparency, and there are no hidden fees or unexpected charges. All potential costs are disclosed upfront, ensuring you have a complete understanding of your financial commitments.



COMPENSATION SCENARIOS

DIFFERENT SCENARIOS AND THEIR IMPACT ON YOU

It's essential to understand the various compensation scenarios that might arise during the sale of your home and how they could affect you:

FULL COMMISSION TO BOTH AGENTS

Standard Practice: In most real estate transactions, the seller pays the full commission, which is typically split between the listing agent and the buyer's agent.

Impact on You: The commission is usually a percentage of the final sale price, and it is deducted from the proceeds at closing. This ensures both agents are compensated for their services.

ADJUSTING COMMISSION FOR MARKET CONDITIONS

Scenario: Depending on market conditions, it may be beneficial to adjust the commission to attract more buyer agents and increase interest in your property.

HOW WE HANDLE IT?

Negotiation: We may negotiate different commission rates to remain competitive and attract more potential buyers.

Incentives: Offering competitive commissions can sometimes result in a faster sale or higher sale price.

Impact on You: While adjusting the commission can be an added cost, it can also lead to a more favorable outcome by increasing the number of interested buyers and offers.



SELLER CONTRIBUTING TO BUYER'S AGENT COMMISSION

Scenario: In some markets, it might be advantageous to offer a higher commission to the buyer's agent to incentivize showings and interest.

HOW WE HANDLE IT?

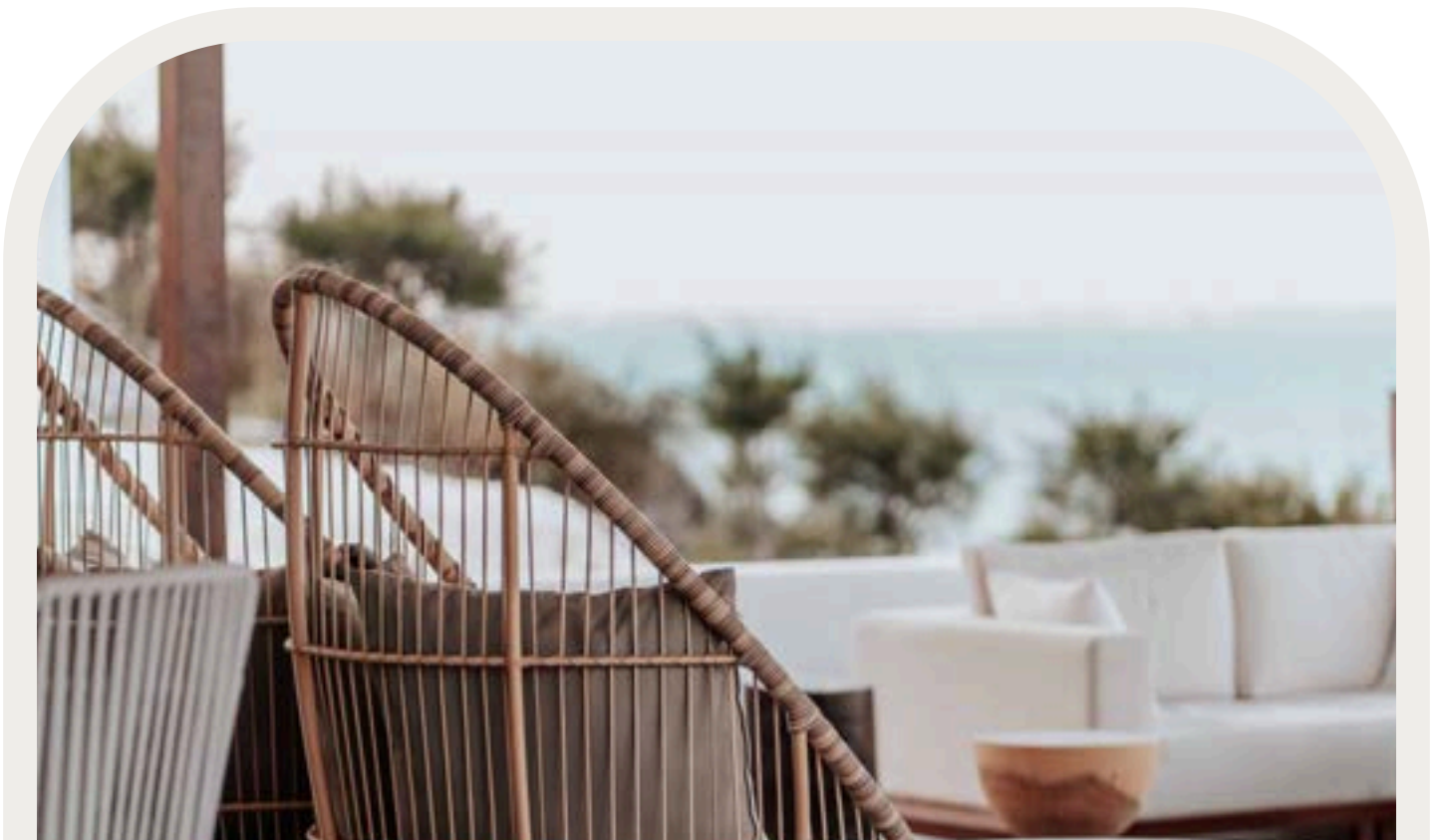
Strategic Offering: We will discuss the potential benefits and drawbacks of offering a higher commission to the buyer's agent.

Cost-Benefit Analysis: We provide a detailed analysis to help you understand how this strategy might affect the sale of your home.

Impact on You: Offering a higher commission can make your property more attractive to buyer agents, potentially leading to a quicker sale or higher offers, balancing out the additional cost.

WHY REPRESENTATION MATTERS?

Ensuring you have professional representation is crucial. Our role is to protect your interests, provide expert advice, and negotiate the best possible terms. Our compensation reflects the comprehensive services we offer to achieve the best outcome for your sale.



LISTING AGREEMENT

As your seller's agents, it is essential to provide a comprehensive explanation of the listing agreement to ensure you fully understand its terms and implications. Here's what the listing agreement includes:

LISTING PRICE AND TERMS

Setting the Right Price: We will collaborate to determine a competitive listing price based on a detailed market analysis, considering recent sales, market trends, and the unique features of your property.

Terms of Sale: Outline the terms under which you agree to sell your property, including any conditions or contingencies.

DURATION OF THE AGREEMENT

Time Frame: Specifies the length of time the agreement is in effect, usually ranging from a few months to a year. This ensures that both parties are committed to the selling process within this period.

COMMISSION STRUCTURE

Agent's Commission: Clearly defines the commission rate agreed upon, typically a percentage of the final sale price. This commission is split between the listing agent and the buyer's agent.

Payment Terms: Specifies when and how the commission will be paid, usually at closing.

LEGAL RESPONSIBILITIES

Disclosure Requirements: Outline your obligation to disclose any known issues or defects with the property.

Compliance: Ensures that all aspects of the sale comply with local, state, and federal laws and regulations.



7 STEPS TO SELLING PROCESS



1

INITIAL CONSULTATION

Meet with your real estate agent to discuss your goals, timeline, and the current market conditions.

2

PRICING YOUR HOME

Conduct a Comparative Market Analysis (CMA) to determine a competitive and accurate listing price.

3

PREPARING YOUR HOME FOR SALE

Declutter, clean, and make necessary repairs. Consider staging your home to highlight its best features and appeal to potential buyers.

4

MARKETING YOUR HOME

Create an attractive listing with high-quality photos and a compelling description. Utilize online and offline marketing strategies to reach a broad audience.

5

SHOWINGS AND OPEN HOUSES

Schedule and conduct open houses and private showings. Ensure your home is clean and presentable for all viewings.

6

RECEIVING & NEGOTIATING OFFERS

Review and compare offers, considering all terms and conditions. Work with your agent to negotiate the best possible deal, balancing price and contingencies.

7

CLOSING THE DEAL

Finalize the sale by signing the necessary documents, completing any agreed-upon repairs, and coordinating the closing date.

Real Estate Terms

APPRAISAL

An evaluation of a property's value conducted by a licensed appraiser, typically commissioned for the benefit of the lender to ensure the property's market value meets or exceeds the loan amount.

BROKER

An individual who has completed additional education beyond the agent level as mandated by state laws and has passed a broker's licensing examination.

BUYER'S AGENT

A real estate agent who represents the interests of the buyer in a real estate transaction.

CLOSING

The final step in completing a real estate transaction. The closing date, set during the negotiation phase, occurs several weeks after the offer is formally accepted.

CLOSING COSTS

Fees incurred at the closing of a real estate transaction. At the closing, the title to the property is officially transferred to the buyer.

DISCLOSURE

A statement by a seller or a broker regarding the property's known defects.

COMMISSION

The fee paid to real estate professionals for their services, usually calculated as a percentage of the property's selling price.

MARKET ANALYSIS

A report comparing sales of similar homes in the area to help establish a reasonable asking price for a property.

CONTINGENCY

A provision in a real estate contract that must be met for the contract to become legally binding.

COUNTEROFFER

A new offer made in response to a previous offer, containing modified terms based on negotiations.

DEED

A legal document that represents proof of ownership and grants the holder specific rights to real estate property.

HOME INSPECTION

An examination of a property's condition, typically conducted by a professional home inspector.

Real Estate Terms

EMD

A deposit made by the buyer towards the down payment as a sign of good faith when the purchase agreement is signed.

EQUITY

The portion of the home's value that the homeowner "owns" outright. It is calculated as the current market value of the home minus the outstanding mortgage balance.

ESCROW

A third-party service, often required in the home-selling process, that holds and disburses funds to facilitate the closing of a home.

FAIR MARKET VALUE

The estimated price at which a property would likely sell in a transaction where both buyer and seller are knowledgeable and willing parties.

MULTIPLE LISTING SERVICE

A tool that real estate brokers use to establish contractual offers of compensation and to compile and share property data with other brokers.

OFFER

The price that a buyer proposes they are willing to pay for a property.

HOME WARRANTY

A policy that covers the cost of repairing or maintaining household systems or appliances.

LISTING

A property that is on the market for sale. The term "listing" also refers to the agreement between the home seller and the real estate agent tasked with marketing the property.

MORTGAGE

A loan used to finance the purchase of a home, with the property itself serving as collateral for the loan.

FOR SALE BY OWNER

A property that is being sold directly by the owner without the representation of a real estate agent.

STAGING

The act of preparing and showcasing a residential or commercial property for sale.

TITLE INSURANCE

An insurance policy that protects the holder from financial loss resulting from defects in the title to a property.

Seller Responsibilities



What is Expected from the Seller

As a seller, you are expected to maintain open communication with your real estate agent and promptly provide any requested documents or information. It's important to keep your home clean and accessible for showings and inspections.

Tips for Being a Proactive and Informed Seller

Stay informed about the market and your home's value by regularly consulting with your agent. Be proactive by addressing any maintenance or repair issues before listing your home to avoid potential delays. Keep your home in show-ready condition and be flexible with showing times to accommodate potential buyers.

LET'S SELL YOUR HOME!

Introduction to Home Selling

Welcome to Your Home Selling Journey!

Selling your home is a significant decision and can be a complex process. It's essential to understand the various steps involved to ensure a successful sale. This guide will walk you through each phase, providing the information and resources you need.

➤ Importance of Understanding the Home Selling Process

Understanding the home selling process is crucial for achieving your goals efficiently and effectively.

Knowledge of the process helps you make informed decisions, avoid common pitfalls, and navigate each step with confidence. It also ensures you are prepared for each phase, from listing to closing.

➤ How an Agent Can Help Simplify and Streamline the Process?

An experienced real estate agent can simplify and streamline the home selling process. They provide expert guidance, handle negotiations, and manage the paperwork, ensuring everything is done correctly and on time.

With their support, you can focus on your next move while they take care of the details.



Understanding the Market

➤ Current Market Trends and Conditions

The real estate market is dynamic and constantly changing. Understanding current market trends, such as inventory levels, price trends, and buyer demand, is crucial.

➤ How the Market Affects Selling Decisions

Market conditions significantly impact your selling decisions. In a seller's market, with high demand and low inventory, you can often sell quickly and at a higher price.

Conversely, in a buyer's market, with more homes available than buyers, you may need to price competitively and be prepared for longer listing times.

➤ Timing Your Home Sale

Timing your home sale can greatly influence the outcome. Factors like the time of year, economic conditions, and local market cycles play a role in the best time to list your home.

We'll evaluate these elements to choose the most advantageous time to sell, ensuring you get the best possible price and terms.



Pricing Your Home

➤ Importance of Accurate Pricing

Accurate pricing is crucial for attracting potential buyers and ensuring a successful sale. Pricing your home too high can lead to it sitting on the market too long, while pricing it too low may result in a loss of value.



➤ Factors Influencing Home Value

Several factors influence your home's value, including location, condition, size, and recent sales of similar properties in the area. Market conditions, such as the current supply and demand, also play a significant role.

➤ Comparative Market Analysis (CMA) Explained

A Comparative Market Analysis (CMA) is a tool used to evaluate your home's value based on recent sales of similar properties in your area. The CMA provides a detailed look at comparable homes, including their sale prices, time on the market etc.



Preparing Your Home for Sale

Steps to Prepare Your Home

Preparing your home for sale involves making it as appealing as possible to potential buyers.

Start by addressing any necessary repairs and improvements, ensuring everything is in good working order. Next, focus on enhancing curb appeal by maintaining the exterior and landscaping.

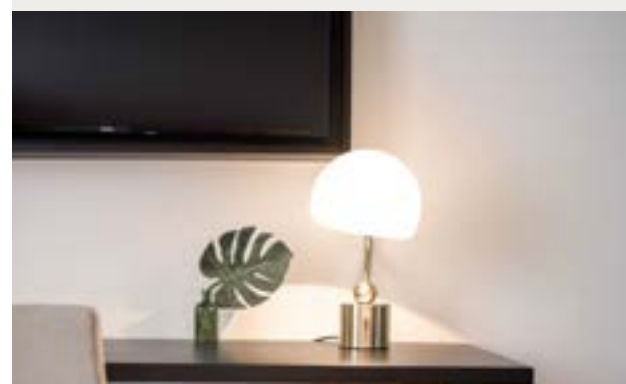
Decluttering, Cleaning & Repairs

Decluttering is essential to make your home feel more spacious and welcoming. Remove personal items and excess furniture to create a clean, open environment. Deep clean every room, paying special attention to kitchens and bathrooms.

Home Staging Tips and Benefits

Home staging involves arranging furniture and decor to showcase your home's best features. Use neutral colors and minimal decor to allow buyers to envision themselves living in the space.

Staging can significantly increase a home's appeal, often leading to faster sales and higher offers.



Marketing Your Home

OVERVIEW OF THE MARKETING PLAN

A comprehensive marketing plan is essential to attract potential buyers and achieve a successful sale. Our strategy includes a mix of online and offline marketing efforts designed to maximize your home's exposure.

ONLINE AND OFFLINE MARKETING STRATEGIES

Our online marketing strategies include listing your home on major real estate websites, leveraging social media platforms, and utilizing email campaigns to reach a broad audience. Offline strategies involve traditional methods like open houses, print advertising, and direct mail campaigns.

PROFESSIONAL PHOTOGRAPHY AND VIRTUAL TOURS

High-quality professional photography is crucial for making a strong first impression. We'll hire skilled photographers to capture your home in the best light, highlighting its key features.



Listing Your Home

Creating an Attractive Listing

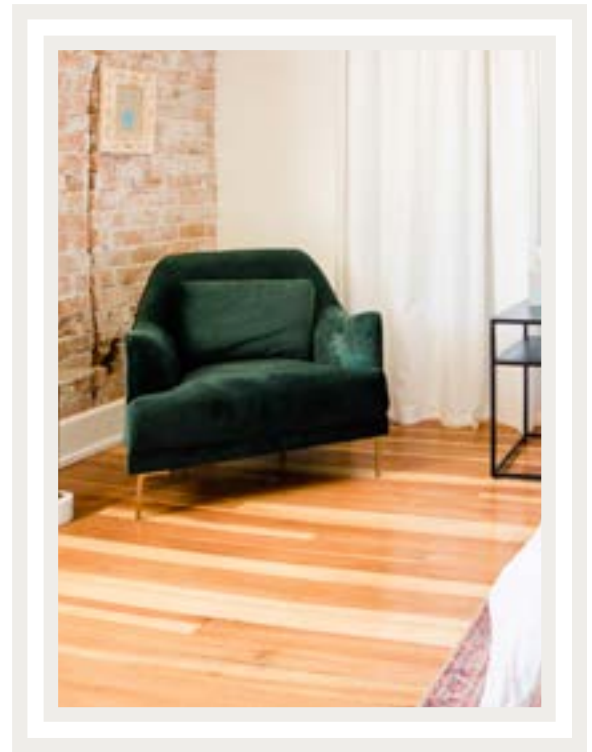
Creating an attractive listing is essential to catch the eye of potential buyers. A well-crafted listing should highlight your home's best features, be visually appealing, and provide all the necessary information.

What to Include in the Listing Description

The listing description should include key details about your home, such as the number of bedrooms and bathrooms, square footage, and any recent upgrades or unique features. Highlight the benefits of the location, such as nearby schools, parks, and amenities.

Importance of High-Quality Photos and Videos

High-quality photos and videos are crucial for making a strong first impression. Professional photography can showcase your home's best angles and features, while videos and virtual tours provide a comprehensive view of the property.



Open Houses and Showings

Preparing for Open Houses and Showings

Preparing for open houses and showings involves making your home as presentable and welcoming as possible.

Ensure that the house is clean and clutter-free, and address any minor repairs or maintenance issues.

Tips for Making a Good Impression

First impressions are crucial, so focus on curb appeal by tidying up the yard and ensuring the exterior looks inviting.

Inside, depersonalize the space to help potential buyers envision themselves living there. Highlight key features, keep the decor neutral, and make sure the home smells fresh and clean.

Safety and Security Considerations

During open houses and showings, safety and security are important. Secure valuables and personal items, and make sure all entry points are locked after the showing.

Consider using a lockbox for easy access by real estate agents. Inform your agent of any specific security concerns.



Receiving Offers

Reviewing and Comparing Offers

When you receive offers on your home, it's important to review and compare them carefully. Look beyond the offer price to consider other factors such as the buyer's financing, contingencies, and proposed closing date.

Understanding Offer Terms and Conditions

Understanding the terms and conditions of each offer is crucial. This includes the purchase price, down payment, contingencies (such as inspection or financing), and any requests for concessions or repairs.

Strategies for Negotiating Offers

Negotiating offers involves balancing your goals with the buyer's expectations. We'll develop strategies to counter offers, aiming to maximize your sale price while accommodating reasonable requests from buyers.

Effective negotiation can include adjusting the price, altering contingencies, or proposing different closing dates.



Negotiations

Tips for Successful Negotiations

Successful negotiations require a balance of firmness and flexibility. Be clear about your priorities and bottom line, but also be willing to compromise on less critical points.

Stay calm and patient, listening carefully to the buyer's concerns and responding thoughtfully.

Common Negotiation Scenarios

Common negotiation scenarios include counteroffers on the sale price, requests for repairs or credits after a home inspection, and adjustments to the closing date.

Buyers may also ask for certain appliances or furniture to be included in the sale.

Role of the Agent in Negotiations

As your agent, my role in negotiations is to represent your interests and secure the best possible terms.

I'll provide expert advice, handle communication with the buyer's agent, and present your counteroffers.

My experience and knowledge of the market allow me to negotiate effectively on your behalf, ensuring a favorable outcome while minimizing stress and conflict for you.



Accepting an Offer



Steps to Take After Accepting an Offer

Once you accept an offer, the next steps involve formalizing the agreement and moving towards closing. We'll sign the purchase agreement, which outlines the terms and conditions of the sale.

Then, the buyer will typically provide an earnest money deposit, which is held in escrow. .

Overview of the Closing Process

The closing process involves several key steps to transfer ownership of the property to the buyer. This includes conducting a title search, finalizing the buyer's financing, and preparing closing documents.

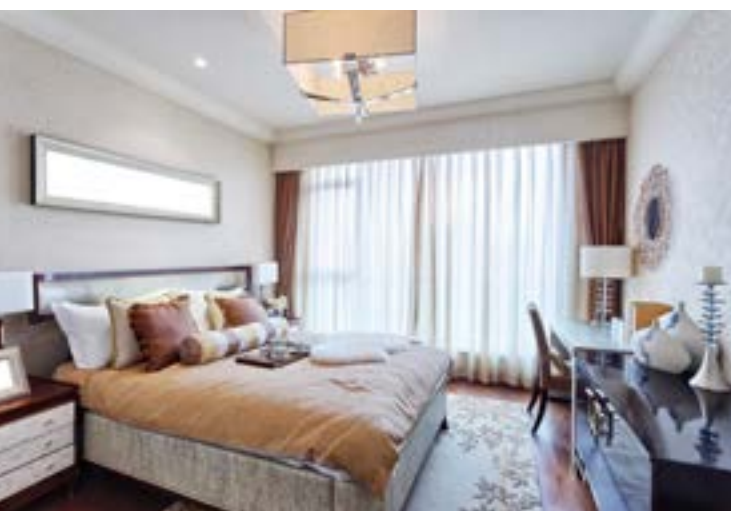
We'll schedule a closing date, during which both parties will sign the final paperwork, and funds will be transferred.



Preparing for Inspections and Appraisals

Preparing for inspections and appraisals is crucial to ensure a smooth closing process. For the home inspection, make sure the property is clean and accessible, and address any minor repairs beforehand.

During the appraisal, the appraiser will assess the home's value based on its condition and comparable sales in the area.



Home Inspections and Appraisals

Importance of Home Inspections

Home inspections are a critical part of the selling process. They provide an in-depth look at the condition of your property, identifying any potential issues that may need to be addressed. Being proactive and conducting a pre-listing inspection can help you make necessary repairs in advance, improving your home's marketability and reducing the likelihood of surprises during the buyer's inspection.

Common Issues Found in Inspections

Common issues that inspections might uncover include roof damage, plumbing problems, electrical issues, and foundation cracks. Other areas of concern could be HVAC system inefficiencies, pest infestations, or mold. Addressing these issues before listing your home can make it more appealing to buyers and help facilitate a smoother transaction.

Role of Appraisals in the Selling Process

Appraisals are essential for determining the fair market value of your home. The appraiser will evaluate your property's condition, size, location, and recent sales of comparable homes in the area. A favorable appraisal ensures that the buyer's lender will approve the necessary financing. Preparing your home by providing documentation of upgrades and keeping it well-maintained can positively influence the appraisal value.



Closing the Deal

Final Steps Before Closing

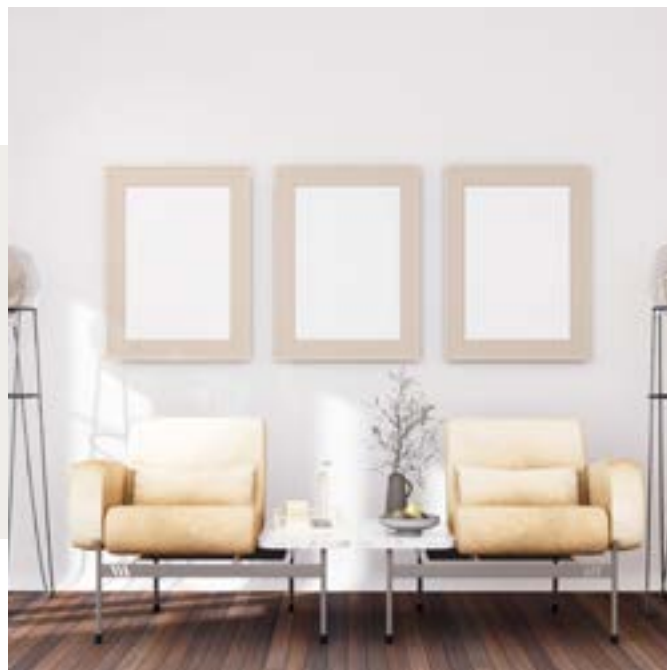
As we approach the closing date, several final steps need to be completed to ensure a smooth transaction. This includes a final walkthrough by the buyer to confirm the property's condition, resolving any remaining contingencies, and ensuring all agreed-upon repairs are completed..

Required Documentation and Procedures

Closing requires a variety of documents and procedures to be finalized. You'll need to provide the deed, transfer tax declarations, and any warranties or service records for the home. Both parties will sign the closing documents, including the settlement statement, which details the funds distribution.

Closing Costs and How to Prepare for Them

Closing costs for sellers typically include agent commissions, title insurance, transfer taxes, and prorated property taxes. These costs can range from 2% to 5% of the sale price. We'll provide a detailed breakdown of your closing costs in advance, so you can be fully prepared for the final financial commitments.



Moving Out



Planning Your Move

Planning your move involves organizing and scheduling the logistics well in advance. Start by creating a moving checklist to keep track of tasks and deadlines. Arrange for professional movers or rent a moving truck, and gather packing supplies. Begin packing non-essential items early, and label boxes clearly to make unpacking easier.

Tips for a Smooth Transition

To ensure a smooth transition, declutter your home and donate or sell items you no longer need. Notify utilities and service providers of your move, and arrange for services to be transferred or disconnected on your moving date. Keep important documents and valuables with you rather than packing them away.

Coordinating the Move with the Closing Date

Coordinating your move with the closing date requires careful timing. Aim to have your move-out date align closely with the closing date to avoid overlapping expenses and ensure a seamless handover to the new owner. Communicate with your buyer and their agent to confirm dates and times, and be prepared to be flexible if any last-minute changes arise.

Post-Sale Considerations

Settling Into Your New Home

Once the sale is complete, take the time to settle into your new home. Unpack essential items first to make your new space comfortable. Familiarize yourself with the neighborhood, and introduce yourself to new neighbors.

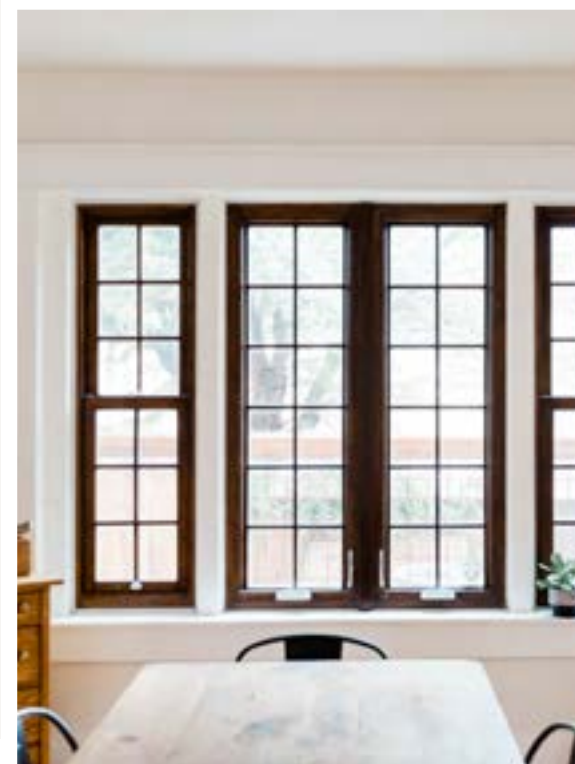
Transferring Utilities and Services

Ensure a smooth transition by transferring or setting up utilities and services in your new home. Contact utility providers for electricity, water, gas, internet, and other services to schedule disconnections at your old home and connections at your new address.

Handling Post-Sale Responsibilities

After the sale, you may have a few remaining responsibilities. Make sure to keep copies of all sale documents for tax purposes. If you agreed to any post-sale repairs or conditions, ensure these are completed promptly.

Staying organized and proactive with these tasks will help you fully transition to your new home and close the chapter on your previous one smoothly.



Legal Aspects of Selling

Understanding the Legal Aspects of Property Sale

Selling a property involves several legal considerations to ensure the transaction is valid and binding. This includes understanding and complying with disclosure requirements, which mandate informing the buyer of any known issues with the property.

You'll also need to navigate the contract terms, ensuring all conditions of the sale are clearly outlined and agreed upon. Additionally, ensuring the title is clear of any liens or encumbrances is essential for a smooth transfer of ownership.

Importance of Having Legal Representation

Having legal representation during the sale process is crucial for protecting your interests. A real estate attorney can review and prepare necessary documents, ensuring they comply with state and local laws.

They can also address any legal issues that arise, such as disputes over property boundaries or discrepancies in the title. An attorney provides peace of mind by ensuring all legal aspects of the sale are handled correctly, allowing you to focus on the transition to your next home.



Tax Implications of Selling



Overview of Tax Implications and Benefits

Selling your home can have several tax implications and potential benefits. If you've lived in your home for at least two of the past five years, you may qualify for the capital gains exclusion, allowing you to exclude up to \$250,000 of profit from your taxable income if you're single, or up to \$500,000 if you're married and filing jointly.

How Selling a Home Can Affect Your Finances

The financial impact of selling your home extends beyond the sale price. Capital gains tax may apply if your profit exceeds the exclusion limits, and you'll need to consider any remaining mortgage balance and closing costs. Additionally, selling costs such as real estate agent commissions and home repairs can affect your net proceeds.

THE ABOVE INFORMATION IS NOT TAX OR LEGAL ADVISE PLEASE INQUIRE WITH APPROPERATE PROFESSIONAL

Questions?

Let's Clear Them Up!

What happens if my home doesn't sell within the expected time?

If your home doesn't sell within the expected time frame, we will reassess our strategy. This may involve adjusting the listing price, enhancing marketing efforts, or making improvements to the property.

How do you handle multiple offers on my property?

When multiple offers are received, I will present each offer to you and explain the pros and cons of each. I will help you evaluate the offers based on price, contingencies, and the strength of the buyer's financing.

What happens if the buyer's financing falls through?

If a buyer's financing falls through, we will review backup offers, if any, or re-list your home immediately. I will work quickly to re-market your property and find a new qualified buyer to minimize any disruption.

How are closing costs determined, and what will I need to pay?

Closing costs are determined by various factors, including the sales price, location, and terms of the sale. As a seller, you may need to pay real estate agent commissions, title insurance, and prorated property taxes.

Thank You!

Let's Sell Your Home!

We are committed to making this transition as smooth as possible for you. By providing regular updates, personalized support, and expert advice, my aim is to achieve the best possible home!

Feel free to contact me at any time with questions or concerns. Let's turn your real estate goals into reality!

CALL US TODAY!

LET'S SELL YOUR HOME

As your trusted real estate agent, I am here to provide the expertise and dedication needed to sell your home successfully. Connect with me through my website or social media channels to stay informed and engaged throughout this exciting journey.



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