

SELLING YOUR **HOME** DOESNT HAVE TO BE DIFFICULT

All you need is **the right plan.**

Outlining your objectives

Market analysis review

Define listing launch timeline

Staging consultation

Pre- listing repairs

Professional photography

Video tours online

Launching the market plan

Attracting and qualifying potential buyers

Weekly reports, constant updates & communication

Five Star Review



Taryn did a fantastic job!
She was available whenever we
had questions or needed
anything! We will definitely use
Taryn for any of our future
needs!

- Fluhaty Family

MAXIMUM EXPOSURE = BEST PRICE



Property Showcase



Advertising your listing with
the best of everything.

Showcasing your listing doesn't stop at the photos and brochures. **We also include:**

- Professional property video tour/highlights
- Open house invitations showcasing your property
- Social Media ads
- Staging consultation
- Signage to attract more buyers

Taryn Nemeec

REAL ESTATE

CENTURY 21

Bell Real Estate

What to **EXPECT** during the **PRE-LISTING PROCESS**



Professional Photography

is part of every marketing campaign and ensures your property gets the most attention in print, online and everywhere else it appears.



Video Tour / Highlights

are very important for online exposure. These are featured on our social media pages and other sites giving viewers the full experience of the property.



Pre-Listing Repairs

designed to save you time and net more money from the sale of your home. You will receive a:

- Repair consult
- Information on a Seller's Warranty



Staging

is a great way to add value to your property and show perspective buyers a finished home that feels both elegant and welcoming.



SELL

Your House

1



Meet with Taryn

There's no commitment required on your part for the initial meeting. It will be educational and help you identify your next steps.

2



Establish Price & Strategic Pricing

As difficult as it may be, it's important to review your market analysis & consider your house's price objectively. Your agent will provide a market analysis, which will help you set an asking price.

3



Prepare Your House

View your house through the eyes of the buyer & ask yourself what you'd expect. Your agent will offer some useful suggestions, too.

4



List It For Sale & Showings

When everything is in place, your agent will put your house on the market. It's critical you make it as easy as possible for potential buyers to view your property. Potential buyers may ask to see your house on short notice. It's best if you can accommodate these requests, you never want to miss a potential sale.

5



Offers & Negotiation

If everything goes well, a buyer, and most often the agent that represents them, will present your agent with an offer. Your agent will present the benefits & risks of each offer. You'll have the opportunity to either accept, counter or reject the offer based on its merits.

6



Under Contract

At this point you and the buyers have agreed to all the terms of the offer and both parties have signed the agreement.

7



Final Details

While under contract the buyers will work with their lender to finalize the loan & perform an appraisal. The buyer will also usually perform a physical inspection of the home. They may even ask you to make certain repairs. Your agent will explain all your options regarding the inspection.

8



Closing

This is the transfer of funds & ownership. Depending on when the buyers move into the home you will need to be all packed up and moved out by this date.

Happy Client CLUB

When you want a SOLD sign...

Experience

Matters

1308 BIG SKY STREET
1902 OAK CIRCLE 629 TOWNSEND AVENUE 523 Fairway Drive
1500 Harvest Moon Drive 1301 Liberty Lane
55 Hayfield Place 1001 Almon Drive
2513 HILLCREST DRIVE
510 CLARION DRIVE 107 TAPADERA STREET 1155 ALMON DRIVE
703 Beech Street 64 AMERICAN LANE
5302 BROM STREET 3220 LAKE STREET 126 N. Heptner Rd
1800 ASH MEADOWS AVENUE 3502 Blue Avenue
506 Ross Avenue 2204 Daybreak Drive
1206 Oak Circle 3109 Goldenrod Avenue 356 ROAD 151
909 N Elm Avenue
170 STORY AVE 3 Garden Circle

Selling Wyoming



THE Open House



Taryn actively pursues buyers through open houses, promotion of the property at company meetings, personally calling top local buyer' agents, print marketing **AND MORE.**

Open House Invites

Taryn markets your Open House with beautiful email invitations that are distributed for maximum exposure. In addition to email marketing, she also uses social media and online resources to advertise your Open House.

Open House Events

Taryn makes herself available to host open houses which can effectively maximize the exposure of your property to neighbors and passerby's. She puts out many directional signs to ensure maximum traffic to your Open House. Feedback from the Open House is always provided to you following the event.

Broker Email & Agent Tour

All brokers in the Cheyenne MLS will be sent a detailed email to showcase your property so all the agents in the area can become familiar with your property. Your house will also be placed on Agent Tour the Wednesday following your list date, so agents have the opportunity to preview your house for their clients.

Open House Sign-In & Feedback

Getting guests to sign in and give feedback is important to Taryn's follow up process. She makes sure to stay in touch with everyone who comes through your Open House.

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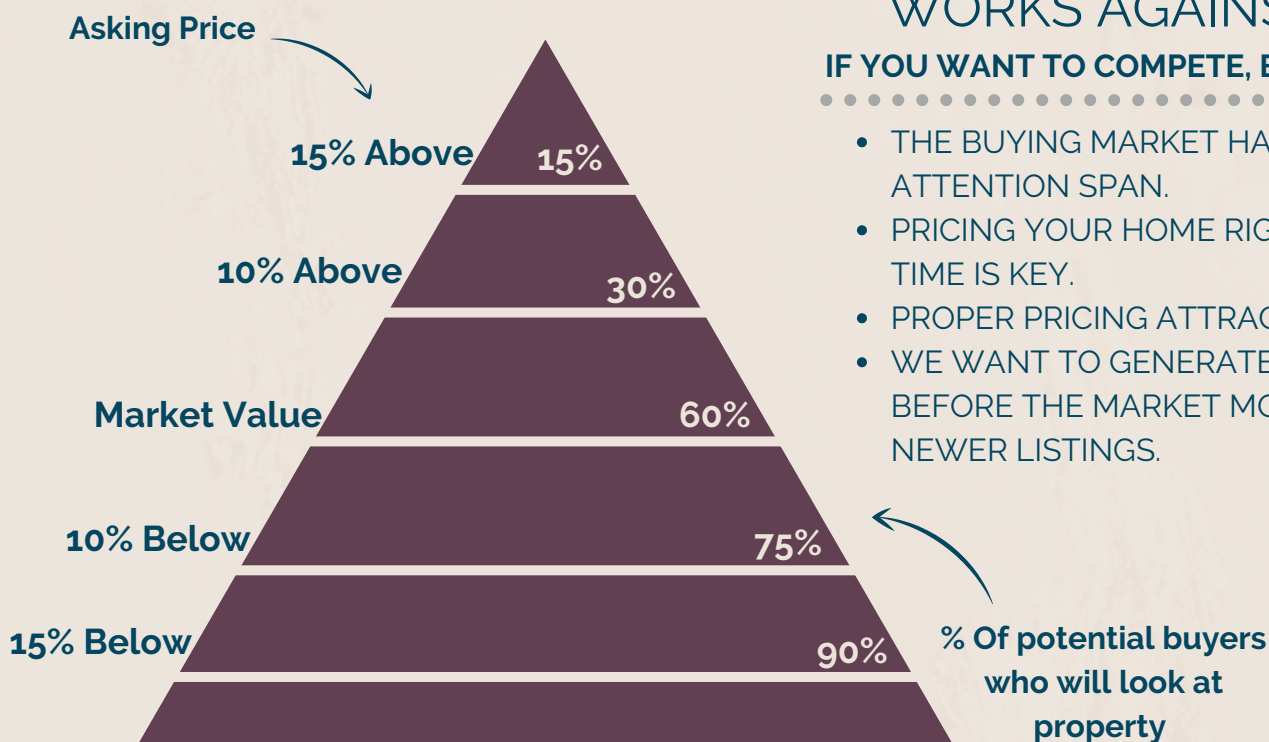
SET The Price Right

Pricing your property competitively

Will generate the most activity from agents and buyers. This will ensure you get the highest and best offers.

Pricing your property too high

May make it necessary to drop the price to below market value to compete with newer, well priced listings. Sellers often want to price high to leave room for negotiation. This can cause your house to sit on the market for extended periods of time can also create an unwanted stigma that there is something wrong with the property. Pricing accurately the first go around can get you a better offer in a faster timeframe.



TIME ON THE MARKET WORKS AGAINST YOU

IF YOU WANT TO COMPETE, BE COMPETITIVE

- THE BUYING MARKET HAS A SHORT ATTENTION SPAN.
- PRICING YOUR HOME RIGHT THE FIRST TIME IS KEY.
- PROPER PRICING ATTRACTS BUYERS
- WE WANT TO GENERATE OFFERS BEFORE THE MARKET MOVES ON TO NEWER LISTINGS.

THE Online Stage

Online Buyers

With over 92% of all buyers use the internet during their home search, our market strategy ensures your listing is getting the exposure it deserves online including enhanced listings.



Five Star Review



Taryn was over the top helpful with questions and working with our schedules. She even gave us info and advise on things we were unaware we needed help with. We will absolutely use Taryn again in the future. Thank you! – Thompson Family



92%

OF ALL BUYERS USE THE INTERNET DURING THEIR HOME SEARCH



LISTING ONLINE

Online listing with distribution to Zillow.com, Realtor.com, Trulia.com, Facebook, Instagram and over 200 more.



YOUTUBE HOME TOUR

Buyers love videos and we create a property tour video showcasing your property, so buyers are more likely to view your listing. This video is also shared through our YouTube channel and our social media pages.

MILLIONS of visitors worldwide

We syndicate your listing to **hundreds** of websites online.



SOCIAL MEDIA



There are **3.48 BILLION** users on social media. The average adult spends more than **11 hours per day** watching, reading, listening to, or simply interacting with media.

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47% of **high-quality real estate leads** come from social media out of all the tech tools available.

What to expect during **NEGOTIATIONS & CLOSING**

Negotiation Strategies

- Procure & evaluate written offers
- Qualify & analyze merits of each offer
- Offer response strategies
- Negotiation strategies to optimize price and terms
- Multiple offer process
- Backup offer strategy

Closing Process

- Contract management
- Effective disclosures and seller protection
- Deadlines & contingency periods
- Continued negotiations
- Compliance & transaction support



CONTRACT



CLOSE



When you want a SOLD sign...

Taryn Nemec

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