



HOME SELLER'S COURSE & *workbook*

MAKEDA REAL ESTATE.COM

Makeda Phillander

CONTENTS

Module 1: Understanding the Selling Process

- 1.1 The Real Estate Market
- 1.2 Seller's Rights and Obligations
- 1.3 Setting Realistic Goals

Module 2: Preparing Your House for Sale

- 2.1 Home Assessment
- 2.2 Home Staging
- 2.3 Curb Appeal

Module 3: Pricing Your Property Right

- 3.1 Understanding Property Valuation
- 3.2 Comparative Market Analysis (CMA)
- 3.3 Pricing Strategies

Module 4: Creating a Marketing Plan

- 4.1 Effective Marketing Strategies
- 4.2 Online Marketing
- 4.3 Traditional Marketing

Module 5: Navigating the Sales Process

- 5.1 Showings and Open Houses
- 5.2 Receiving and Negotiating Offers
- 5.3 Home Inspections

Module 6: Legal and Financial Considerations

- 6.1 Legal Documents and Contracts
- 6.2 Disclosures and Compliance
- 6.3 Tax Implications

Module 7: Dealing with Real Estate Agents

- 7.1 Understanding Real Estate Agents' Roles
- 7.2 Choosing the Right Agent

Module 8: Overcoming Challenges

- 8.1 Handling Market Fluctuations
- 8.2 Dealing with Low Offers
- 8.3 Managing Timelines and Deadlines

Module 9: The Closing Process

- 9.1 Finalizing the Sale
- 9.2 Closing Costs

Module 10: Workbook

- Home Prep checklist
- Monthly Planner
- Resources
- Decluttering guide
- Action Steps



A minimalist room with a stack of cardboard boxes, a white step ladder, a modern pendant light, and a potted plant. The room has light-colored walls and a tiled floor. A large window is visible on the right side. The word "Introduction" is centered in the middle of the image.

Introduction





Hello!

Welcome to our comprehensive course designed specifically for first-time sellers who are embarking on the journey of selling their home. Selling a property for the first time can be a daunting and complex process, but with the right guidance, you can navigate through it successfully. In this course, we will take you through each step of the selling process, providing detailed explanations, tips, and strategies to help you achieve a smooth and rewarding sale. Let's begin our journey to becoming a confident first-time seller!

Makeda Phillander

MakedaRealestate.com

Makeda@Makedarealestate.com



About the Process

We understand that selling your home can be an emotional journey, as it involves parting with a place filled with memories and personal attachment. The process can evoke feelings of nostalgia, excitement, anxiety, and even sadness. As a skilled real estate agent, I help my sellers navigate these emotional challenges. With empathy and understanding, I acknowledge the sentimental value of your home and provide reassurance throughout the process.

I objectively guide my sellers through pricing decisions and negotiations, and offer data-driven insights to ease anxiety. Moreover, I act as a buffer during buyer interactions, alleviating stress and ensuring a smooth process. By providing professional advice and support, I empower my sellers to detach emotionally, make informed decisions, and ultimately achieve their goals when selling their 1st property.

YOUR THOUGHTS:



Module 1: Understanding the Selling Process

1.1 The Real Estate Market:

Before you start the selling process, it's essential to understand the current state of the real estate market. We'll explore local trends, property values, demand, and supply in your area. Understanding the market will help you set realistic expectations and make informed decisions throughout the process.

1.2 Seller's Rights and Obligations:

As a first-time seller, you should be aware of your rights and obligations during a property sale. We'll delve into the legal aspects of selling a house, including disclosure requirements and your responsibilities as a seller.

1.3 Setting Realistic Goals:

Setting clear and achievable goals is crucial when selling your first house. We'll help you define your objectives, whether it's selling within a specific timeframe or achieving a target sale price. Establishing goals will keep you focused and motivated throughout the process.



THE HOME SELLING PROCESS



Meet with agent
determine price



Prep Home



FOR
SALE

List on the
Market

showings &
feedback



receive and
negotiate offer



home
inspection



Bank Appraisal



Closing
Statement

Final Inspection



THE HOME BUYING PROCESS



Meet with agent
& determine goals



Get
pre-approved



Go house hunting



Choose your
home



Make and
negotiate an offer



Home
Inspection



Bank
Appraisal



Closing
Statement



Final Inspection



Module 2: Preparing to Sell Your home

2.1 Home Assessment:

Preparing your house for sale is essential to attract potential buyers. We'll guide you through a detailed home assessment to identify any repairs, maintenance, or improvements that will enhance your home's appeal. A well-maintained property can make a significant difference in the selling process. See below for the home assessment checklist.

2.2 Home Staging:

We have mastered the art of home staging to present your property in the best possible light. We'll explore techniques to create an inviting and neutral ambiance, allowing potential buyers to visualize themselves living in your home.

2.3 Curb Appeal:


First impressions matter! Enhancing your home's curb appeal, makes it more attractive to potential buyers from the moment they arrive. A welcoming exterior can set the tone for a positive overall experience. If you need help in this area your agent should be able to recommend a great landscaper to get the job done or if you are handy, you can always do it yourself. Here's how:



Module 2: Preparing to Sell Your home

8 Ways to Enhance your Curb Appeal

1. **Nice Yard**: Keep your yard tidy by trimming bushes, mowing the lawn, and planting pretty flowers. A neat yard makes your home look great.
2. **New Paint and Fix Things**: Put a fresh coat of paint on your front door and fix anything that's broken, like cracks in the sidewalk or loose shingles on the roof.
3. **Welcome Area**: Make your front entrance inviting by adding a nice door, some plants, and a welcome mat. It makes people feel good when they come to your home.
4. **Trim Trees and Bushes**: Cut back trees and bushes so they don't block your house. It shows off your home and makes it look better.
5. **Outdoor Lights**: Put up outdoor lights so your home looks nice at night and is safe. You can use lights along paths or on walls, and even string lights for a cozy feel.
6. **Clean Outside**: Clean your windows, gutters, and the outside walls of your house. It gets rid of dirt and makes your home sparkle.
7. **New House Numbers and Mailbox**: Get new house numbers and a mailbox that look nice and go well with your house. It gives your home a fresh look.
8. **Porch or Patio**: If you have a porch or patio, add some comfy chairs, pretty cushions, and maybe a small rug. It makes your home feel more welcoming and cozy.

This  checklist will help you to stay on top of getting your curb appeal ready to for the market. Also, checking off items as they are completed will keep you motivated throughout the process.



Module 2: Preparing to Sell Your home



2.1 use this checklist to evaluate the current condition of your home

Home Assessment Checklist

Address: _____

Date: _____

Note: This checklist is for personal use only. It should not be used in place of an official home inspection. This list may not be comprehensive. Contact a qualified home inspector for an official inspection.

M - missing, S - scratched, D - damaged, B - broken, R - repair/replace, W - Water Damage, L - Leaking

Exterior	Good	OK	Bad
Back Doors			
Deck, porch, patio			
Doorbell			
Driveway			
Front Doors			
Garage Doors			
Garbage receptacle			
House number			
Mailbox			
Outdoor lights			
Paint and trim			
Parking			
Recycling receptacle			
Sidewalks			
Siding			
(brick/stone/cement)			
Traffic noise			
Windows			
Are things loose, cracked, damaged, rotted, bug infested?			
Notes:			

Roof	Good	OK	Bad
Chimney			
Gutters and downspouts			
Soffits and fascia			
When was it replaced last? Are there encroaching trees?			
Notes:			
Garage	Good	OK	Bad
Ceiling			
Doors			
Floors			
Lights			
Storage			
Walls			
Windows			
Is the garage door opener operating properly?			
Notes:			

Yard	Good	OK	Bad
Drainage			
Fences and gates			
Retaining wall			
Shed			
Sprinklers			
Swimming pool			
Trees, shrubs and lawn dead, dying or bug infested?			

Fireplace	Good	OK	Bad
Blockages			
Carbon Monoxide Detector			
Mantle			
Soot			
Tiles			
Any buildup inside? Damage where connected to roof?			
Notes:			

Notes:	

Bathrooms	Bathroom 1			Bathroom 2			Bathroom 3		
	Good	OK	Bad	Good	OK	Bad	Good	OK	Bad
Baseboards									
Cabinets, shelves, & drawers									
Ceiling									
Counter									
Doors									
Floors									
GFCI outlet									
Lights									
Mirror									
Outlets and switches									
Sink									
Toilet									
Towel hook									
Trim									
Tub and shower									
Walls									
Window									
Fixtures secure? Condition of tiles and caulking? Leaks or water pressure issues? Mold? Drawers and cabinets working?									
Notes:									

Bedrooms	Bedroom 1			Bedroom 2			Bedroom 3		
	Good	OK	Bad	Good	OK	Bad	Good.	OK	Bad
Baseboards									
Ceiling									
Closet									
Doors									
Floors									
Lights									
Outlets and switches									
Trim									
Walls									
Windows									
Check ceilings for sloping and/or water damage. Are floors weak in places? Damaged windows or window screens?									

Notes:

Dining Room	Good	OK	Bad
Baseboards			
Ceiling			
Floors			
Lights			
Outlets and switches			
Trim			
Walls			
Windows			
Wall damage? Sloping ceiling? Weak floors?			
Notes:			

Living Room	Good	OK	Bad
Baseboards			
Ceiling			
Ceiling fan			
Doors			
Floors			
Lights			
Outlets and switches			
Trim			
Walls			
Windows			
Wall damage? Sloping ceiling? Weak floors?			
Notes:			

Kitchen	Good	OK	Bad
Baseboards			
Cabinets and drawers			
Ceiling			
Counter			
Dishwasher			
Floors			
Garbage Disposal			
GFCI outlet			
Lights			
Outlets and switches			
Oven			
Refrigerator			
Sink			
Smoke Detectors			
Stove			
Trim			
Walls			
Windows			
Leaking sink or appliances? Cabinet & drawer condition?			
Notes:			

Den	Good	OK	Bad
Baseboards			
Ceiling			
Ceiling fan			
Doors			
Floors			
Lights			
Outlets and switches			
Trim			
Walls			
Windows			
Wall damage? Sloping ceiling? Weak floors?			
Notes:			

Module 3: Pricing your Property right

3.1 Understanding Property Valuation:

Accurately pricing your property is crucial for a successful sale. This is achieved by various methods of property valuation, including market analysis, appraisals, and comparative market research.

Understanding the value of your home will help you set a competitive yet realistic price.

3.2 Comparative Market Analysis (CMA):

A major tool that your agent will provide is a CMA. This is a deep dive into evaluating recent sales of similar properties in your area. This data-driven approach will aid in determining an optimal listing price.

3.3 Pricing Strategies:

You'll want to explore different pricing strategies and their implications. Whether you choose to price slightly below market value to attract multiple offers or list at the top end of the market, your agent will guide you in selecting the best strategy for your specific situation.



Module 4: Creating a Marketing Plan

4.1 Effective Marketing Strategies:

A successful marketing plan is essential to reach a wide audience of potential buyers. It should consist of various marketing channels, including online listings, social media, and traditional marketing techniques, to maximize your property's exposure.

4.2 Online Marketing:

Now more than ever leveraging online platforms and listing websites to showcase your property's best features is key. Top priority should be given to high-quality photos, video tours, engaging descriptions, virtual tours, and paid online advertising to attract potential buyers online.

4.3 Traditional Marketing:

In addition to online efforts, traditional marketing methods can complement your strategy. Printed materials along with community networking can generate interest in your property.



Module 5: Navigating the Sales Process

5.1 Showings:

As potential buyers express interest, showings become essential. Your agent will guide you on how to prepare your home for these events, make a positive impression on buyers, and address their questions professionally.



According to research by the National Association of REALTORS®, the average homebuyer views 10 homes before making an offer and the search process takes 10 weeks.

5.2 Receiving and Negotiating Offers:

When offers start coming in, Your agent will help you evaluate each one carefully. You should understand the terms, contingencies, and financial aspects of each offer, allowing you to negotiate effectively to achieve the best possible outcome.

5.3 Home Inspections:

Buyers often conduct home inspections to assess the property's condition thoroughly. It is importance to be prepared for the inspection and how to address any issues that arise, to ensure a smooth inspection process.



Some sellers elect to get a home inspection prior to listing so that they can take care of any major items and are not met with any surprises during the Buyer's inspection. - This also reduces the likelihood of the buyer asking for a price reduction due to major defects discovered.

Module 6: Legal and Financial Considerations

6.1 Legal Documents and Contracts:

Selling a house involves various legal documents and contracts. Your agent will provide a detailed overview of each document, including the sales contract, disclosure forms, and other necessary agreements. Understanding these documents will ensure you remain well-informed and protected throughout the transaction.

6.2 Disclosures and Compliance:

You as a seller will be required to provide disclosures to potential buyers and comply with local and federal regulations. Being transparent about your property's condition is essential to build trust with buyers and avoiding potential legal issues.

6.3 Tax Implications:

Selling a house may have tax implications. There can be capital gains taxes, tax exemptions, and other tax-related considerations to help you make informed decisions and possibly optimize your tax position. Speak with your accountant or tax professional about your plans for selling your home.



Module 7: Dealing with Real Estate Agents.

7.1 Understanding Real Estate Agents' Roles:

Real estate agents play a crucial role in the selling process. We'll explain the differences between listing agents (seller's agents) and buyer's agents, as well as their respective responsibilities during a transaction.

7.2 Choosing the Right Agent:

Selecting the right real estate agent can significantly impact the success of your sale. We'll provide guidance on how to interview and assess potential agents, ensuring you choose one who understands your needs and aligns with your goals.



When choosing an agent research their website and social media platforms...Facebook/LinkedIn/ Instagram/google business page/youtube/threads ect. It is crucial that your agent has "reach" and knows how to market online. 96% of all buyers start their home search online according to *NAR ...you want your house to be represented by an agent who has a strong presence online.

*National Association of Realtors



Module 8: Overcoming Challenges

8.1 Handling Market Fluctuations:

The real estate market can experience fluctuations that may affect your selling experience. You may need to adapt your strategy to changing market conditions and stay competitive in both buyer's and seller's markets.

8.2 Dealing with Low Offers:

Receiving low offers can be disheartening, but it's essential to approach them professionally and objectively. It is essential to respond to low offers and counteroffer in a manner that leads to a successful negotiation. I tell my clients that a low offer is just the starting point. Don't take it personally.

8.3 Managing Timelines and Deadlines:

A successful sale requires careful planning and adherence to timelines and deadlines. You will need to stay organized throughout the process, ensuring that all necessary steps are completed on time.



When any offer come in you have 3 choices: accept, reject or counter. Keep in mind that until you respond, an offer can be withdrawn so time is of the essence.



Module 9: The Closing Process

9.1 Finalizing the Sale:

.Closing costs are a significant consideration for sellers. Common closing costs and how they impact your final proceeds from the sale. Here in Maryland, you should expect your closing costs to be about 2-4% of the sale price not including brokerage fees. If those are included, expect to see around 7-9% deducted from your proceeds.

9.2 Closing Costs:

As the sale approaches its conclusion, you will go through the final steps - The closing, also known as settlement, is the formal process where all necessary documents are signed, funds are transferred, and ownership of the property is transferred from the seller to the buyer. This may occur at a title company, attorney's office, or another appropriate location. After closing, the deed and other necessary documents are recorded at the county or municipal office. The buyer officially becomes the new owner of the property



Old Way vs New Way

The art of selling real estate has undergone significant changes over the last decade due to advancements in technology, shifts in consumer behavior, and changes in the real estate market. Here are some facts about how things have changed...

THEN

Physical property catalogs and brochures

Newspaper ads, flyers, direct mail

Real estate agents' experience, intuition, and manual market research

landline phones, faxes, & face-to-face meeting

documents signed in person or sent via mail.

Physical video tapes or DVDs

VS

NOW

Online Listings and Virtual Tours

Social Media Marketing

Data Analytics and AI

Mobile Technology

Remote Transactions and E-signatures

Video Marketing



Module 10:
Workbook

Before anything else,
preparation is the key to
success.

~Alexander Graham Bell



Clearing out the clutter

Clearing out clutter before a move is a crucial step to ensure a smooth and organized transition to your new home. By decluttering, you're not only lightening your load but also creating a fresh start in your new space. Sorting through your belongings, deciding what to keep, donate, or discard, can be liberating and help you make the most of your moving experience.



Clutter-free packing means less stress, quicker unpacking, and a more serene environment in your new home. So, roll up your sleeves, tackle one room at a time, and bid farewell to unnecessary items – you'll be amazed at the sense of clarity and efficiency it brings to your relocation journey.

SELL ITEMS - HOW TO DO IT

1) Choose Selling Platforms: Decide where to list your items. Online platforms like eBay, Craigslist, Facebook Marketplace, and specialized marketplaces (e.g., Poshmark for clothing) are popular options. For larger items or specialized collections, consider using platforms like Letgo or OfferUp.

2) Write Descriptive Listings: Write accurate and detailed descriptions for each item. Include relevant information such as brand, size, condition, and any flaws. The more transparent you are, the more likely you are to attract serious buyers.

3) Set Clear Terms: Specify your selling terms, including whether you're open to negotiating the price, if you offer delivery or local pickup, and any return policies. Clear terms can help avoid misunderstandings later.

4) Promote Your Listings: Share your listings on social media, local community groups, and relevant forums. Utilize keywords and tags to increase the visibility of your items on online platforms.

5) Respond Promptly: Be responsive to inquiries from potential buyers. Answer their questions and provide additional information as needed. Prompt communication helps build trust and encourages potential buyers to make a purchase.

6) Safety Precautions: When meeting buyers in person, prioritize safety. Arrange meetings in public places during daylight hours, if possible. If dealing with valuable items, consider bringing a friend along or letting someone know your whereabouts.

7) Bundle and Discount: Offer bundle deals for related items or consider offering discounts if a buyer is interested in purchasing multiple items. This can incentivize buyers and help you sell more items at once.

Donation and Recycling: If some items aren't selling, consider donating them to local charities or recycling centers. This ensures that your unwanted items find a new purpose and reduces waste.

Pro tip:

Time Management - Start selling well in advance of your moving date. Some items may take longer to sell than others, so plan accordingly.



DONATE

Donation and Recycling: If some items aren't selling, consider donating them to local charities or recycling centers. This ensures that your unwanted items find a new purpose and reduces waste. Here are some local organizations that may be of service:

1. Goodwill Industries of the Chesapeake. Website: <https://www.goodwillches.org/>
2. Salvation Army. Website: <https://satruck.org/>
3. Habitat for Humanity ReStore (Various locations)
Website: <https://www.habitatchesapeake.org/restore/>
4. Second Chance, Inc. Website: <https://www.secondchanceinc.org/>
5. The Loading Dock. Website: <https://www.loadingdock.org/>
6. Maryland Food Bank. Website: <https://mdfoodbank.org/>
7. Bmore Kind Pet Food Pantry (for pet-related items)
Website: <https://www.bmorekind.org/>
8. House of Ruth Maryland (for household items benefiting survivors of domestic violence) Website: <https://hruth.org/>
9. Maryland Coalition Against Sexual Assault (MCASA) (for household items benefiting survivors of sexual violence) Website: <https://mcasa.org/>
10. Dress for Success Baltimore (for professional clothing and accessories)
Website: <https://baltimore.dressforsuccess.org/>
11. Vincent de Paul of Baltimore. Website: <https://www.vincentbaltimore.org/>
12. Caring Matters (for medical equipment and supplies)
Website: <https://www.caringmatters.org/>
13. Big Brothers Big Sisters of Central Maryland (for gently used clothing and household items). Website: <https://www.biglittle.org/>

Please ensure to visit their websites or contact them directly for more information, donation guidelines, and drop-off locations. It's also a good idea to call ahead to confirm their current acceptance policies and the types of items they are currently seeking.



Let's Prep for the Market Checklist

6 months before listing

- Research Real Estate Agents: Begin researching and interviewing real estate agents in your area. Look for agents with a strong track record, local market knowledge, and excellent communication skills.
- Assess and Repair: Conduct a thorough assessment of your home's condition. Identify any repairs or maintenance tasks that need to be addressed before listing the property.
- Declutter and Depersonalize: Start decluttering and depersonalizing your home. Remove personal items, excess furniture, and clutter to create a more appealing and spacious environment.
- Start Packing: Begin packing non-essential items and seasonal belongings. This will help you get a head start on the moving process.

3 months before listing

- Complete Repairs and Renovations: Finish any necessary repairs and renovations identified earlier. Ensure that your home is in top condition before listing.
- Curb Appeal: Focus on improving your home's curb appeal. Enhance the landscaping, repair the driveway, and make the exterior inviting to potential buyers.
- Research Market and Pricing: Work with your real estate agent to research the local housing market and determine an appropriate listing price for your property.

2 months before listing

- Staging Consultation: Consider hiring a professional stager for a consultation. They can provide valuable advice on arranging furniture and decor to showcase your home's best features.
- Gather Documents: Collect important documents related to your home, such as property surveys, warranties, and utility bills, to provide to potential buyers.

1 month before listing

- Finalize Repairs and Staging: Complete any remaining repairs and finalize the staging of your home to prepare for listing photos and showings.
- Review Listing Materials: Go over the listing description and marketing materials prepared by your real estate agent to ensure accuracy and effectiveness.

2 weeks before listing

- Pre-Listing Inspection: Consider getting a pre-listing home inspection. This can help identify any hidden issues that may arise during the buyer's inspection.
- Plan Marketing Strategy: Discuss the marketing strategy with your real estate agent, including the launch date, open houses, and online promotions.

1 week before listing

- Final Touches: Make any final touch-ups and cleaning efforts to ensure your home is in prime condition for potential buyers.

Listing Day

- Officially List Your Home: Your real estate agent will officially list your home on the market, and the marketing campaign will begin.

Feel free to print or save this checklist with checkboxes to keep track of your progress as you prepare to list your home for sale. Happy selling!



Monthly Planner for Listing Prep

MONTH

MONDAY

TUESDAY

WEDNESDAY

THURSDAY

FRIDAY

SATURDAY

Notes:

Feel free to print more copies of this page as needed



Resources

Having quality trades people is the key to a successful selling process. Over the years the business and individuals listed below have provided good service to our clients. By us having these relationships in place saves you time and money. Feel free to make contact for any service that you may need.



HANDYMEN

David Cooper
410-218-5013



CLEANERS

Top Shelf Cleaning
3704 Creek View Dr,
Columbia, MD 21043
Call or text today
443-977-3776

Maids2Mop
301) 615-2590
hello@maids2mop.com
dmv.com
www.Maids2Mop.com
dmv.com



STAGERS

Studio Staging
410-925-7498
info@studioastaging.com

Town and Country Staging
301-536-6179
dfattarelli@tandcstaging.com
com

Joy Home Design
443-621-8077
Joy@joyhomedesign.com





HOME WARRANTY

Chinch Warranty
Jonathan Stroud
m (443) 784-8338
jstroud@cinchhs.com

Choice Home Warranty
www.CHWprice.com
1 (888) 769-4134

Select Home
Warranty
www.selecthomewarranty.com
[\(317\) 204-4697](tel:3172044697)



APPRAISERS

Conway Appraisers
Damond Conway
443-810-9521
damonconway@comcast.net

The Robinson Appraisal
Group
P: 410-557-8126 /
410-598-4713
www.robinsonappraisalgroup@starpower.net
Robinson Appraisal Group,
LLC
2200 Aquilas Delight
Fallston, MD 21047



INSPECTORS

Travis Shaw
MRP Home Solutions
443-413-1679
mrphomesolutions@gmail.com

INSPECTOLOGY
9613 Harford Rd
Ste C # 1065
Baltimore, MD 21234
(410) 693-5539
www.inspect-ology.com
info@inspect-ology.com

DMV Professional Services
12138 Central Avenue,
Suite 990
Mitchellville, MD 20721
Office: (301) 505-3900
Cell: (202) 359-4477
www.dmvprofessional.com





TITLE

CLA Title
9210 Corporate
Blvd.#150
Rockville MD 20850

Galaxy Settlement
9614 Deereco Road,
Timonium, MD 21093
P: 410-216-0675
F: 443-288-6404

Lakeside Title Co.
Headquarters
9200 Old Annapolis
Road, Suite 200
Columbia, MD 21045
P: 410.992.1070
F: 410.992.9409
E: info@lakesidetitle.
com



LENDERS

Syed Ahmad
Fidelity Direct Mortgage
555 Quince Orchard Rd,
Suite 41
Gaithersburg, MD 20878
P: 301-869-6000 ext
104
M: 202-439-5406
syed@fdmhome.com
NMLS: 225914 (MD, VA,
PA, NJ, FL)

Chris Marsiglia
Fairway Mortgage
Mobile: 443-8388191
Office: 443-838-8191
chris.marsiglia@f
Fairwaymc.com

Tracy Carter
CMG Home Loans
tcarter@cmghomeloans.
com
(443) 739-1017



MOVERS

Advance Relocation
Systems - Agent for
Atlas Van Lines
11500 Crossroads Cir
Baltimore MD 21220
www.advancerelo.com
410-574-8900
800-296-8950

Bulldog Movers
202-5150-6666
www.bulldogmovers.
com

Perry Moving & Storage
7247 National Drive
Hanover, MD 21076
410-799-0022





Action Steps

1

Schedule to meet with an agent to get a marketing and pricing plan in place.

2

Start decluttering now as it will go a long way in getting your home ready for the market.

3

Make arrangements to repair any know issues.

So there you have it, a complete guild on what to do to get your home ready for a quick sale for top dollar!



Client Testimonials



Makeda sold our house quickly and worked hard to get it done. She is wonderful at her job and very professional and pleasant to work with. I would highly recommend her for all of your real estate needs 😊 ...

~Kat and Frank Novak.



Just exceptional! She came in and knew exactly how to position our home to sell. We were very please with how the sale of our home went. She also kept us updated every step of the way, we could always reach her and she could answer every question we had. It was a pleasure working with her.

~ D. Taylor-Greenly



Your dream life is waiting!

I'm so excited to continue working with you,
please reach out to schedule a listing
appointment.



Contact:

443-929-0703

Makeda@makedarealestate.com

Schedule an
appointment
by scanning
the QR code
from your
phone's
camera.



Makeda Phillander, CIPS, GRI

Real Estate agent with Execuhome Realty