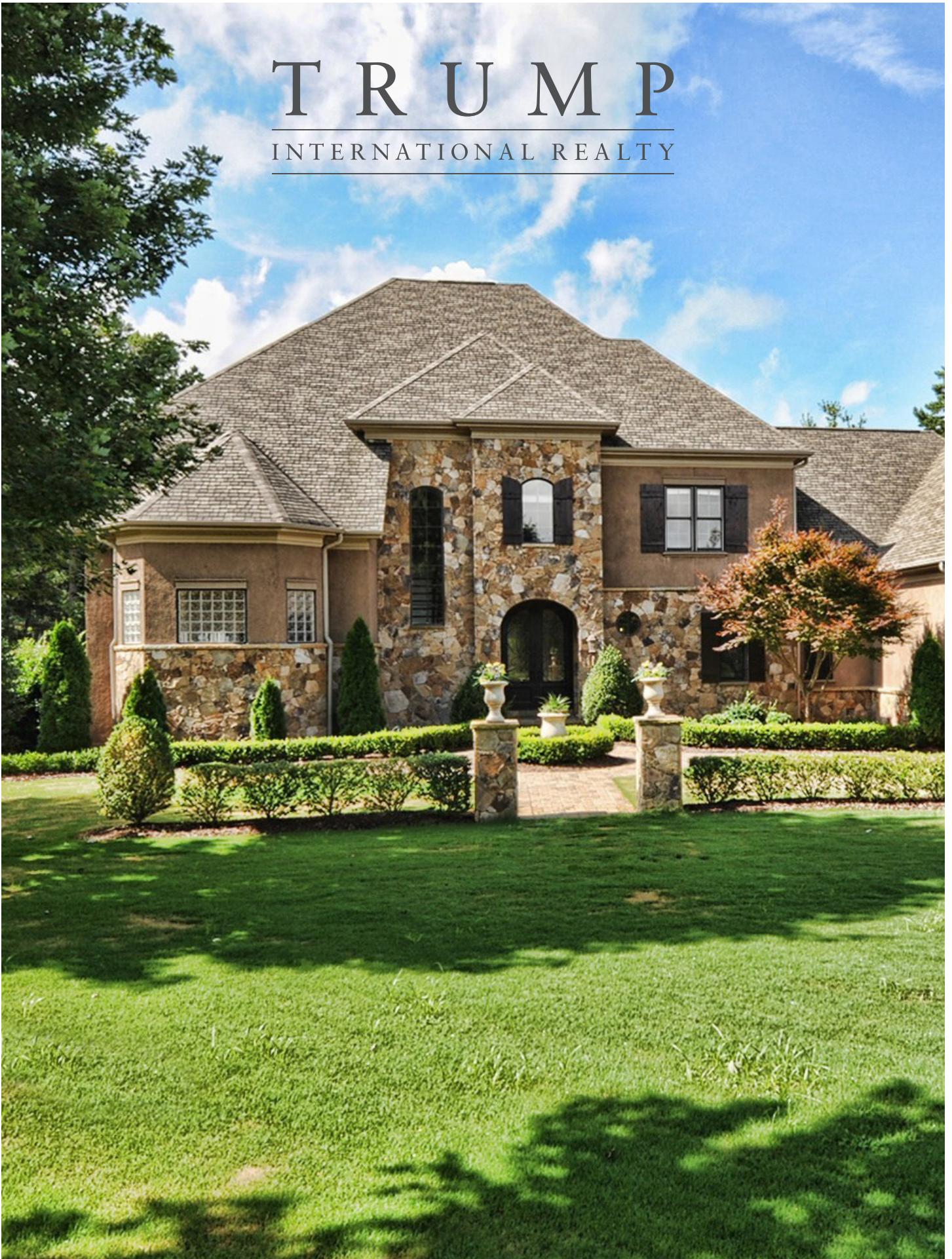


# TRUMP

INTERNATIONAL REALTY



SELLER'S GUIDE







Trump International Realty is world-renowned for its excellence in service and real estate expertise in the North Carolina Market. Our highly qualified brokers are trained to provide each client with a home-selling experience that is unique, engaging and fulfilling, both emotionally and functionally.

Our brokers' thorough market knowledge combined with their negotiating skills and top-tier services will make selling your home a pleasant and gratifying process.

This Sellers's Guide will list key information to help you smoothly navigate throughout this exciting journey.

## Your Trump International Broker Will...

Lead you through the entire process.

Manage all aspects of your property sale, from pricing, marketing and showing, to every step involved in getting you the deal that meets your unique goals and needs.

Promote your listing on both digital and print platforms.

Report to you regularly.

Once offers come in, negotiate on your behalf ensuring the best price and fastest closing.

Work as your partner until closing of the transaction.







- 1 Hire an inspector and if necessary, a contractor to repair any primary problems.
- 2 Evaluate your property and decide if you would like to make any renovations. Consider painting, cleaning or replacing carpeting.
- 3 Make sure all plumbing, heating and electrical items are functioning properly.
- 4 Clean closets, doors and windows.
- 5 Organize, eliminate clutter and neutralize the environment. Remove your personal imprint on the house such as family photos, cosmetics, waste cans etc.
- 6 Determine if you would like to stage your property; well-staged homes sell approximately 32% faster than non-staged homes. Additionally, property value rises approximately 10%.
- 7 Review your property's Comparative Market Analysis with your broker.
- 8 Evaluate best pricing based on the current market, property condition, the location, square footage, recent comparable sales, and amenities among others.

9 Once your property looks fresh, clean, and well maintained, your broker will have your home professionally photographed.

1 0 Evaluate your property's marketing plan with your broker.

1 1 Your broker will begin showing your property. Make sure to leave while your home is being shown. This way, buyers will feel more comfortable discussing your property with your broker.

Once you have achieved your goal of an acceptable offer you can expect the following to occur:

- ◇ Home Inspection
- ◇ Appraisal
- ◇ Written Mortgage Commitment
- ◇ Determining Closing Date
- ◇ Property Walk-Through 24-28 Hours Prior to the Closing
- ◇ Closing

### The Closing Process

1 2 Your broker will send the accepted offer to you and your attorney.

1 3 The attorney will prepare all necessary documentation to transfer deed.

1 4 The attorney will coordinate the pay-off of your mortgage, if any, and calculate the pro-rated property taxes.











**1 5** Before your closing appointment, you and your broker will review all the closing paperwork.

**1 6** On day of closing both you and the buyer(s) will sign all documentation at the attorney's office.

**1 7** Upon execution of all documents, the closing attorney will record the deed transfer with the county and handle disbursement of all funds.

#### Closing Paperwork

- ◇ A current photo identification (driver's license or passport)
- ◇ Original deed
- ◇ Warranty information
- ◇ Repair Receipts
- ◇ Any other paperwork you might need to refer to during the closing

#### At the closing

**1 8** If there is a bank loan on your property it will be satisfied at the closing. If your buyer is obtaining a mortgage, the mortgage documents will be signed at the closing as well.

## IMPORTANT INFORMATION

### Paperwork Included in the Contract of Sale

- ◇ Legal description of the property including boundaries, property size and address.
- ◇ Selling price of the property.
- ◇ Due diligence fee.
- ◇ Earnest money deposit.
- ◇ Specific terms of the Buyer's financing.
- ◇ Due diligence period date.
- ◇ Personal property, if any to be included.
- ◇ Home warranty, if any.
- ◇ Seller paid closing costs, if any.

### Closing Costs

- ◇ Real Estate Commission.
- ◇ Mortgage Principal Remaining on the Property.
- ◇ Real Estate Attorney Fees.
- ◇ North Carolina Tax Stamps.
- ◇ HOA Transfer fees, if any.

Estimated closing cost are approximate and may vary. Please confirm closing costs for specific transactions with your attorney.

















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