

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 agents are trained to provide each client with a home-selling experience that is unique, engaging and fulfilling, both emotionally and functionally.

Our real estate professionals' extensive market knowledge combined with expert negotiating skills and top-tier services will make buying your home a pleasant and gratifying process.

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

YOUR TRUMP INTERNATIONAL REALTY AGENT 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.

Negotiate on your behalf ensuring the best possible terms and conditions for you and your property.

Work as your partner every step of the way, from the day you decide to sell until the closing of the transaction.





- 1 Discuss the possibility of a pre-inspection, hire an inspector and if necessary, hire a contractor to address any essential repairs.
- 2 Evaluate your property and decide if you would like to make any renovations. Consider painting, cleaning or replacing flooring.
- 3 Make sure all major systems, including plumbing, heating and electrical items are functioning properly.
- 4 Clean closets, doors and windows.
- 5 Organize, eliminate clutter and neutralize the environment to allow potential buyers to envision their future in your property.
- 6 Your agent will schedule a complementary staging consultation to determine if you would like to stage your property. Well-staged homes sell faster than non-staged homes.
- 7 Review your property's Comparative Market Analysis with your agent.
- 8 Evaluate best pricing based on the current market, property condition, the location, square footage, recent comparable sales, and amenities.

9 Your agent will schedule professional photography inclusive of drone footage and custom photography.

10 Evaluate your property's custom marketing plan with your agent.

11 Your agent will schedule showings for buyers to visit your property.

12 During showings, it would be important for you to vacate the premises so that buyers feel more comfortable openly discussing the property.

13 Upon receipt of an offer, your agent will negotiate on your behalf to reach the best possible terms & conditions.

Once you have achieved your goal of an acceptable offer the due diligence period begins and you can expect the following to occur:

- Home Inspection which could include radon test, termite inspection, roof, septic system, pool and dock inspections.
- Appraisal
- Full mortgage approval from the buyer's lender
- Presentation of due diligence repair request from buyer's, which outlines their requested repairs and/or credit towards repairs
- Negotiation of requested repairs and completion of repairs by a licensed contractor
- Property Walk-Through 24-48 Hours Prior to the Closing





- 1 4 Your agent will send the accepted offer to you and your attorney.
- 1 5 The attorney will prepare the closing discloser and all necessary documentation to transfer deed.
- 1 6 The attorney will coordinate the pay-off of your mortgage.
- 1 7 Before your closing appointment, you and your agent will review all the closing paperwork with the closing attorney.
- 1 8 On the day of closing both you and the buyer(s) will sign all documentation at the attorney's office. Please remember to bring a current photo identification to the appointment.
- 1 9 Upon execution of all documents, the closing attorney will record the deed transfer with the county and handle disbursement of all funds.

IMPORTANT INFORMATION

Negotiable Terms on North Carolina Offer to Purchase Agreement

- 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.
- Closing Date.
- Personal property if any to be included.
- Fixtures to be excluded, if any.
- 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.
- Fixtures to be excluded, if any.

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







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