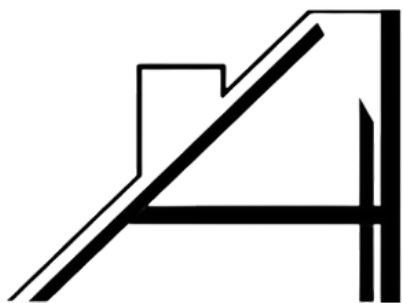


COLORADO PROPERTY LISTING PRESENTATION



Elevating your
REAL ESTATE EXPERIENCE
with Listing Specialist ERIN ROSE

At Amplicity Real Estate Agency, we are thrilled to welcome you to an exceptional home-selling experience. Our agency is not just about buying and selling houses; it's about creating a seamless and rewarding journey for you, the home seller. We do this by allowing your agent the freedom they need to get their job done! You won't hear much about us - but we are always here for you behind the scenes, supporting your agent in whatever way we can.

Our Vision

Amplicity was founded with a vision to redefine the real estate industry. We believe that this industry has changed, and with innovation and technological advances, the best way to support our home sellers is to empower our agents.

We are dedicated to them so they can be fully dedicated to YOU

- **Expert Guidance:** Our experienced real estate agents are your trusted advisors throughout the process. We guarantee that they have exceeded the minimum educational and licensing requirements and are experts in their specialties.
- **Innovative Solutions:** We leverage bleeding-edge technology to simplify and enhance your home selling experience. Your agent has been trained to optimize strategic productivity and customer service opportunities throughout the process by leaning into amplified marketing and simplified systems.
- **Strategic Support:** Our commitment to a simplified process means that we have given our agents the freedom to select and hire any transaction coordinator who best supports their business and clients. The 'TC' is one of the most influential components of any contract team, and our agents are not restricted or limited in any capacity on whom they choose if they elect to hire one for your transaction.

What We Have in Common

We both chose your agent! We believed they were a step above the rest, and we fully vetted them before inviting them into the Amplicity family. We believe and will confidently say you are in the best hands. They are capable, experienced, independent, and genuine. They have a proven track record of clients who rave about their service, and where they can grow, they are consciously stepping up. No matter what lies ahead, your agent will take care of you.

We wish you the most incredible journey together!

Welcome to our Amplicity Real Estate Investment Team!

Welcome to
AMPLICITY
Real Estate
Agency

*Your Partner
behind the scenes in your
Home Selling Journey*



Majestic Mountain Vistas: Denver stands as a gateway to the Rockies, offering breathtaking views of over 200 named peaks.

The Unique Mile-High City: At exactly one mile above sea level, Denver offers a unique experience. Here, golf balls fly farther, cocktails have an extra kick, and the sun shines a bit more intensely.

A Walkable Wonderland: Denver's downtown is a bustling hub, ranked among the nation's most walkable. It's a treasure trove of attractions—sports stadiums, arts centers, museums, a mint, and a plethora of dining options.

Sunny Days Galore: With over 300 days of sunshine annually, Denver rivals the sunny havens of San Diego and Miami Beach. Its mild, dry climate makes outdoor activities a year-round pleasure, even allowing for golf in January!

Rich Historical Tapestry: From a deserted land in 1858 to a booming state by 1888, Denver's history is as colorful as it is rapid.

An Oasis of Urban Greenery: Denver's dedication to green spaces is unparalleled. It's a green haven with over 200 city parks and 20,000 acres of mountain parks. Highlights include the Red Rocks Park & Amphitheatre and a city-owned bison herd, symbolizing Denver's commitment to nature.

A Sports Lover's Dream: Home to six professional sports teams, Denver's love for sports knows no bounds. From basketball to rodeo, the city's sporting landscape is as diverse as it is passionate.

Leading the Way in Sustainability: Denver is at the forefront of sustainable living. The city prides itself on its green initiatives, from the LEED-certified Colorado Convention Center to the eco-friendly practices at Denver International Airport and the innovative energy solutions at the Denver Zoo.

Farm-Fresh and Foodie-Friendly: Denver's culinary scene is a paradise for food lovers. The city's commitment to fresh, local ingredients shines in its vibrant dining scene, burgeoning craft beer industry, and the growing number of distilleries and wineries..

Headquarters
DENVER
COLORADO



Erin Rose

In the dynamic world of real estate, Erin Rose stands out as a beacon of dedication, expertise, and unwavering commitment to her clients. With over 17 years of experience, Erin's journey is not just about transactions; it's about forging lasting relationships, ensuring each client feels valued, understood, and supremely confident in their decision to work with her.

At the core of Erin's approach is a blend of sharp business acumen and a keen eye for smart investments. She's more than just a listing agent; she's a visionary in the real estate landscape, leveraging her deep understanding of market dynamics to sell your property with proven strategic intelligence. Her savvy negotiation skills, honed from her business background, make her a formidable ally in tough negotiations.

Erin's reputation is built on a foundation of trust, integrity, and clear communication. She goes beyond the call of duty to exceed expectations, transforming each real estate journey into a seamless, stress-free experience. Her approach is holistic – she doesn't just help you sell a property; she crafts an experience tailored to your unique needs, ensuring maximum satisfaction and client confidence.

Education and continuous learning are pillars of Erin's success. Her Master's in Marketing from the University of Colorado and her firsthand experience in home building and property investment empower her with innovative real estate customer service strategies that set her home selling process apart.

Erin's early immersion in the Waldorf School system is the root of her creative, imaginative problem-solving abilities. This out-of-the-box thinking is pivotal in navigating the complexities of the real estate market, ensuring that all creative investment or sales options that could benefit you are always explored.

Her journey began with a passion ignited during her tenure at Corcoran Jennison in 2005 and has evolved into a career characterized by perseverance, expand excellence. Erin understands the importance of adaptability, having thrived in various market environments, from the economic turmoil of the late 2000s to the evolving challenges of today.

Choosing Erin as your listing agent means partnering with someone who values your trust above all else. She's not just working to help you sell a property; she's committed to building a relationship that lasts a lifetime, grounded in mutual respect and a shared vision for your success on this deal and all the ones to follow. With Erin Rose, you're not just listing a home; you're stepping into a partnership that prioritizes your financial goals, lifestyle dreams, and peace of mind.

Meet

ERIN ROSE

BROKER | OWNER

Amplicity REAL ESTATE *Agency*

CNE - CERTIFIED NEGOTIATION EXPERT
RENS - REAL ESTATE NEIGHBORHOOD SPECIALIST

*CRS - Certified Residential Specialist
*ABR® - Accredited Buyer Representative
*GRI - Graduate, REALTOR® Institute

MS in Marketing - UCDenver

ErinRoseLovesSellers.com

ErinRose.RealEstate@gmail.com

720.588.0579

17+

Years of Experience

*Designation and Certification educational requirements have been met for the following accreditations but membership in each and every program has not necessarily been maintained for all titles.



Hands-On Expertise

When you work with me, you don't just get an agent; you gain a dedicated real estate portfolio partner. With 17 years of experience and a curated network of industry leaders, I bring with me a wealth of knowledge and experience. To serve you best, my approach is personal, customized, simplified, classy, and innovative.

Your Deal is My Priority

You are always top of mind because I personally manage every aspect of your transaction, ensuring meticulous attention to detail and a seamless process from start to finish. This hands-on approach means that your property transaction isn't just another file on the desk; it's the focus of my daily thought, consistently considered and cared for.

Connected to the Industry's Best

With an extensive network to support us, you have access to some of the top names in the industry, and the list is constantly expanding. You benefit from a broad spectrum of insights and opportunities when you work with me. Whether it means calling off-market investors in the marketplace or navigating complex relationship negotiations, my network is your advantage.

Efficiency Behind the Scenes

While I am deeply involved in every deal, my team of skilled virtual assistants and A.I. home bots help manage my calendar, review my addendums, audit my files, stage my properties, and artfully craft my deal objections and negotiations. This ensures that every client interaction allows for my full focus and that every transaction detail is thoroughly reviewed for accuracy and completeness. This allows me to be fully present with you with total confidence that a second checkpoint of expertise is helping to manage and audit all the details.

A Truly Personalized *AND* AI Real Estate Experience

In a world of automated responses and generic service, I offer a refreshingly personal and deeply committed approach to your real estate needs - specifically *because* I have specialized expertise in creating automation and AI support that gives me more freedom of time to be truly attentive to my clients and the essential human elements of a transaction.

Welcome to a new standard in real estate - where your journey is both personally *AND* AI-guided, ensuring a bespoke modern experience tailored just for you.

Custom Service
IS WHAT
YOU DESERVE



Before we start the exciting journey of selling your beautiful home, it's essential to understand your unique needs and preferences.

Priorities and Aspirations

What are your primary motivations for selling your property? Is it the desire for more space, a change in location, or a specific lifestyle? We'll also uncover and prioritize what we should market about your home and what sets it apart by using the [Amplify Home Listing Worksheet](#).

Defining Your Home-Selling Goals

Your home-selling journey requires a clear set of prioritized goals. This conversation will guide us in selling your property in a manner that meets your financial, time, and experience expectations. The [Amplify Seller Net Estimate Sheet](#) will help!

A Personalized
Approach
PERFECTED JUST
FOR YOU



PARTNER WITH AN AGENT

- [Erin Rose's Home Selling Presentation](#).
- Host a Pre-Listing Appointment at your Home.
 - Tour the home and discuss home highlight cards.
 - Review inventory: active, pending, sold.
 - Consider what's about to hit the market.
 - Review market sales statistics.
 - [New Client Form](#).
- Sign the [Exclusive Right to Sell the Contract](#).
- Sign the [Definitions of Working Relationships](#).
- [Complete the New Seller Worksheet](#).
- Review the [Home Seller Net Estimate Sheet](#).
- Tour any similar homes if curious ie, "the competition".

LISTING YOUR HOME

- Work with the Agent/Transaction Coordinator to sign all docs.
 - [Seller's Property Disclosure](#).
 - [Lead-Based Obligations](#).
 - [Lead-Based Paint Disclosure](#) (1978 & Prior).
 - [Square Footage Disclosure](#).
 - [Source of Water Addendum](#).
 - [Closing Instructions](#).
 - [Seller - Wire Fraud Disclosure](#).
 - Review the MLS listing and make corrections/updates.

See [Vendor Directory](#)

- Select a Title company.
- Schedule Pre-Listing Inspection (optional).
- Schedule any Repairs/Paint (elective).
- Schedule any Measurements.
- Make sure all lightbulbs match and are bright.
- Occupied: Meet with Interior Designer (optional).
- Vacant: Meet with a Staging Consultant (optional).
- Review [Photography Prep Checklist](#).
- [Review Erin's Photography Prep List /Simplified @ListingAppt.](#)

YOUR LISTING GOES LIVE

- Vacate the property 10 minutes before showings.
 - Turn the lights on throughout.
 - Adjust window treatments appropriately.
 - Freshen the home if pets reside on-site.
 - Clear your driveway of extra cars, trash cans, snow, etc.
- Keep the property sparkling and shiny for showings.
- Review weekly feedback and inventory changes.
- Call the agent with any questions or concerns.
- Review pricing strategy with the agent after:
___ showings or after ___ weeks on the market.

REVIEW OFFERS

- Discuss terms, price, and dates.
- Discuss lender and financing quality/confidence.
- IF VA Loan: discuss property condition requirements.
- IF FHA: Discuss whether the HOA will permit the purchase.
- Sign the Offer: [Contract to Buy and Sell](#).
- OR: Consider a [Counteroffer](#).

UNDER CONTRACT

- Confirm that Earnest Money was received by the deadline.
- Keep the property sparkling and shiny till closing.
- Be as flexible as possible to allow any inspectors into the home ASAP.
 - General Inspection: _____
 - Radon Inspection: _____
 - Sewer Scope: _____
 - Other: _____
- Review [Inspection Objection](#).
- Sign Inspection Resolution.
- Be as flexible as possible to allow for Appraisal.
- Confirm closing date/time and possession date/time.
- Reserve a moving company.
- Review the Settlement Statement from the title company.

BEFORE YOU CLOSE

- Confirm that all Inspection items were resolved.
- Confirm with Title how you'd like to receive funds.
- Activate/transfer utilities (Title Co will transfer water).
- Clean property before final property walk-through.
- *All properties must be 'broom swept' per contract.

CLOSING DAY: WHAT TO BRING

- Government-issued photo ID(s).
- Social Security number(s).
- Keys/codes, garage door codes/openers.
- [Dear New Owner...](#) Letter.

CLOSING DAY

- Schedule at least 2 hours (45 min average).
- Sign all Documentation.
- Title transfers.
- Confirm funds received - Congrats \$\$\$!

POST-CLOSING

- Change your address through USPS.
- Watch for refunds for escrowed utility funds.

How to
SELL
A HOME



Amplicity

HOME SELLING PROCESS

DECLINE



Reserve your Moving Company!

Earnest Money goes 'HARD'
here or sooner

Pre-Listing Appt

Partner with Erin Rose

Prep to Sell

Consider Offers

ACCEPT AN OFFER

Confirm Earnest Money

Title Review Process

Inspection Process

Buyer Lending Conf.

Lender > Appraisal (\$?)

Send HOA Docs to Buyer

Buyer Insurance conf.

Buyer Loan Approved

Settlement Statement

Broom-Swept Clean++

Closing Day!

Buyer takes Possession

- Organizing
- Packing
- Repairs/Upgrades
- LED Lighting
- Painting/Floors
- Int.Deco/or Staging
- Photography
- Sign
- Digital Marketing
- Showing Prep

COUNTER

Objection/Resolution

Are you agreeing to
'Post Closing Occupancy'?



Understanding the Housing Market for Sellers

The real estate market is dynamic and influenced by location, season, and economic factors. As a seller, understanding these market conditions is critical for pricing your home correctly and timing your sale for the best outcome. To keep you informed, join our [CO Real Estate Education Group - Sponsored by Amplicity](#), where we share insights into the local market, including pricing trends, buyer demands, and effective selling strategies.

Collaborating with Top Agents

I will work with top agents in your area to position your home effectively in the market. This includes leveraging the MLS to showcase your property to the right audience, with professional photos highlighting your home's unique features.

Preparing Your Home for Sale

We'll guide you through preparing your home for viewings, maximizing its appeal to potential buyers. You'll receive tailored advice on staging, repairs, and improvements that can enhance your home's value.

Marketing Your Property

We understand the power of first impressions. That's why we provide a comprehensive marketing kit, including professional photography, optional virtual tours for remote buyers, and an array of marketing materials such as feature sheets and digital staging.

In-Depth Seller Resources

To empower you in the selling process, you'll have access to an array of resources, including:

- Online Portal for Contracts.
- Easy-to-use links by email for electronic document signing.

Other Considerations for Sellers

Selling a home involves various factors beyond just the listing. We'll discuss and advise on the following:

- Competitive Pricing Strategies
- Neighborhood Market Analysis
- Enhancing Curb Appeal and Interior Presentation
- Legal and Disclosure Requirements

Every seller's journey is unique, and while I offer comprehensive support, there are aspects you may want to explore personally, such as your next home's location, features, and community amenities.

Prepare your home to make an impeccable first impression:

Pre-Inspection - Consider a professional pre-inspection to identify potential issues before they become stumbling blocks in the negotiation process.

Fresh Coat of Paint - A fresh coat of paint can transform your home, making it feel clean, fresh, and well-maintained. Opt for neutral colors to appeal to a broader audience.

Compile Essential Home Documents - Gather all documentation related to your home, including the original purchase paperwork, records of any renovations or repairs, manuals, warranties, insurance claims, repairs, and receipts for upgrades.

HVAC Maintenance - Please ensure your heating, ventilation, and air conditioning (HVAC) system is serviced and all filters replaced.

Home Repairs - Address any visible repairs to present your home in its best light. Minor fixes can make a major difference in your property's overall appeal, 'reducing buyers' potential concerns.

Carpet Cleaning - Especially crucial for homes with pets, professional carpet cleaning can revitalize your space, making it more inviting and odor-free.

LED Light Bulb Upgrade - Bright white LEDs can enhance the ambiance of your home, making it appear more vibrant and welcoming.

Deep Cleaning - A deep clean is essential to presenting a pristine home. Every corner, cabinet, and surface should sparkle, showcasing your home at its absolute best.

Home Staging - Strategically stage your home to accentuate its strengths and potential. Professional staging can help buyers envision their life in the space, significantly enhancing its appeal.

Window Cleaning - Clean windows not only improve the exterior appearance of your home but also allow natural light to fill the interior, making spaces appear larger and more inviting.

Exterior Maintenance - Regular lawn mowing, yard maintenance, snow removal, and other exterior care are crucial for creating a strong first impression. A well-kept exterior suggests a well-maintained home, attracting more interest and potentially higher offers.

How to
ELEVATE
YOUR PROPERTY
AS A SELLER

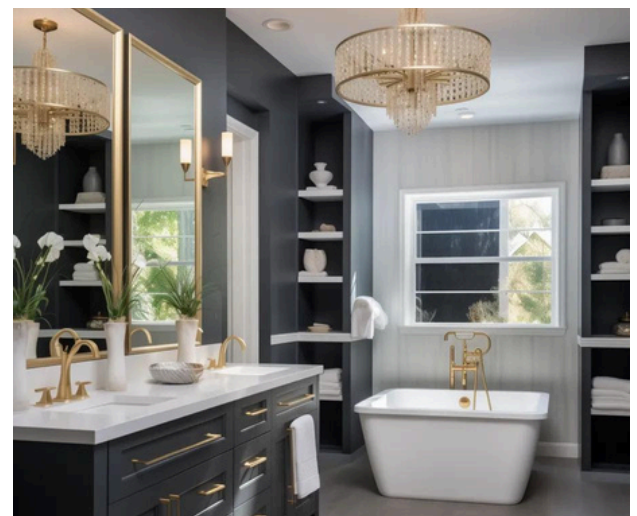
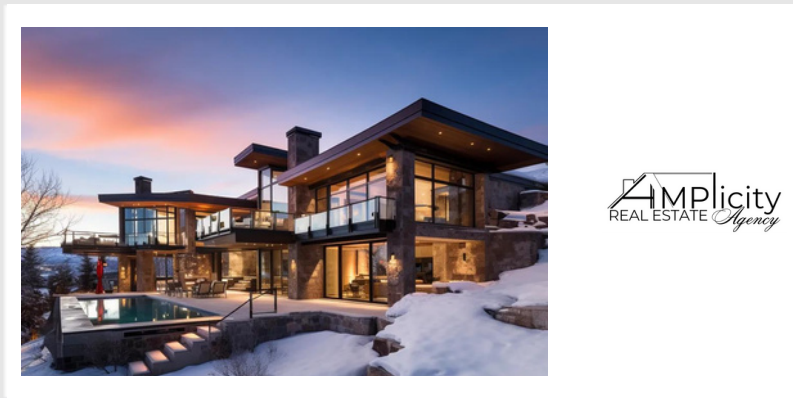
The journey to a successful home sale begins with ensuring your property stands out. A well-presented home not only attracts more potential buyers but can significantly increase the perceived value of your property.



Bringing Your Home's **Story** to Life Through *Imagery*

In the realm of real estate, the adage "a picture is worth a thousand words" takes on a whole new meaning. That's why, at Amplicity, I place immense value on capturing the essence of your home through photography. A curated collection of original photographs showcases your home's unique character and charm, forming the cornerstone of our bespoke print and digital marketing strategies.

I collaborate with top-tier photographers who don't just take pictures; they craft visual narratives. Every image I commission is more than a photograph; it's a window into the life and beauty your home offers. This attention to detail in visual storytelling sets your property apart, creating a compelling and irresistible showcase in all of my marketing endeavors.



555 Rocky Mountain Court

Welcome home to this stunning 4-bedroom, 3-bath gem! This spacious, modern home, built in 2017, has everything you could wish for in your Colorado dream home. As you step inside, you'll immediately appreciate the front office, music room, or play area space, and the open and social design of the kitchen, perfect for entertaining and social gatherings.



Understanding Inspection Outcomes for Sellers

When selling your home, the results of property inspections can significantly impact the transaction.

Inspection Results

- **Clean Bill of Health:** If the inspection reports that your property is in top condition with no significant issues, this can streamline the sale process and reassure potential buyers of the property's condition.
- **Repair Negotiations:** Inspections often reveal some issues, whether they're minor or substantial. As a seller, you may need to enter negotiations regarding which repairs to undertake or what repairs or concessions to offer to the buyer.
- **Buyer Withdrawal:** Significant inspection problems might lead to the buyer withdrawing their offer, particularly if they're within their contingency period and a resolution can't be reached.

Inspection Objection Strategy for Sellers

Upon receiving an inspection objection from the buyer, a seller needs to consider their next steps carefully:

- **Prioritize Major Concerns:** Address major concerns that could impact the home's value or habitability. Minor issues may be less of a focus for buyers and less likely to require immediate attention.
- **Consultation with Professionals:** Engage with contractors to accurately assess the severity of the issues and the cost of repairs. This is important for making informed decisions during negotiations.
- **Realistic Responses:** When responding to repair requests, be practical. Offering too many repairs or too high a financial credit can be unnecessary and may affect your bottom line.

Negotiation and Resolution

- **Agreeing to Repairs:** You may decide to undertake certain repairs before closing. Document these agreements carefully and clarify who is responsible for completing the repairs.
- **Offering a Credit:** Instead of conducting repairs, you might offer a credit to the buyers, allowing them to handle post-purchase repairs.
- **Hybrid Solution:** Sometimes, a combination of agreed-upon repairs and credits can satisfy both parties, leading to a successful resolution.
- **Declining the Requests:** In a strong seller's market, you may opt not to make concessions if you believe another buyer will come along. However, this decision should be weighed carefully against the risk of the current deal falling through.

Understanding INSPECTION OBJECTION & RESOLUTION

**If no resolution is reached,
the Buyer may Terminate the
Contract, or Withdraw their
Inspection Objection PRIOR to the
expiration of the Inspection
Resolution deadline.**



The appraisal is a critical element in the home selling process, impacting the transaction from the seller's perspective. It confirms your property's fair market value, which is essential for the buyer to secure financing from their lender.

Understanding the Appraisal's Role

While an appraisal primarily serves the buyer's lender, it also validates your asking price and can influence the success of the sale. Once a buyer's loan application is approved, their lender will order an appraisal. As the seller, it's in your best interest to understand that the appraiser's role is to provide an objective valuation of your property based on a multitude of factors. The appraiser's report will detail the estimated value of your property, considering its condition, location, and market trends. This valuation plays a pivotal role in moving forward with the sale.

Addressing Appraisal Discrepancies

Sometimes, an appraisal may return a value that's lower than the selling price, which can present challenges:

- **Price Negotiation:** A lower appraisal might necessitate price negotiations. As the seller, you may choose to adjust the selling price to meet the appraised value, particularly if it aligns with the current market analysis.
- **Challenging the Appraisal:** If you believe the appraisal fails to reflect the true value of your home due to overlooked features or inaccurate comparisons, you can contest the findings. Providing further evidence or data to support your case can be persuasive.
- **Bridging the Gap:** If the buyer is unable to secure additional funding and you're confident in your property's value, you might explore other avenues, such as seller financing or agreeing to a split difference, if financially feasible.
- **Contract Contingencies:** Should the buyer have an appraisal contingency in place, they may opt to back out without penalty. Being prepared for this possibility with a backup plan, such as a subsequent buyer or a new strategy, is prudent as a seller.

Amplicity's Seller Support:

Our expertise at Amplicity includes preparing you for the appraisal process and strategizing responses to various outcomes. We equip you with the following:

- Tips for preparing your home to make the best impression on the appraiser.
- Insights into current market conditions to support your valuation.
- Guidance on negotiating with buyers post-appraisal.

We understand the importance of appraisal in your selling journey and are dedicated to advocating for your interests to ensure a fair and optimal sale outcome.

Understanding **APPRAISAL** **OBJECTION** **& RESOLUTION**



These documents will detail the terms of the sale, your obligations, and the transition of ownership.

Closing DOCUMENT REVIEW

Review of Key Closing Documents

- **Settlement Statement (HUD-1 or ALTA):** This document itemizes all the costs and credits to you as the seller. Review it carefully to ensure all fees and credits are accurate and that the buyer's and lender's amounts are correct.
- **Certificate of Title:** This document ensures that you have the right to sell the property. Unless otherwise stated in the contract, it should be free and clear of encumbrances.
- **Title Deed:** The deed will transfer ownership of the property to the buyer. You will need to sign this document in the presence of a notary.
- **Bill of Sale:** This document will list any additional items that are being sold with the property, such as furniture or appliances.
- **Loan Payoff:** Review the payoff amount for your mortgage and any other liens on the property. The amounts should match up with your lender's statements.
- **Prorations:** These are the contributions you've made in advance for ongoing expenses like property taxes, HOA fees, and utilities. Ensure the prorations are calculated correctly.
- **Home Warranty:** If you agree to provide a home warranty, verify the coverage and that the cost matches the agreement.
- **What to Look Out For:**
- **Errors or Omissions:** Errors in the closing documents can cause delays or affect the terms of the sale. Double-check names, property addresses, loan numbers, and all financial figures.
- **Discrepancies in Expenses:** Ensure that the buyer is being charged the correct amounts for closing costs that they are responsible for and that your responsibilities align with the purchase agreement.
- **Contingency Clauses:** Be aware of any contingencies that may still need to be met on the closing date, like repairs or other conditions.
- **Outstanding Payments:** Confirm that all payments for which you are responsible are accounted for and accurately reflected.

Being Prepared

- **Final Walk-Through:** The buyer will conduct a final walk-through to ensure the property is in the broom-swept condition agreed upon in the contract.
- **Documentation:** Bring all necessary documentation to the closing, including your ID, any paperwork you've received related to the closing, and keys to the property.
- **Utilities and Services:** Schedule the termination or transfer of your home's utilities and services after the closing date.
- **After Closing:** Once the documents are signed and the sale is completed, make sure you receive copies of all the paperwork for your records.



As you approach the closing day of your home sale, it's critical to have everything in order. The final stages of selling your home involve a series of essential tasks that pave the way to a successful handover to the buyer.

Here's a detailed checklist designed to help you, as a seller, navigate the last steps leading up to closing:

Closing **DAY** PREPARATION

- **Verify Closing Details:** Confirm the closing date, time, and location, ensuring they align with the contract terms.
- **Review Financial Obligations:** Understand any remaining financial obligations you may have, such as paying off the mortgage or other liens against the property before the transfer can occur.
- **Examine the Settlement Statement:** Thoroughly review the settlement statement (HUD-1 or ALTA) issued by the title company. It should accurately reflect any credits due to you, the home's selling price, outstanding loan balances, and any other seller-paid costs.
- **Prepare for Moving Out:** If you haven't already done so, schedule your move-out date with a reputable moving company. Make sure the move-out date complies with the possession date agreed upon with the buyer.
- **Finalize Utility Transfers:** Set the dates for terminating or transferring your utility services, ensuring they remain on for the buyer's final walk-through and are transferred out of your name by closing.
- **Property Walk-Through Confirmation:** If applicable, confirm when the buyer's final walk-through will take place. Ensure the property is in the agreed-upon condition, with all included appliances and fixtures present.
- **Complete Agreed-Upon Repairs:** Verify that any repairs or conditions agreed upon during the negotiation phase have been completed satisfactorily.
- **Closing Document Preparation:** Gather all necessary documents you need for closing, including your government-issued ID, keys to the property, codes to any security systems, and garage door openers.
- **Post-Sale Proceeds:** Understand how you will receive the proceeds from the sale, whether by wire transfer or check, and the timing of the payment.
- **Beware of Scams:** Stay vigilant against wire fraud. If you're receiving funds from the closing, confirm all payment instructions with your closing agent or attorney directly.
- **Handover Items:** Prepare any items you'll hand over to the buyer, such as warranties, manuals, a list of service providers, or a personal note welcoming them to their new home.
- **Personal Records:** Ensure you'll receive copies of all closing documents for your personal records, and ask about digital access if preferred.



During the review of closing documents, it's important to ask questions to clarify any uncertainties.

Questions TO ASK AT CLOSING

- Have all agreed-upon repairs or improvements been completed to satisfaction, and are there receipts or warranties for the work done?
- Are the settlement statement figures accurate, reflecting the agreed-upon sale price minus any fees and commissions?
- Is the title transfer as per the terms of the sale, with no unexpected liens or encumbrances?
- Are there any issues or penalties associated with the mortgage payoff?
- Have property taxes been prorated correctly up to the closing date, and is there documentation to confirm payment?
- Are there any unpaid homeowners association dues or assessments that I am responsible for, and have they been settled?
- Have all necessary disclosures been made to the buyer, and have they acknowledged receipt?
- Is the transfer of utilities scheduled appropriately, and have all final billings been accounted for?
- If a home warranty is being provided, what are the coverage details, and has the policy been activated?
- Are there any additional fees or charges that were not previously disclosed?
- When will I receive the proceeds from the sale, and in what form (e.g., wire transfer, check)?
- What documents will I receive after closing for my records, and will I also have digital access to them?



On your closing day as a seller, it's important to come prepared to ensure the transaction concludes without any issues. Here's a list of what you should bring to the closing table:

Closing DAY

Documents and Items to Bring:

- **Confirmation of Mortgage Payoff:** If you have a mortgage on the property, bring a document confirming the payoff amount.
- **Government-Issued Photo ID:** A driver's license or passport is necessary for identity verification.
- **Account Information for Proceeds:** If you're receiving funds from the sale, have your bank account information ready for the wire transfer.
- **Property Documents:** Any warranties, manuals, or receipts for repairs or maintenance should be provided to the buyer.
- **House Keys and Access Codes:** All keys, garage openers, security codes, and any other device or information required for the new owner to access the property.

On Closing Day:

- **Time Allocation:** Closing can be quick, but scheduling two hours is prudent to not feel rushed.
- **Signing Documents:** Be ready to sign the deed and other seller-related documents to legally transfer property ownership.
- **Final Transactions:** Confirm that all financial transactions, including paying off the existing mortgage and receiving any proceeds from the sale, are complete.
- **Utility and Service Transfers:** Ensure arrangements are in place for final utility readings and transfers of service accounts.
- **Confirmation of Services Transfer:** The title company typically coordinates the transfer of services like water and sewer billing to the new owner.

After Closing:

- **Receive a Copy:** Obtain copies of all closing documents for your records. Digital copies can often be provided if preferred.
- **Confirm Receipt of Funds:** Ensure that any proceeds from the sale are deposited into your account as agreed.
- **Notification of Address Change:** If you're moving to a new address, ensure that you have submitted a change of address with the postal service.

Closing Conclusion:

- **Property Handover:** Once all documents are signed and the sale is officially closed, the property is no longer in your possession.
- **Celebrate:** Selling a home is a significant milestone – take a moment to acknowledge this achievement!

Significant Sale



9182 E Tufts Circle, Greenwood Village, CO 80111

Original List Price: \$1,100,000 | **Sold Price: \$1,355,000**

Sold in 2 DAYS | 45+ Showings

Negotiated \$255,000 Over Ask



Significant Sales



1598 Lowell Blvd, Denver, CO 80204

Original List Price: \$550,000 | **Sold Price: \$677,500**

Sold in 5 DAYS | 65+ Showings

Negotiated \$127,500 Over Ask



1034 Depew Street, Denver, CO 80214

Original List Price: \$547,777 | **Sold Price: \$565,000**

Sold in 3 DAYS | 15+ Showings

Negotiated \$17,223 Over Ask



8630 W 64th Place, Arvada, CO 80004

Original List Price: \$447,000 | **Sold Price: \$467,000**

Sold in 14 DAYS | 20+ Showings

Negotiated \$20,000 Over Ask



12196 Locust Street, Brighton, CO 80602

Original List Price: \$439,000 | **Sold Price: \$460,000**

Sold in 4 DAYS | 25+ Showings

Negotiated \$21,000 Over Ask



Testimonials

"Erin deserves way more than 5 stars! I met Erin about a year ago when I was preparing for an out-of-area move - from Colorado to Maryland. My "great downsizing person" recommended Erin after working with her on another widow's home sale. Erin was sensitive and caring to me, my son. She even helped me pack and recommended excellent movers. It was even more revealing of who she was after my place was flooded 2 days after I moved. Erin met with my contractor during the rebuild (helping with colors and materials). She made many great recommendations for the sale of my home, including timing and price. The place sold swiftly and for much more than we anticipated. Erin marketed and did the best publicity with very good communication the whole way through the process. I totally trusted Erin's knowledge and clarity of the challenging market. Erin's such an amazing person with years of experience."

Carol V, Retired

"Erin helped my wife, me, and my growing family find our house in the middle of Covid in 2020, followed very shortly by helping my mother relocate to be closer to us. Throughout both purchases, she was kind, considerate of our unique needs (a baby on the way in one case and mobility issues in the other), and at every turn, went above and beyond to ensure we were in the right houses in our budgets. As first-time homebuyers, she held our hands through the whole process and advocated for us every step of the way. We couldn't possibly have asked for a better Realtor!"

Andrew Nease, Videographer

"When it came time to purchase a home, my husband Carlos and I met with Erin to review her process and get a feel for her style as a realtor. We also met with other realtors as well. In the end, we decided that Erin was our best choice, and she proved us right! Erin explained things to us as first-time home buyers in a way that made sense. She helped us search for a home we loved, always keeping in mind the important things that were important to Carlos and me. The day that we found our home and placed an offer on it was the same day that my brother passed away unexpectedly. Erin understood that I was experiencing extreme grief and did all that she could to make the process of home buying as stress-free as possible. We were so grateful to have her in our corner. Along the way, Erin was responsive, knowledgeable, and transparent. We highly recommend Erin as a realtor! She truly cares about her clients, and it shows! We could not have asked for a better experience than we had with Erin."

Irene Sisneros, Social Worker

"My husband and I heard about Erin through a friend. We were so glad we went with her to sell our townhouse and buy our future family home. Erin is incredibly knowledgeable, patient, and kind. We are certain that we were able to win our dream home due to Erin's drive and hard work. We will 1000% use Erin again if we change homes. You will not regret making the choice to use Erin as your realtor!"

Leah Hudson, Teacher

"Erin Rose found me a great house and sold my last one for more than I expected. She works hard, is smart, and gets results. I highly recommend."

Darrin Lingle, IT Specialist"

I've used Erin to list and sell two properties, one in Boulder and one in The Highlands. She has found two other properties, one in Denver and our current home in Lafayette. She was always responsive to my inquiries and diplomatic when she pointed out errors in my thinking, and it seemed she worked 24/7. I will use her again and would highly recommend her to anyone looking to list or buy a home."

Richard Norris, Recruiter



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