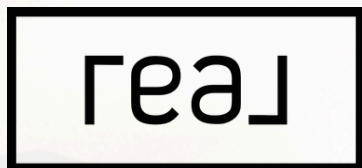




REALTY TEAM

540-302-5003

www.LiveRoanoke.com



540-402-4696  



SELLER'S *Guide*

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GET TO KNOW *to* YOUR REALTORS



Josh & Dyanna Desforges

REALTORS®



Originally from sunny Clearwater, Florida, we relocated to the mountains of Roanoke, Virginia in 2014. Throughout our time here, we desired new challenges and fell in love with the Roanoke Valley and it's unique charm.



We are dedicated to helping clients achieve their real estate goals with integrity, professionalism and a commitment to excellence. With a team of experienced agents, cutting-edge technology and a deep understanding of local markets, we provide comprehensive solutions for buyers, sellers and investors alike.



Our mission is simple: to deliver results that exceed expectations while building lasting relationships based on trust, transparency and integrity. We strive to provide personalized service tailored to each client's unique needs, ensuring a seamless and stress-free real estate experience from start to finish.



@jdrealtyteam



www.LiveRoanoke.com



JD@LiveRoanoke.com



540.302.5003

GET TO KNOW *to* YOUR REALTORS



Carleen Heckert
REALTOR®, SRES



I am passionate about helping clients find their dream homes in the Roanoke Valley. I bring previous experience from Old Dominion Realty and I am excited to return to the real estate market to serve my community.



A proud wife of a US Navy veteran and mother of three, I understand the importance of family and commitment. When I'm not working, I enjoy boating with my husband and traveling to spend quality time with our families.



My goal is to provide personalized and professional service to every client, guiding them through their real estate journey with integrity and enthusiasm.



CLIENT REVIEWS



“ As a local native to Roanoke I've met my fair share of realtors. Josh was by far the best. He worked relentlessly for over five months to make my dream home a reality. He was patient- made time out of his busy day to accommodate looking at homes whenever I asked. He's a realtor that has your back and is focused on making the client happy. The experience was phenomenal and that's what you need when you are looking to commit to a new home. He was prompt on completing contracts and was great at negotiating the final deal. I'm forever grateful for Josh. Use him, you will not be disappointed!



Adam Ryer

”



“ We are from out of state and recently purchased a condo in Moneta. Our experience with the J&D Realty team was excellent! They were knowledgeable and helpful during every step of the process. My daughter purchased her house through them earlier in the year and also had a great experience. I highly recommend and would definitely use them in the future, if needed!



The McCashers

”

“ Josh and his team go beyond what anyone would expect from a realtor. He makes the process seamless, and adds that personal touch along the way. Even though there may be issues or minor differences, you may not notice, because Josh has the experience to act as the situation arises to smooth out the path. Josh is dedicated to each client, not letting the possibility of another client detract from the current one. While no home purchase is completely error free, Josh makes it as close as it gets! In addition, it is nice to see that your realtor has your best interest at heart, even after the sale.



The Jans

”

WAYS WE MAKE *Your Life Easier*



We do this full time, so you don't have to.

We can focus on every aspect of your transaction – so you can continue to live your life!



We'll save you time. These days, you can get all kinds of information on your own from the internet. We use our experience and expertise to streamline your transaction, guiding you appropriately and eliminating legwork on your end.



We have the inside scoop. Thanks to our professional network, agents often know of properties before they hit online listing sites.



We don't get paper cuts. Buying and selling homes requires a lot of paperwork. We'll help you complete all the time consuming documents accurately and on time. Additionally, we utilize services that allow you to electronically sign while you're on the go to keep your transaction moving along smoothly.



We can see the big picture. Buying or selling a home can be an emotional, overwhelming experience. We help you stay focused and keep your goals in mind as you sort through properties.



We have a team of experts on speed dial.

We save you time, heartache and money by connecting you with trusted contractors, services and providers.



We can play hardball. We are professional negotiators with the skills and experience needed to get the best price for you.



We're there until the end (and even after!).

We will be your advocates at closing and will make sure all your interests are protected as you sign for your new home. Have questions after closing? We're still just a phone call away.



7 BENEFITS OF USING A REAL ESTATE AGENT TO SELL YOUR HOME

01



List at the right price.

02



Better home presentation.

03



Get more buyer exposure.

04



Higher offer from Buyers.

05



Negotiates inspection results.

06



Speed up time to close.

07



Home sells at top dollar.

QUESTIONS TO ASK

When Choosing a REALTOR®



How long have you been in residential real estate sales? Is it your full-time job?

Like most professions, experience is no guarantee of skill. But much of real estate is learned on the job.



How many homes did you and your real estate brokerage sell last year?

This will touch on how much experience they have, and how up to date they are on the local market.



What designations or certifications do you hold?

Real estate professionals have to take additional specialized training in order to obtain these distinctions. Designations and certifications help define the special skills that an agent can apply to your particular real estate needs. One designation sellers might for is the CRS®, or Certified Residential Specialist, but there are also specialists for military customers, seniors, and those who are considering a short sale, among others.



How many days does it take you to sell a home? How does that compare to others?

The REALTOR® you interview should have information about their performance on hand and be able to present market statistics from their local MLS to provide a comparison.



What's the average variation between your initial listing and final sales price?

This is one indication of a REALTOR®'s pricing and negotiating skills.



What specific marketing systems and approaches will you use to sell my home?

Your agent should have an aggressive, innovative plan and understand how to market property online.



Can you recommend service providers who can help me obtain a mortgage, make home repairs, and so on?

Practitioners should be able to recommend more than one provider and let you know if they have any special relationship with any of the providers.



How will you keep me informed about the progress of my transaction?

The best answer here is a question. A real estate agent who pays attention to the way you prefer to communicate and responds accordingly will make for the smoothest transaction.



Could you please give me the contact information of your three most recent clients?

Ask their former customers if they would use the agent again in the future.

THE SELLER'S *Roadmap*

• YOUR GUIDE TO A SUCCESSFUL SALE •

the **TD** REALTY TEAM

01



MEET WITH A REAL ESTATE PROFESSIONAL

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

02



ESTABLISH A PRICE

Your agent will provide a market analysis, which will help you set an asking price.

03



PREPARE YOUR HOME

View your home through the eyes of the buyer and ask yourself what you'd expect. Your agent will offer some useful suggestions.

04



LIST IT FOR SALE

When everything is in place your agent will put your home on the open market. It's critical you make it as easy as possible for potential buyers to view your home.

05



OFFERS AND NEGOTIATION

If everything goes well, a buyer (and most often the agent who represents them) will present your agent with an offer.

06



UNDER CONTRACT

At this point, you and the buyer have agreed to all of the terms of the offer and both parties have signed the agreements.

07



FINAL DETAILS

While under contract, the buyer will work with their mortgage provider to finalize the loan and perform other due diligence.

08



CLOSING

This is the transfer of funds and ownership. Depending on when the buyer moves into the home, you will need to be all packed up and ready to move.



INSPECTION

The buyer will usually perform a physical inspection of the home. They may even ask you to make certain repairs. Your agent will explain all of your options.



CHOOSING AN OFFER

Your agent will present the benefits and risks of each offer. You will have the opportunity to either accept or counter any offer based on its merits.



STRATEGIC PRICING

As difficult as it may be, it's important to review the market analysis and consider your home price objectively.



SHOWINGS

Potential buyers may ask to see your home on short notice. It's best if you can accommodate these requests; you never want to miss a potential sale.



WORKING WITH A REAL ESTATE PROFESSIONAL MATTERS

From start to finish, your agent is your guide, advocate, and expert negotiator—helping you make confident decisions and ensuring a smooth path to a successful sale.



PREPARING FOR CLOSING

You will be finalizing your loan, reviewing documents, and discussing the findings from the inspection. Your agent will be managing this entire process for you.

• Experience. Marketing. Negotiation. Results. •

♥ WE'RE WITH YOU EVERY STEP OF THE WAY! ♥

TARGETED NETWORKING & NEIGHBORHOOD *Farming*



From neighborhood fliers and postcards, to scroll-stopping social media posts, we'll create a customized mix of professionally designed marketing that showcases your property and helps maximize its exposure and value.



As active members of the community, we will promote your listing to top agents and buyer specialists in the area,



generating excitement and ensuring maximum exposure.



YOUR LISTING *Elevated*

When you list with us, we'll ensure that your property is marketed online **24/7** through **hundreds** of the most popular search sites.



TARGETED
EXPOSURE



LOCAL
CONNECTIONS



MAXIMUM
VISIBILITY



STRONGER
RESULTS

Marketing YOUR HOME



With 95% of buyers looking online at some point in their home search, mastering the digital space is a must. Our award-winning suite of technology marketing tools in combination with our marketing expertise will deliver optimized search, social media and email campaigns to ensure your listing shines online. It is also our goal to provide innovative digital marketing strategies to ensure the right buyers find your property and act.

OUR GOAL IS SIMPLE:

Get your home seen by the right buyers and get you the best results.

HIGH-QUALITY PHOTOGRAPHY

The impact of high-quality photos and videos on your listing's allure is significant. They portray your home in the most favorable way, capturing the attention of potential buyers effectively.

ENGAGING VIDEOS

Creative and entertaining videos capture more attention online, increase shares and views and help your home reach a larger audience of potential buyers.

OPEN HOUSES

Open houses expose your home to more potential buyers in a short amount of time, creating increased interest, competition and a greater chance of receiving strong offers.

NAR SURVEY OF HOME BUYERS AND SELLERS



51% of buyers found the home they bought on the internet



28% found their home primarily through their Realtor



14% from neighbors or people they knew



7% saw a sign in the yard



<1% found the home they bought from print media

*Smart marketing.
Strong results.*

MAKING THE RIGHT FIRST IMPRESSION



SMALL DETAILS. **BIG IMPACT.**



01 IMPROVE LIGHTING

Light fixtures make a difference in the way people see your home, even if they can't pinpoint the difference. Look at entry fixtures and landscape lighting is possible. Always use the highest approved wattage bulbs in outside fixtures – to make your house stand out!



02 SPRUCE UP LANDSCAPING

Adding large containers of seasonal color to the front porch and steps is the best way to spend \$100. It gives your home an eye-catching face lift.



04 | ATTENTION TO DETAIL

Most homeowners never use the front door. Take this opportunity to step back and really look at your home. Does the welcome mat need to be replaced? Is the door hardware dated or in need of a good polish? Have a look at the curtains and blinds from the street to make sure they hang straight and are uniform.



03 CLEAN SWEEP

If you don't use your front walk and door regularly, you may not notice it needs to be touched up. Sweep debris from driveway, walkways and steps. Remove cobwebs and wipe down light fixtures, keep windows clean, powerwash roof and siding if needed.

HOME PREP

Checklist



Simple steps to make your home shine
and leave a lasting impression.



EXTERIOR & CURB APPEAL



CLEAN UP LANDSCAPING

Mow the lawn, trim bushes, edge walkways and remove weeds.



ADD FRESH MULCH & FLOWERS

Add fresh mulch and seasonal flowers for a welcoming touch.



POWER WASH SURFACES



Clean the siding, driveway, walkways and any decks or patios.



PAINT OR TOUCH UP EXTERIOR



Repaint the front door, trim or siding if it looks worn or faded.



Choose neutral, inviting colors that appeal to most buyers.



FIX EXTERIOR ISSUES



Repair broken fences, replace missing shingles, clean gutters.



Make sure exterior lights work and house numbers are visible.



ENHANCE THE ENTRYWAY



Add a new doormat, potted plants or updated lighting fixture.



INTERIOR CLEANING & DECLUTTERING



DEEP CLEAN THE ENTIRE HOME

Scrub floors, baseboards, windows, kitchen and bathrooms.



REMOVE PET ODORS AND STAINS

Remove pet odors and stains; consider professional cleaning if needed.



DECLUTTER EVERY ROOM

Clear off countertops, remove excess furniture and tidy up closets.



DEPERSONALIZE

Take down family photos, religious items or bold décor.



ORGANIZE STORAGE AREAS

Clean out closets, cabinets, pantry, garage and attic.



Neatly arranged storage suggests there is ample space.



REPAIRS & UPDATES



TOUCH UP PAINT & WALLS

Patch holes, repair scuffed walls and choose light, neutral tones.



FIX MINOR REPAIRS

Address leaky faucets, squeaky doors, burnt out bulbs, loose knobs, etc.



UPDATE FIXTURES (IF NEEDED)

Swap out dated light fixtures, cabinet hardware or faucets for modern alternatives.



CHECK FOR SAFETY CONCERNS

Make sure smoke detectors work, railings are secure and there are no trip hazards.



*Little touches make
A BIG DIFFERENCE!*



A PREPARED HOME SELLS FASTER
and for more.

PLANS & PRICING



BASE PRICE

\$499

Single Family Home
w/\$100 Deductible

Single Family Home

One Year: \$100 Deductible \$499

♥ One Year: \$50 Deductible \$650

- Includes Identity Theft Protection (pg. 6)

Single Family Home (Continued)

Two Years: \$100 Deductible \$950

Condo/Townhouse

One Year: \$75 Deductible \$475

Two Years: \$75 Deductible \$899

New Construction

Three Years: \$75 Deductible \$600

Coverage begins 366 days after closing
and continues for three years.

Multi-Family Unit Plans

(\$75 Deductible)

One Year: Duplex

(2 warranty agreements) \$950

One Year: Triplex

(3 warranty agreements) \$1,250

One Year: Fourplex

(4 warranty agreements) \$1,599

BUYER COVERAGE PLANS ***

COVERAGE ITEMS (STANDARD)

- Attic and Exhaust Fans
- Built-In Dishwasher
- Built-In Microwave
- Built-In Oven
- Central Air Conditioning
- Central Vacuum
- Duct Work
- Concealed Plumbing or Electrical
- Electrical System
- Exterior Water and Sewer Line
- Free Standing Range/Cooktop
- Garage Door Opener
- Garbage Disposal
- Heating System
- Heating & Cooling Combination System
- Hotel Benefits
- Humidifier
- Instant Hot Water Dispenser
- Kitchen Refrigerator
- Permanently Installed Primary Sump Pump
- Plumbing
- Roof Leak Repair
- Septic System
- Washer and Dryer
- Water Heater
- Water Well Pump

BUYER PREFERRED UPGRADE (OPTIONAL)* | \$199

- Built-in Dishwasher (Adds):
Racks, Baskets and Rollers ✓
- Built-in Microwave (Adds):
Interior Lining, Glass Door, Clocks and Shelves ✓
- Central Air (Adds):
Refrigerant Recovery, Cost of Crane, Registers and Grills ✓
- Central Heat (Adds):
Registers, Grills and Heat Lamps ✓
- Garage Door Opener (Adds):
Hinges, Springs, Keypads and Remote Transmitters
and Ice/Beverage Dispenser ✓
- Refrigerator (Adds):
Refrigerant Recharge, Control Board, Ice Maker
and Ice/Beverage Dispenser ✓
- Spckage (Adds):
Ceiling Fan, Fire/Burglar Alarm, Lighting Fixtures, Doorbell ✓
- Toilets (Adds):
Replaced With Like Quality ✓
- Oven/Range (Adds):
Interior Lining, Clocks, Rotisseries,
Racks, Handles, Knobs and Dials ✓
- Water Heater (Adds):
Chemical, Mineral Deposits, and Sediment Buildup ✓
- \$250 toward Code Violations ✓

BUYER'S PREMIER COVERAGE PLAN

(Page 5)

26 Standard
Coverage Items

11 Buyer Preferred
Upgrade Items

\$50 Deductible
(One Year)

IDENTITY THEFT PROTECTION

Single Family Home:

\$825

Condo/Townhouse:

\$760

SELLER COVERAGE PLANS

COVERAGE ITEMS (STANDARD)**

- ListSecure®
- Attic and Exhaust Fans
- Central Vacuum
- Duct Work
- Electrical System
- Instant Hot Water Dispenser
- Plumbing
- Water Heater

SELLER PREFERRED UPGRADE (OPTIONAL)** | \$125

- Built-In Dishwasher ✓
- Built-In Microwave ✓
- Built-In Oven ✓
- Central Air Conditioning ✓
- Free-Standing Range/Cooktop ✓
- Garbage Disposal ✓
- Kitchen Refrigerator ✓

BUYER OPTIONAL COVERAGES

- Additional Refrigerators \$75
- Gas Fireplace \$75
- Inground Pool/Spa \$185
- Premium/Salt Water Pool/Spa \$345
- Sprinkler System \$75
- Termite Control \$75
- Water Softener \$85



WHAT IS COVERED?

A GUIDE TO ITEMS INCLUDED IN THE COVERED HOME



America's Preferred
Home Warranty

Benjamin Harris

804-332-2166

bharris@aphw.com



Coverage is limited to the items listed as "Covered".

Everything else is considered "**Not Covered**" under the contract.



INTERIOR COVERAGE



ATTIC & EXHAUST FANS

Covers: Switches, controls, motors, bearings, blades.

Not Covered: Shutters, belts & filters, circulation or paddle-type fans.



CENTRAL AIR CONDITIONING

Covers: Central units only (electric refrigerant system). Coils, capacitors, motors, thermostats, leaks in lines, fuses, breakers, disconnect boxes, wiring, condensers, evaporative coolers.

Not Covered: Window units, free-standing units, portable units, any type of gas, duct work, ductless systems, filters, drain pans, or recovery of refrigerant.



ELECTRICAL

Covers: Breakers, wiring, panels & sub-panels, plugs, switches, outlets, wiring to appliances, junction boxes, central vacuum.

Not Covered: Service entrance cables, meter boxes, outside wiring, or any loss due to utility failure, overload or power outage.



KITCHEN APPLIANCES

Covers: Built-in range, oven, cooktop, dishwasher, microwave, refrigerator (compressor only), garbage disposal, water dispenser.

Not Covered: Cosmetic damage, door seals, glass cooktops, knobs, handles, ice makers, freestanding appliances, or loss due to food spoilage.



WASHER / DRYER

Covers: All components & parts except items listed as "Not Covered".

Not Covered: Soap dispensers, lint screens, plastic dials/knobs, venting, damage to clothing.



EXTERIOR & SYSTEMS COVERAGE



PLUMBING SYSTEMS

Covers: Drains, faucets, leaks, water lines, valves, toilet components, supply lines, fixtures inside the home, sump pumps (ground water only).

Not Covered: Sinks, tubs, exterior hose bibs, shower pans/enclosures, toilets, caulking, tile, sprinkler systems, or rust/corrosion.



EXTERIOR WATER & SEWER LINES

Covers: Pipes between the home's foundation and the main water/sewer line. Includes excavation, repair or replacement of affected pipe.

Not Covered: Landscaping, frozen pipes, blockages from roots or foreign objects.



SEPTIC SYSTEM

Coverage begins 30 days after Contract Start Date.

Covers: Septic tank & line from house, baffles, sewage ejector pump & switches.

Not Covered: Drain field, tile fields, leach beds, clogs from roots or foreign objects.



WATER HEATER

Covers: Electric, gas, tankless & instant hot water dispensers, thermostats, valves, heating elements, relief valves, drain valves, sensors.

Not Covered: Oil tanks, damage from sediment, chemical deposits, or rust/insufficient capacity.



WATER WELL PUMP

Covers: Well pumps, valves & regulators.

Not Covered: Pressure tanks, well casing, re-drilling, or lawn sprinkler systems.

*Must be primary water source.
Coverage begins 30 days after Contract Start Date.*



HEATING SYSTEM

Covers: Central heating (electric, gas, oil, steam/hot water), heat pumps, ductwork, thermostats, relays, igniter, flame sensor, transformers, gas valves, motors, switches.

Not Covered: Hot water boilers (unless part of system), steam boilers (low water cutoff valve excluded).

STRUCTURAL & EXTERIOR COMPONENTS



ROOF

Covers: Leaks only, rolled roofing, shingles, tiles, flashing.

Not Covered: Roof mounts, vents, gutters, drain lines, pre-existing leaks, or damage from storms/acts of nature.



GARAGE DOOR OPENER

Covers: Motors, push buttons, control boards, chains, drive mechanisms.

Not Covered: Door assemblies, rollers, springs, keypads, remotes.



HUMIDIFIER

Covers: Permanently mounted furnace humidifier pans, motors, valves, transformers).

Not Covered: Pads, media, brushes, atomizers, units.



WELL PUMP (AUXILIARY)

Covers: Auxiliary sump pumps only.

Not Covered: Sewage lines outside foundation or blockages from tree roots.



OUTDOOR COMPONENTS

Not Covered: Underground piping, zone pumps, well pumps, exterior filters (cleaners), vents, chimneys, solar systems, clocks, chime systems, leak tests, zone motors & dampers.



ADDITIONAL NOTES

- Coverage applies only to items listed as "Covered".
- Items must be in normal working order at contract start.
- Damage from rust, corrosion, mineral deposits, or lack of proper maintenance is not covered.
- Coverage is provided for repair or replacement of the affected component only.
- Roof leak coverage requires current roofing.
- Some coverage is subject to additional limitations as provided in the Terms and Conditions Section of the Real Estate Warranty Service Agreement.



QUICK REFERENCE: NOT COVERED EXAMPLES

- ✗ Sinks, bathtubs, toilets, shower pans, & enclosures
- ✗ Exterior hose bibs & sprinkler systems
- ✗ Pressure tanks & well casings
- ✗ Septic drain fields, tile fields, leach beds
- ✗ Window AC units & free-standing units
- ✗ Cosmetic damage, rust, corrosion, calcium build-up
- ✗ Food spoilage or freezer contents
- ✗ Shutters, belts, filters (except HVAC filters)
- ✗ Acts of nature (fire, flood, earthquake, etc.)
- ✗ Anything not specifically listed as "Covered"



WE'VE GOT YOU COVERED. | Peace of mind for the home you love.

REAL ESTATE

Terms

Understanding the key terms
used in today's real estate world.



APPRAISAL

An unbiased professional opinion of a home's value.



DEED

An official written document declaring a person's legal ownership of a property.



AS-IS CONDITION

The purchase or sale of a property in its existing condition, without repairs.



DOWN PAYMENT

Part of a home's purchase price that you pay up front and is not part of the mortgage loan.



ASKING PRICE

The price that a home seller places on the listing when they put it up for sale.



ESCROW ACCOUNT

Funds held by a third party on behalf of two other parties that are in the process of completing a transaction.



IMPROVEMENTS

Property improvements that either will enhance the property value or will increase the useful life of the property.



EARNEST MONEY DEPOSIT

Funds held as a security deposit to show the seller that you are a serious buyer. Once the transaction is finalized, this money goes towards your closing costs.



CERTIFICATION OF TITLE

Legal documents that prove you own a piece of property.



MORTGAGE

A type of loan used to purchase a home or other types of real estate.



CLOSING

The final step of the home buying transaction. All parties sign the necessary documents to complete the transaction.



PRE-APPROVAL

Written verification from a mortgage lender that you qualify for a certain loan amount.



CLOSING COSTS

Fees for final property transfer not included in the price of the property. Typical closing costs include fees, taxes and insurance payments that are due when you sign a mortgage and take possession of the home. These vary based on purchase price and the mortgage itself.



PUNCH LIST

A list of tasks that the seller is responsible to complete before the final walk-through of a newly purchased property.



CREDIT REPORT

A statement that has information about your credit activity and current credit situation, such as loan paying history and the status of your credit accounts.



WALK-THROUGH

You and your real estate agent go through the house to confirm that any repairs have been completed and that the home is in the same, or better, condition than it was prior.

PREFERRED PARTNERS



LENDERS

ADAM JONES: KEYSTONE FUNDING

- 📞 540-537-3112
- ✉️ AJONES@KEYSTONEFUNDING.COM
- 🌐 WWW.KEYSTONEFUNDING.COM/LOAN-OFFICER/ADAM-JONES

DEVEN ALLDAFFER - HIGHLAND MORTGAGE

- 📞 727-480-4949
- ✉️ DEVEN@HIGHLANDMTG.COM
- 🌐 WWW.HIGHLANDMTG.COM/DEVEN-ALLDAFFER

JOEL BALSLEY - ATLANTIC BAY MORTGAGE GROUP

- 📞 540-597-8877
- ✉️ JOELBALSLEY@ATLANTICBAY.COM
- 🌐 WWW.ATLANTICBAY.COM/JOELBALSLEY



TITLE COMPANY

ALLISON ROBINS - HOMESTEAD SETTLEMENT SERVICES

- 📍 3130 CHAPARRAL DR, BLDG B, SUITE 209
- 📞 540-855-7328
- ✉️ AROBINS@HOMESTEADSETTLEMENT.COM



HOME & AUTO INSURANCE

BILL MEADOR INSURANCE AGENCY

- 📞 540-904-7833
- 🌐 WWW.MEADORINSURANCE.COM

JOHN TIRICO - EADES & LOWER, INC

- 📞 540-597-7538
- 🌐 WWW.EADESANDLOWER.COM

DAVID HONAKER - STATE FARM

- 📞 540-586-8194
- 🌐 WWW.DAVIDHONAKER.COM



HOME INSPECTIONS

KSM INSPECTIONS

- 📞 540-397-2794
- 🌐 WWW.KSM-INSPECTIONS.COM

ROANOKE VALLEY HOME INSPECTIONS

- 📞 540-238-9686
- 🌐 WWW.ROANOKEVALLEYHOMEINSPECTIONS.COM



TRUSTED PARTNERS. SMOOTHER TRANSACTIONS.

Stronger Together.



Seller's Net Sheet



Seller:

Property:

Sale Price:

MORTGAGES/LIENS

SELLER'S COST

First Mortgage Balance

\$

Second Mortgage Balance

\$

Home Equity Line

\$

Pre-Payment Penalties

\$

Other

\$

CLOSING COSTS

SELLER'S COST

Brokerage Fee - Seller's Agent -

%

\$

Brokerage Fee - Buyer's Agent -

%

\$

Estimated Closing Costs (1 - 2%)

\$

Buyer's Closing Costs

\$

Other

\$

TOTALS

SELLER'S COST

Total Expenses

\$

Balance After Expenses

\$

Estimated Net Proceeds to Seller

\$

SELLING YOUR HOME

notes



GREAT PLAN.
STRONG STRATEGY.
Successful Sale.



Your move.
OUR MISSION.
A SMOOTH SALE.





REALTY TEAM

REAL ESTATE EXCELLENCE, DELIVERED

540-302-5003

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540-402-4696  