

From List to Sold

Your Home Seller's



Your Key to Success





Similar LISTINGS

RECENTLY *sold*

Know what is happening in your area.
See the attached Seller's Property Report / Marketing Analysis .

CONTACT:

 904-648-8508

 Homes@Royalorchidrealtypartners.COM

 WWW.ROYALORCHIDREALTY@GMAON.COM.COM

meet

YOUR REALTOR® PARTNERS

At Royal Orchid Realty Partners, we are dedicated and experienced real estate professionals with a passion for helping homeowners achieve their goals. With over 16 years of industry experience, our team has successfully assisted countless clients in buying and selling properties, and we are confident in our ability to do the same for you.


We believe that effective marketing strategies are key to capturing maximum attention for your property. Our approach to real estate is built on partnership—it's your journey, and our top priority is to help you sell your home quickly and for the highest possible market price. Our proven 10-step approach to home sales ensures successful outcomes tailored to meet the unique needs of every client.

Selling a home can be a stressful process without the right real estate professionals by your side. At Royal Orchid Realty Partners, we are committed to making the experience seamless, efficient, and rewarding. Our goal is to secure the best market price for your property in the shortest amount of time.

We would love the opportunity to partner with you and assist in selling your home. With our expertise, dedication, and client-first approach, we are confident we will achieve the success you desire.



A Real Estate Partner You Can Trust

 904-648-8408

 APRILRPULLINS@GMAIL.COM

 WWW.ROYALORCHIDREALTYPARTNERS.COM

WHAT TO EXPECT

HONESTY & TRANSPARENCY

COMMITMENT

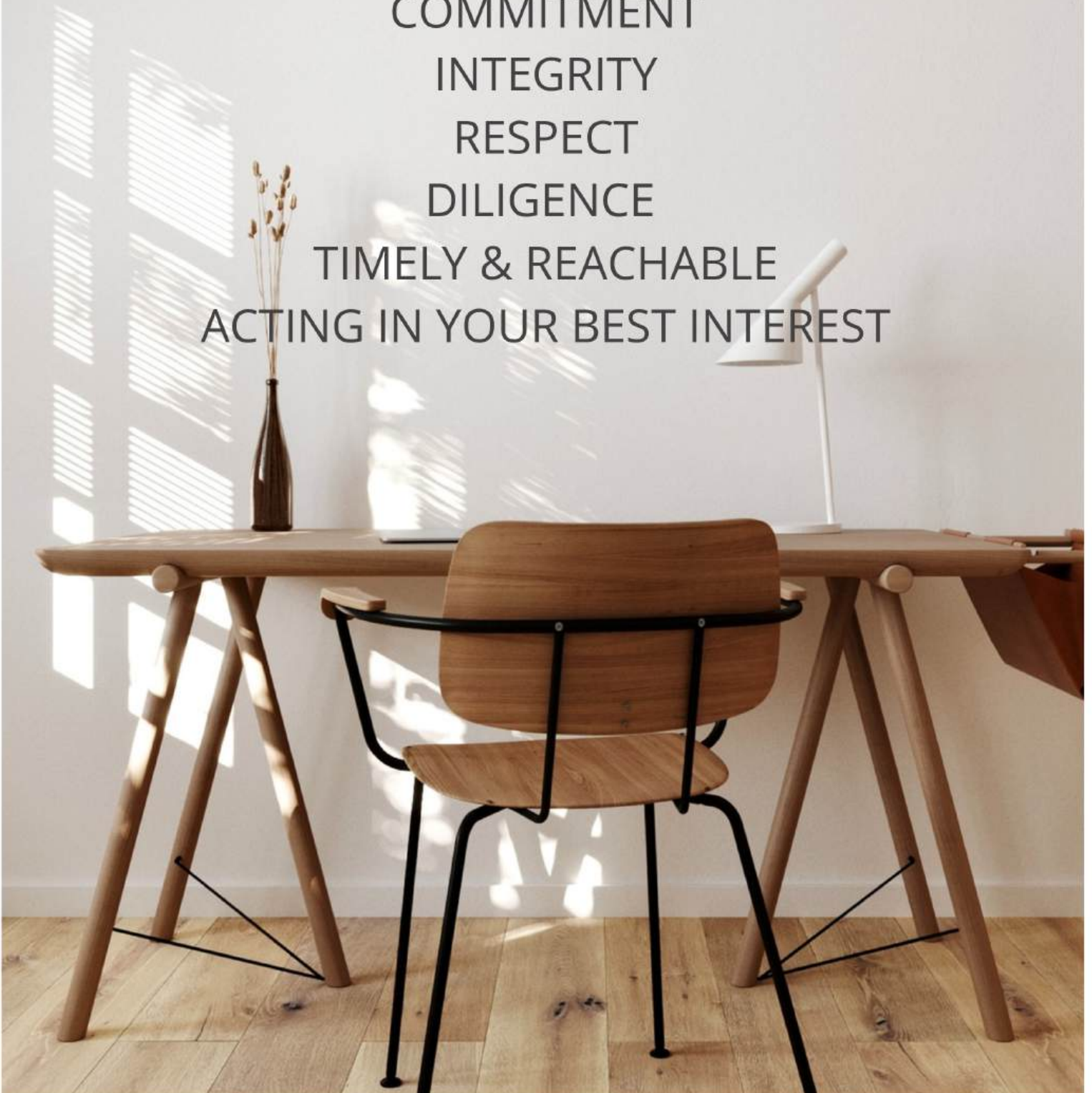
INTEGRITY

RESPECT

DILIGENCE

TIMELY & REACHABLE

ACTING IN YOUR BEST INTEREST

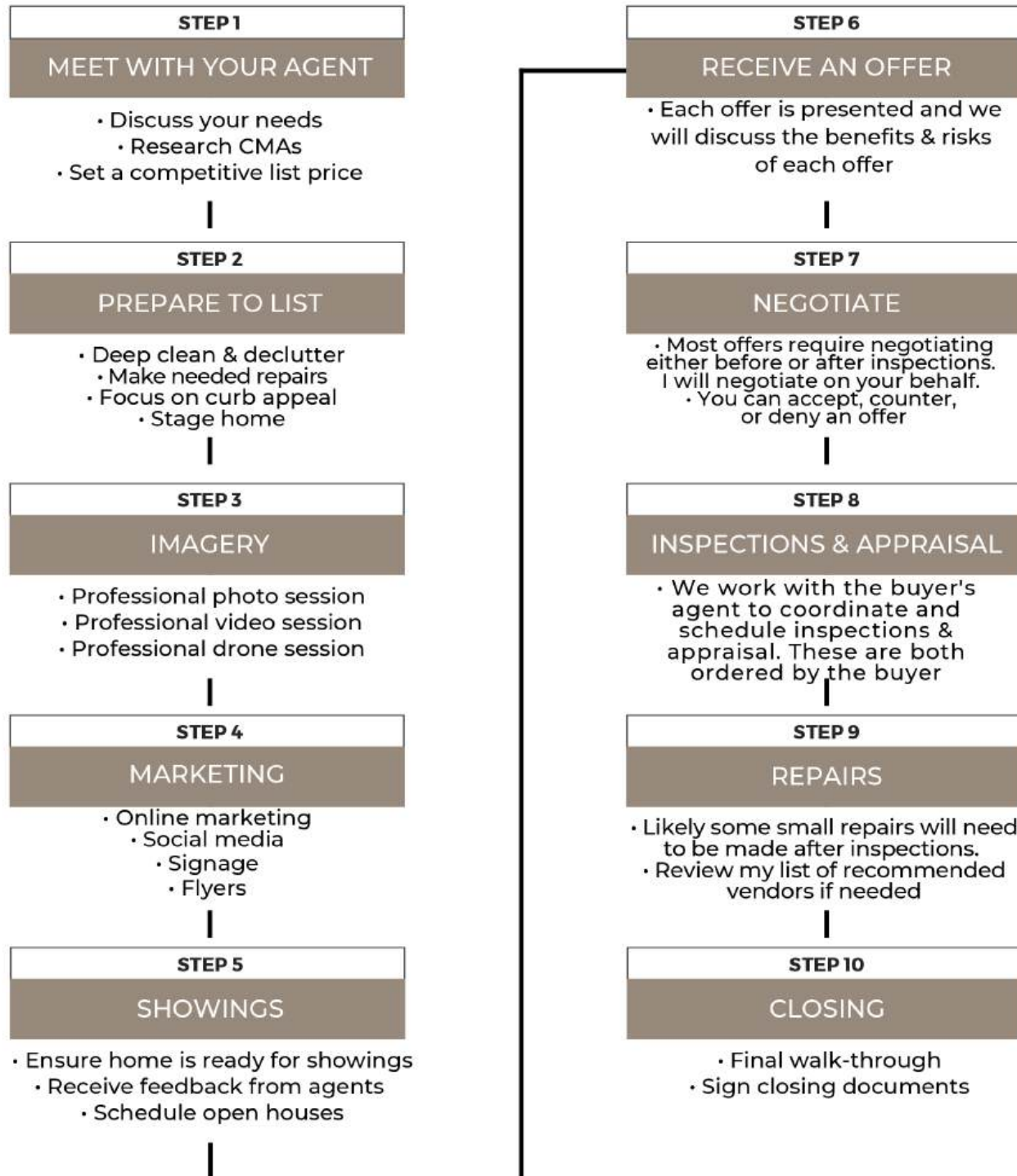




the
PROCESS

THE HOME SELLING

process



factoys





DETERMINING *factors*

FOR IF A PROPERTY WILL SELL OR WILL NOT SELL

FACTOR 1 PRICING

When pricing your home it is important to carefully consider top market value. Using my competitive market analysis tool, I will suggest your home's best listing price. I sell homes HIGHER than the market average because I list homes at the correct price from the start.

FACTOR 2 HOW IT SHOWS

It is important to have your home ready for market on day one. I will help you make sure your home is ready for showings and online by:

- Completing repairs that need to be done
- Decluttering & removing personal items
- Make sure the home is clean and smells fresh
- Cleaning carpets
- Neutralizing spaces and walls

FACTOR 3 MARKETING

I offer SUPERIOR MARKETING TECHNIQUES to help get your home sold faster and for more money than the competition.

PROSPECTING

Prospecting daily for potential buyers, talking with neighbors, and our co-op agents and past clients.

MARKETING

The second you sign with me, I go to work on marketing your home! COMING SOON MARKETING, ONLINE MARKETING, SOCIAL MEDIA MARKETING and PRINT MARKETING are all part of the success of getting your home seen by the most potential buyers, selling your home faster and for more money than the competition.

COMMUNICATION

Actively communicate with you through every step of the process. Diligently sharing feedback from showings, following up with agents after viewing the home, and calling weekly to discuss the progress from the previous week.

OUR *advantage*

BOOSTED ONLINE EXPOSURE

Today's market is centered on technology. Buyers are performing their searches online, so it is important that your listing is ranked high and shown in its best light. Studies have shown that online buyers, disregard homes with limited photos, low-quality photos, and minimal information. Rest assured I take the extra steps to get maximum exposure for your listing and give the online shopper a wealth of information, as well as quality photos, and video tours.

PROFESSIONAL PHOTOGRAPHY - A NECESSARY EXPENSE TO INSURE YOUR HOME LOOKS ITS BEST WHEN





BEFORE

Listing

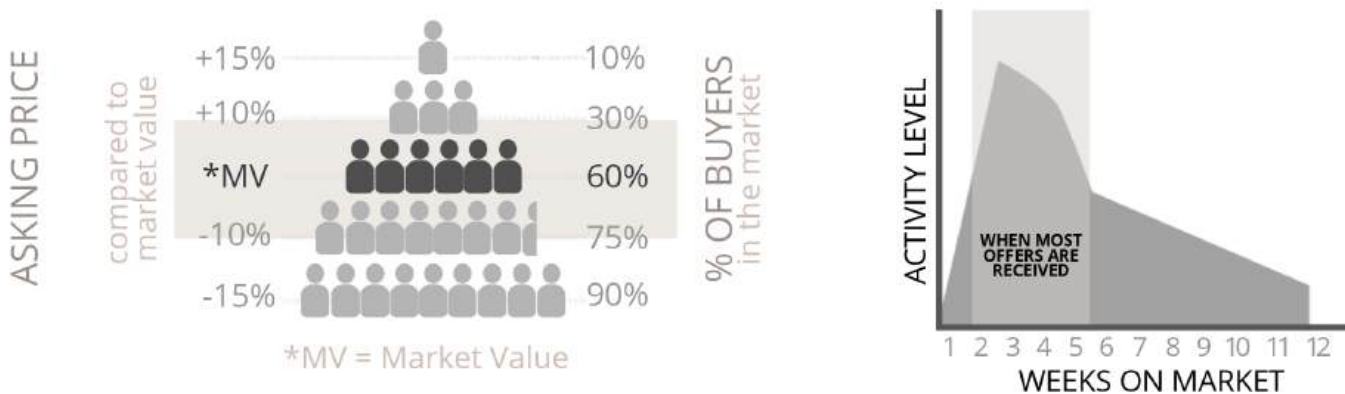
listing STRATEGY

PRICING STRATEGY

Using a scientific market analysis in your area, we will price your home correctly the first time so that it will sell quickly.

If your home is priced at fair market value, it will attract the largest number of potential buyers in the first few weeks.

If a home is overpriced it will attract the fewest number of buyers looking to purchase a home. The majority of home buyers look at a lot of homes, and they quickly get a feel for the price range that homes sell for in a given condition and location.



PROFESSIONAL STAGING

To make sure your home is shown in the best light to buyers, I will provide a professional staging consultation to ensure your home is ready to go on the market. A stager's job is to neutralize your home to appeal to the maximum number of potential buyers.

PROFESSIONAL PHOTOGRAPHY

In today's market, home buyers are searching online first. It is imperative that the photos of your home are top notch and of the best quality to catch the buyers attention and stand out from the competition. Having more eyes on your home, is the fastest way to get it sold and sell for top dollar.

AGENT MARKETING

I am part of a very large agent network. I will reach out to this network to see if your home might be a great fit for one of their buyers. This agent network is key to connecting buyers with your home as 88% of residential sales involve real estate agents.

ADVERTISING & MARKETING

I know the importance of marketing a property. This is an area I heavily focus my budget on. My expertise is attracting hundreds of buyers per month, and increasing brand awareness.

PREPARING TO

list





preparing TO LIST

MAXIMIZE YOUR HOME'S POTENTIAL

A clean, neutral, and streamlined look helps buyers to imagine what life would be like in your home. The action points below will help them be able to do that.

1 EXTERIOR

- Wash or paint the home's exterior
- Paint the front door
- Keep the yard nicely trimmed
- Keep the lawn free of clutter
- Weed and freshly mulch garden beds
- Clean interior and exterior windows
- Apply fresh paint or stain to wooden fences

2 INTERIOR

- Remove personal items, excessive decorations & furniture
- Replace or clean carpets
- Get rid of clutter and organize and clean closets
- Apply a fresh coat of paint to walls, trim and ceilings
- Replace outdated ceiling fixtures, and clean lighting fixtures
- Minimize and clean pet areas in the home
- Be sure that all light bulbs are in working order

3 FRESHEN THE PAINT & FIXTURES

- A new coat of exterior paint helps a home's curb appeal. It isn't a low-budget item, but if you can swing it...DO IT
- If you can't paint the entire home, paint the trim. This is a relatively simple thing to do and it helps give a home that wow factor
- Update exterior light fixtures. This can quickly give a home an updated look
- Put a fresh coat of paint on the front door



STAGING YOUR
home



the art OF STAGING

Staging a home is definitely different than designing a home. The goal of hiring a stager is having a trained eye come into your home and look at it as a buyer would. This service is provided to create a clean, decluttered look so that potential buyers can look at your home like a blank canvas to envision all their loved ones and belongings in the space for years to come.

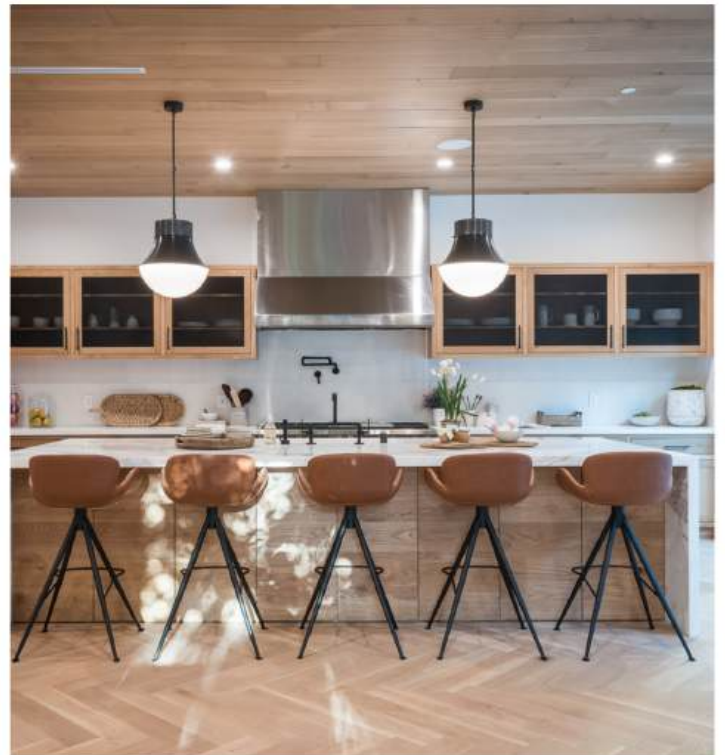
staged homes spent

90%

less time on the market

staged homes increased
sale price up to

5%



BENEFITS OF STAGING

- LESS TIME ON THE MARKET
- INCREASED SALE PRICE
- DEMONSTRATES THE HOMES FULL POTENTIAL
- HIGHLIGHTS THE BEST FEATURES OF THE HOME
- HELPS POTENTIAL BUYERS ENVISION THEMSELVES IN THIS SPACE
- DEFINES SPACES AND REVEAL THE PURPOSE OF EACH ROOM / AREA
- CREATES THE WOW FACTOR YOU WILL NEED IN PHOTOS TO MAKE YOUR HOME STAND OUT

A LASTING

image



REAL ESTATE *photography*



A PICTURE SAYS A THOUSAND WORDS

A listing's photos are often the first and sometimes only opportunity to attract a potential buyer. Most buyers are finding their homes online and photos are the first impression of your home. Pictures are the key to getting a home noticed, showings scheduled, and therefore sold. As your Realtor partner, I will ensure that your listing is shown in its best light. Many times a buyer has already decided if they are interested in your home just from the pictures online, without ever stepping foot inside of your home.

INTERESTING FACTS:

quality photos enjoy
118%
more online views

professionally shot listings
can sell for up to
19K MORE

potential buyers look at
professionally shot photos
10 TIMES
longer than non professional photos

professional VIDEOGRAPHY

VIDEO IS THE NUMBER ONE FORM OF MEDIA FOR
ENGAGEMENT



Real estate listings with video receive
403%
more inquiries

Videos attract
300%
more traffic for nurturing leads.

70%
of homebuyers watch video house tours

Video gives a prospective buyer a true feeling of moving through a home, and is far more descriptive of a space than still images can ever hope to be.



aerial PHOTOGRAPHY

Using aerial photography in real estate can show buyers a much more accurate depiction of what the property is actually like.

benefits

OF HAVING AERIAL PHOTOS:

- ✔ Provides views of the entire property & land
- ✔ The condition of the roof and other property features
- ✔ The neighborhood and surrounding area, including the home's proximity to schools & amenities
- ✔ Developments or local districts that are supported by the buyer's property taxes



virtual TOURS

A virtual tour is a sequence of panoramic images that are 'stitched' together to create a 'virtual' experience of a location. Once created, the viewer is able to experience what it is like to be somewhere they are actually not

THE BENEFITS



Utilizing cutting-edge technological solutions, we can narrow in on the most serious buyers. By using virtual tours we can give buyers a good look at your home without disturbing you. Leaving only the more serious buyers to schedule a showing.



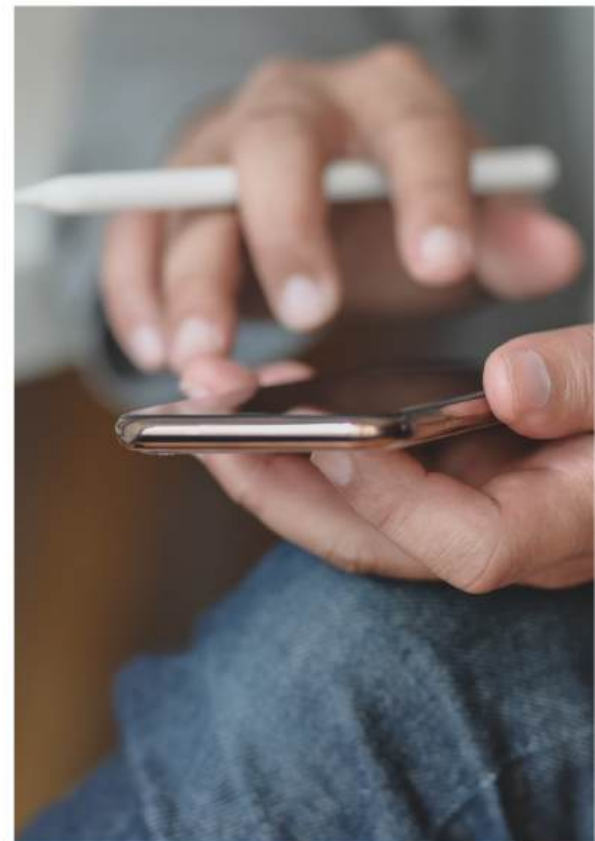
They are interactive by design, which means users spend more time exploring than they would look at photos. The more invested in the interaction potential buyers feel, the more likely to take the next step in their purchase journey.



Potential homebuyers don't like to wait and they want all the information now. Never missing another opportunity. A virtual tour allows your home to be on display around the clock.



Exposes your home to a wider audience. Your home can be toured from clear across the country at any time.



Property BROCHURES



Property brochures are a memorable marketing piece for buyers to bring home with them after a showing. These brochure outline every detail of your home seen and unseen. We love using these to show all the unique details, photos, neighborhood specs, schools, upgrades and features your home has to offer.

SOLD ON KEEPING YOU

safe





WE'VE GOT YOU *covered*

A secure lockbox will be used

This allows real estate agents access to show buyers your home securely. The lockbox holds the keys to the home and is typically found at the front guarded by a security lock that only licensed agents have access to.

Stow away valuables

Before showings make sure that all valuables are put away and out of sight. This includes even mail left out (which may contain personal information and bank statements). Items of value such as jewelry, artwork, cellphones, and gaming systems should also be out of site. It's a good idea to walk through your house before showings and make sure everything of value is out of sight.

Don't allow anyone in without an appointment

Now that your home is online many know that it is for sale. For your safety, NEVER let a stranger into your home. While it is likely that it is just someone that saw the sign in your yard and is interested in getting a quick look, you just never know. Ask them politely to call your agent who handles all showings.

Remove Prescription Drugs & Medication

Clean out your medicine cabinets and any other place you may store medications and hide them away. There have been more and more stories of people intentionally going to home showings to take medications freely.

Put Away Bills & Other Mail Pieces

With identity theft on the rise it is important to put away all mail pieces with your information on them. If this information ends up in the wrong persons hands, it can easily lead to identity theft.

Be extra vigilant on keeping doors locked

Often times a home for sale means home owners are not at home. So be sure to always keep your doors and windows locked.

Keeping your home safe

Once your listing goes live, we provide all the necessary shoe covers, hand sanitizer, protective gear, and friendly reminder signs for all of your showings.

A modern living room with a light blue sofa, a round white coffee table, and a white side table with a plant. The room is decorated with a striped rug and a vase of flowers on the coffee table. The text "Listing YOUR HOME" is overlaid on the image.

Listing
YOUR HOME

A top-down view of a desk with a laptop, a notebook, a pen, and a pair of glasses. A dark grey banner with the word 'MARKETING' in white and 'Plan' in yellow script is overlaid on the image.

MARKETING *Plan*

NETWORKING

A large percentage of real estate transactions happen with co-operating agents in the country. I will expose your listing to this market.

SIGNAGE

A sign will be placed in your yard as well as pointers and open house signs before an open house. These will be placed at the most opportune times to gain the most exposure.

SUPERIOR ONLINE EXPOSURE

Buyers in today's market first start their search online. We will meet your potential buyer where they are...online! Not only will your home be featured in the local MLS, it will also be featured on the major 3rd party real estate sites, and syndicated to literally hundreds of other listing sites. Your home will be featured on our company website, and social media.

EMAIL MARKETING

An email will be sent to our current buyer database of thousands of buyers searching for properties on my website. A new listing email alert will go out to my agent network of thousands of agents in the area.

PROPERTY FLYERS

Highly informative and creative property flyers will be displayed inside your home. These help potential buyers remember the key items and unique features of your home.

LOCKBOXES

Lockboxes are essential for the safety of all. They allow an agent to show your house whenever he or she needs to, rather than relying on you the owner for a key. Owners are also expected to vacate the property for showings. Having a lockbox makes this process much easier for all involved.

SHOWINGS

When we list your home, you will also be signed up with a showing service that immediately communicates with you when a showing is scheduled. When feedback isn't left, I will follow up with those agents requesting their feedback within 24 hours.

OPEN HOUSES

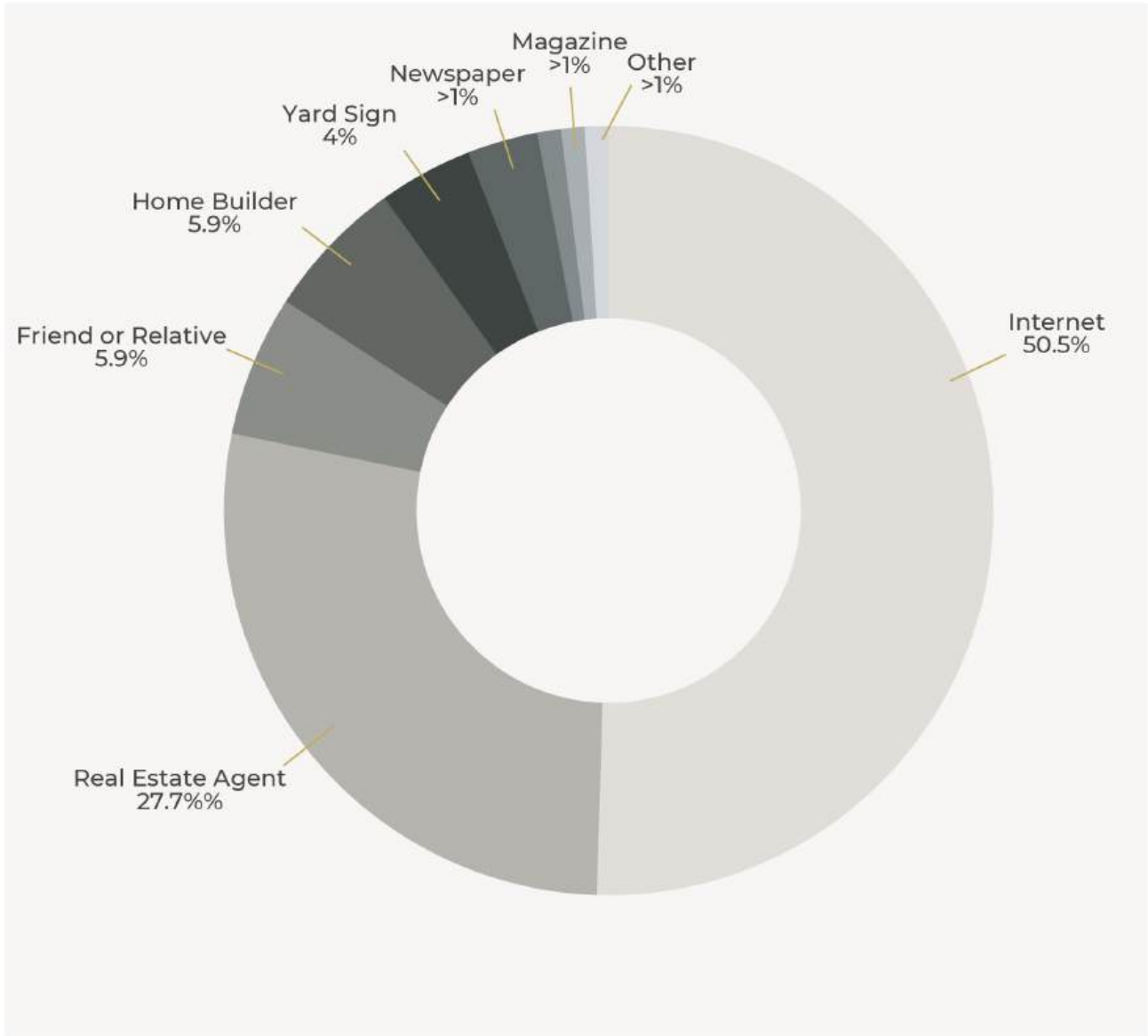
After reviewing many surveys, we have discovered the perfect formula for what day is best to list a home and the perfect day for an open house.

SOCIAL MEDIA MARKETING

We practice regular social media marketing on today's top social sites which include and are not limited to: Facebook, Instagram, LinkedIn, YouTube, and Pinterest.

WHERE DO BUYERS

find their home



*2024 NAR HOME BUYER AND SELLER GENERATIONAL TRENDS



maximum EXPOSURE

Get Featured

I will feature your home on the top home search sites, and on social media and syndicate it to over 400+ other sites.

Homes that receive the top 10% of page views sell an average of 30 days faster!

There's more! I personally market your home using in person touch points with potential buyers. I am committed to insuring your home gets the exposure it deserves.

Just to name a Few

 Zillow®

 trulia®

 realtor.com®

 Instagram

 facebook.

 YouTube



after
LISTING YOUR HOME



home SHOWINGS

FLEXIBLE

Be as flexible and accommodating to the buyers schedule as possible. We want to avoid having missed opportunities if at all possible.

INFORMED

Make sure everyone in the home is informed when showings are to happen so they can keep their spaces clean.

DAILY CLEANING

Keep up with daily messes. Wipe down kitchen and bathroom counters before leaving for the day.

ODORS

Avoid strong-smelling foods: Keep your meal prep as neutral and simple as possible.

FURRY FAMILY FRIENDS

Keep pet areas clean. Clean up after your pets immediately and wash their bedding regularly. Hide pet food or litter. Not everyone is a pet person and it may hinder a potential buyers ability to picture themselves living in your home.

NATURAL LIGHT

Open blinds and curtains and let in as much natural light as possible. Leave lights on before you leave for a showing.

TRASH

Empty trash cans to avoid any odors. Try to empty trash cans nightly so that the home is fresh when you leave for the day.

TEMPERATURE

Keep the room temperature comfortable. This demonstrates to buyers that the HVAC is working properly.

PERSONALS

Make sure you place all valuables and prescriptions out of sight and in a safe place.

VACATE

Having a seller present can make buyers feel awkward. We want to make the buyers feel at home and stay awhile.

OFFERS

Price is just one of many considerations when deciding which offer is best for your home. Here are some of the other factors that matter.

CONTINGENCIES

The fewer contingencies on an offer the better. Shorter time periods are also valuable.

ALL CASH BUYER

A cash offer is usually more appealing than a finance offer as the seller doesn't need to worry about the bank approving the loan.

PRE-APPROVAL

Assures home sellers that the buyer can get the loan they need.

LOAN TYPE

There are various loan types including conventional, FHA, VA, and USDA (Rural) home loans. We will examine each offer and the terms to determine which is the best option.

CLOSING TIMELINE

Whether you need to close quickly to move on to the next adventure, or you might need to extend the closing to allow time for the next home to be ready. Choosing the offer with the closing time that fits your needs will be most attractive to you.

CLOSING COSTS

Offers may come in high, but the buyer may ask you to pay a percentage of their closing costs. In some cases the buyer may submit offers requesting closing cost concessions with any offer- Keep in mind this is not always the scenario. They simply may ask for nothing. As offers are presented, we will effectively review each offer to determine what is best for your home selling goals/needs.

BUYER LETTER

More and more buyers are submitting letters to the seller's in an effort to have their offer taken more seriously. If the future of your home's new owner(s) is important, a buyer letter could assure you that you're selling to someone who will love the home and your neighbors as much as you did. This is a personal choice

REPAIR REQUESTS

Usually are submitted after the home inspection has been completed. If the home needs some repairs there are many ways to address these request. Repair the items agreed upon, offer a credit to the buyer at closing, or reject the request.

OFFER PRICE

Price matters too! If a high offer will cost you more in closing costs, repairs, or other factors —then it probably won't be the better offer. It is important that all offers are considered in its entirety

NEGOTIATIONS



after an offer is submitted:

WE CAN:

- Accept the offer
- Decline the offer

If the offer isn't close enough to your expectation and there is no need to further negotiate.

•Counter-offer

A counter-offer is when you offer different terms to the buyer.

THE BUYER CAN THEN:

- Accept the counter-offer
- Decline the counter-offer
- Counter the offer

You can negotiate back and forth as many times as needed until you can reach an agreement or someone chooses to walk away.

• OFFER IS ACCEPTED:

- You will sign the purchase agreement and you are now officially under contract! This period of time is called the Due Diligence period and the Due Diligence Fee is submitted by buyer to the seller.
- Now inspections, appraisals, or anything else built into your purchase agreement will take place.

contract

TO CLOSING



UNDER CONTRACT

What Comes Next



- Buyer's Home Inspection Completed
- Negotiate Requested Repairs From Buyer
- Appraisal Performed
- Pre-Close Preparation- Schedule movers, Transfer Utilities, Change mailing address
- Prepare for Closing - Move Out, Remove All Personal Belongings and Clean Home
- Closing & Settlement Day - Bring Valid Form of ID
- Your Home Is Now SOLD



Offer Accepted

INSPECTIONS

WHAT IS INCLUDED

Roof & Components
Exterior & Siding
Basement
Foundation
Crawlspace
Structure
Heating & Cooling
Plumbing
Electrical
Attic & Insulation
Doors
Windows & Lighting
Appliances (limited)
Attached Garages
Garage Doors
Grading & Drainage
All Stairs



FAQ

INSPECTION TIME FRAME
TYPICALLY 10-14 DAYS AFTER SIGNING
CONTRACT. NEGOTIATIONS USUALLY
HAPPEN WITHIN 5 DAYS

COSTS
NO COST TO THE SELLER. THE BUYER
WILL CHOOSE AND PURCHASE THE
INSPECTION PERFORMED BY THE
INSPECTOR OF THEIR CHOICE.

POSSIBLE OUTCOMES
INSPECTIONS AND POTENTIAL REPAIRS
ARE USUALLY ONE OF THE TOP REASONS
A SALE DOES NOT CLOSE.

COMMON PROBLEMS COULD BE
FOUNDATION, ELECTRICAL, PLUMBING,
PESTS, STRUCTURAL, MOLD, OR RADON

UPON COMPLETION:

BUYER CAN ACCEPT AS IS

BUYER CAN OFFER TO RENEGOTIATE

BUYER CAN CANCEL CONTRACT

home APPRAISAL



If the buyer is seeking a loan to purchase your home they will need to have an appraisal performed by the bank to verify the homes market value is at or above the purchase price. As a seller we want the property to appraise for at least the sale amount or more. It is very difficult to successfully contest your appraisal. As an experienced agent, I have certain strategies to reveal the value of your home prior to the appraisal. Don't worry we cover this upfront. Setting the best possible market price will ensure a successful outcome.

APPRAISAL COMES IN AT OR ABOVE SALE PRICE

You are in the clear, and closing can be begin!

APPRAISAL COMES IN BELOW SALE PRICE

- Renegotiate the sale price with the buyer
- Renegotiate with the buyer to cover the difference
 - Cancel and re-list
- Consider an alternative all-cash offer

FINAL

steps



FINAL STEPS FOR SELLERS

✓ CANCEL POLICIES

Once title transfer has occurred contact your insurance agent to cancel your policy so you can receive a refund of any prepaid premiums.

✓ CLOSE ACCOUNTS

Cancel utilities and close those accounts. Keep a list of phone numbers for each of your utility and entertainment companies.

✓ CHANGE ADDRESS

Let everyone know your new address. Submit a change-of-address form to the post office.

✓ TURN EVERYTHING OFF

Turn off valves to the sinks, toilets, appliances, and water heater. Turn off all light switches and fans. Lastly, call the electric company.

✓ DOCUMENTS

Secure all closing documents as well as the contract and closing documents. Keep them in a safe place.

✓ GATHER HOME PAPERWORK

Put together a packet of manuals, receipts, and any warranties as well.

✓ CLEAR OUT PERSONALS

Move out your personal belongings completely. Check all drawers, cabinets, and closets.

✓ CLEAN

Ensure that your home is completely clean upon leaving the home. Clean the cabinets, refrigerators, and other appliances inside and out. Thoroughly clean out the garage. Schedule trash pick up prior to the day of closing. Leave your home the way you would like to find it if you were the buyer.

✓ INCIDENTALS

Leave all house keys, remotes, gate keys, pool keys, and mailbox keys in a drawer in the kitchen.

✓ FLOORS

Vacuum and sweep floors one more time

✓ LOCK UP

Ensure all blinds are closed, and lock the windows and doors.



closing THE SALE

WHAT TO EXPECT

Closing is when funds and documents are transferred in order to transfer ownership of the property to the buyer. The Closing Attorney will look over the contract and find out what payments are owed, and by who. Prepare documents for closing, perform the closing, make sure all payoffs are completed, settlement procedure (recording the new deed into the buyers name, and that you receive payoffs that are due to you.



YOUR COSTS

Seller commonly pays:

- Mortgage balance & penalties if applicable
- Any claims against your property
- Unpaid assessments on your property
- Real estate agents, for payment of commission
- Title insurance policy
- Deed preparation
- Home warranty (optional)

WHAT TO BRING

Sellers need to bring to closing:

- A government picture ID
- House keys
- Garage door openers
- Mailbox and any other spare keys

AFTER CLOSING

Keep copies of the following for taxes:

- Copies of all closing documents
- All home improvement receipts

CONGRATULATIONS

YOUR HOME HAS OFFICIALLY SOLD

We take pride in all we do. We never forget it's
Your Journey, Your
Home, and therefore
Our Priority.



Our goal is to set proper expectations, deliver exceptional service, and provide the best experience possible.



THANK YOU!
YOU ARE THE VERY BEST PART
OF US



CLIENT
testimonials

REVIEWS



I recently had the pleasure of working with an extraordinary Realtor who helped me sell my home. From the moment we started working together, April's dedication, expertise, and professionalism was apparent. She held our hands and took great care to insure we understood and were abreast every step of the way. We always felt like we mattered. She made the selling process seem like a breeze. Thank you April, from TJ and CM.

I cannot recommend my real estate broker April Pullins enough. Her exceptional service, professionalism, and results speak volumes about her expertise in the real estate industry. You are a rockstar to our family and we are eternally grateful for you!!! Jan and Rick

What truly sets my realtor April Pullins apart is her unwavering commitment to her clients. She went above and beyond to make the selling process as smooth as possible. From organizing open houses to providing valuable resources and guidance, her dedication was evident in every interaction. I always felt like a priority, and her personalized approach made me feel confident and supported throughout the entire process. Thank you April! Mary

My suggestion is Royal Orchid Realty Partners without a doubt. If you are looking for a realtor who will go the extra mile, exceed your expectations, and achieve the outstanding results that you desire; look no further. We are so very grateful for April's assistance and would not hesitate to work with her again in the future. She is truly the best at what she does. Thank you April! The Collins family

When it comes to negotiations, my realtor's expertise and experience truly shone through. She represented my interests, guided and supported me through the entire journey of selling my home. She made sure I received the best possible price for my home. I was impressed at how attentively she listened and communicated with me during the process. I had a few personal challenges along the way and she never let me see things from a negative perspective. She was always very encouraging, professional, and honestly a rock when I needed it. I will never forget how she helped me with selling my home. By the way, not only is she a great negotiator, she made sure we closed on time. I would recommend her to anyone. Mike S.

SOLED

Home Seller's Guide



A Realty Partner You Can Trust

Your Key
to Success

