



LESLIE TUPPER REALTOR®

SELLERS

Your home is likely your single largest investment.

Yielding the Best Return on Your Investment

- **TAKING INTO ACCOUNT YOUR INDIVIDUAL NEEDS**, Leslie will guide you to a proven pricing formula:

comparable sales
+ competitive listings
+ seasonal timing
+ average days on market
+ your selling timeframe
= accurate pricing

- **YOU NEVER GET A SECOND CHANCE**: Leslie utilizes effective strategies for marketing your home. Tips for home presentation, powerful advertising in *****numerous***** venues, increasing buyer awareness of neighborhood potential, and direct promotion of your home to other agents are a few methods to ensure your home makes a good first impression.
- **SETTING THE STAGE**: Techniques for enhancing curb appeal and preparing the home for its best presentation are necessary for a swift home-sale. Leslie customizes a checklist of recommendations for each home to highlight features.
- **IMPROVEMENTS THAT PAY FOR THEMSELVES**: Needed repairs greatly decrease sales price of a property, while making improvements may justify a greater listing price. Leslie will offer cost analysis data to determine the best return for your investment
- **ONGOING, COMPREHENSIVE MARKETING PLAN**. Leslie will provide you with an outline of your personal marketing plan within the first week of your listing—this will include periodic reviews of that plan and marketing trends. She will keep you informed of marketing & showings on a weekly basis.
- **PRE-QUALIFICATION OF OFFERS IS CRUCIAL TO A SUCCESSFUL CLOSING**. Leslie has the experience and resources to advise you of possible issues with the offer and the buyer's ability to perform.
- **EFFECTIVE NEGOTIATION** is a blend of educated technique, experience and subtle, personable persuasion. You'll want an agent who understands and employs these skills on your behalf. – Leslie is the one!



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- **RESOLVING ISSUES** with the building inspection, survey, title, or code compliance. Leslie works with dependable real estate & home improvement/repair professionals/specialists.
- **DEADLINES:** Building resolution, utility inspection, code compliance, loan commitment and title work deadlines must be met prior to closing—Leslie's attentive coordination will facilitate a smooth closing!

Corporate Relocation

Leslie provides a full range of relocation services in addition to custom seller services. These include a detailed marketing plan with Employee Relocation Council (ERC) or Brokers Market Analysis (BMA) reports, market condition updates, agent showing reports, advertising reports, coordination of vacant home services, periodic reports to relocation company and relocation document completion.

Pledge to Sellers

- Effective communication focused on listening to what you, the seller, want and need. Explanation of the real estate process in terms you can understand. Honesty even when it means not having a quick fix. Elimination of misunderstandings.
- Ethics and integrity as a person—not just fulfilling a fiduciary responsibility to my clients.
- A brokerage with the tools to match my skills at getting your home sold.
- Like most sales-driven careers, it's necessary for me to offer my clients the most for their money to ensure repeat business and my success! Proper marketing, high visibility, strong negotiation skills, and work ethic are all things I can bring to the table...but economic trends and market factors greatly influence home sales as well. I don't make empty guarantees...I put my dedication to my clients to work and deliver the best possible results!
- Re-evaluation of a marketing plan, a time frame, a sign placement...no detail is too small for my consideration. My services are only as good as my listening skills. I am open to your suggestions and input throughout the home sale process!