

# Seller's Guide

BY  
RHEE PROPERTIES

HOMES  
IN GUAM

# The Steps to Selling

Selling your home is a big decision, but with the right approach, it can be a smooth and rewarding process. From setting the right price to preparing your home and negotiating offers, each step is important for getting the best deal. In this guide, we'll cover the key steps to help you navigate the home-selling process with confidence and ease.

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# Decide When to Sell

Choose the right time based on the market and your situation.

**Market conditions:** Research if it's a buyer's or seller's market. If it's a seller's market, you may get a better price.

**Personal situation:** Consider your personal circumstances, like relocation, financial stability, and timing.

# Choose a Real Estate Agent

Select an experienced agent who fits your needs.

**Experience matters:** Look for a real estate agent with a good track record in your area.

**Ask for recommendations:** Family, friends, and colleagues may have agents they've worked with before.

**Interview multiple agents:** Ask about their marketing strategies, experience, and commission rates.



# Set the Right Price

Price your home based on market value to attract buyers.

**Comparative Market Analysis (CMA):** Your agent should provide a CMA to see what similar homes in your area have sold for.

**Price it right:** Setting the right price is critical for attracting buyers and getting offers. Pricing too high can discourage buyers, while pricing too low may lead to a loss.

# Prepare Your Home

Clean, declutter, and make necessary repairs.

**Clean and declutter:** A tidy, well-maintained home gives a better impression.

**Repairs and upgrades:** Take care of any needed repairs (e.g., leaky faucets, cracked windows). Minor upgrades like fresh paint can make a big difference.

**Staging:** Consider staging your home to highlight its best features and help buyers envision living there.

# Market Your Property

List online, use social media, and hold open houses.

**Online listings:** Ensure your home is listed on major real estate websites (e.g., Zillow, Realtor.com).

**Social media marketing:** Your agent should leverage social media to increase exposure.

**Open houses and private showings:** These can attract potential buyers who want to see the property in person.

# Negotiate Offers

Review and negotiate offers to get the best deal.

**Review offers carefully:** Look at the price, contingencies, and proposed closing date.

**Counteroffers:** You can make a counteroffer if the initial offer doesn't meet your expectations.

**Consider contingencies:** Be sure to assess contingencies like the buyer needing to sell their current home before purchasing yours.

# Accept an Offer and Enter Contract

Sign the contract and finalize the deal.

**Choose the best offer:** Consider not only the offer price but the buyer's financial stability, contingencies, and flexibility with timing.

**Hire an attorney (if needed):** In some areas, you may need a real estate attorney to finalize the contract.

# Inspection and Appraisal

Address any issues found during the inspection or appraisal.

**Home inspection:** After accepting an offer, the buyer usually inspects the home for issues and may ask for repairs or concessions.

**Appraisal:** The lender will appraise the home to confirm its value. If it's lower than the sale price, the buyer might request a price reduction.



# Close the Sale

Sign paperwork, transfer ownership, and receive payment.

**Closing day preparations:** This is when the final paperwork is signed, and the sale is completed.

**Final walk-through:** The buyer will do a final walk-through to ensure everything is in order.

**Transfer of ownership:** After everything is signed, the home ownership is officially transferred, and you'll receive your proceeds from the sale.

# Move Out

Clear your belongings and leave the home ready for the new owners.

**Coordinate your move:** Plan your move to ensure you leave the home in good condition for the new owners.

**Remove all personal belongings:** Make sure the home is completely cleared of your items and cleaned.

# Tips for a Successful Sale

**Stay flexible with showings:** The more available you are for showings, the more likely you are to get offers (if you are still occupy the home).

**Know the tax implications:** Selling a home can have tax consequences, especially if you've made a profit.

**Have a contingency plan:** Be ready for any potential issues during the sale, such as appraisal problems or unexpected repairs.

# Thank you!



Thank you for taking the time to read this guide. If you have any questions or would like to discuss our findings further, please don't hesitate to reach out to us.

845 N Marine Corps Dr 202  
Tamuning, GU 96913

[inguam.homes](mailto:inguam.homes)

**Earl Rhee**  
671.727.7811  
[earl@rhee.llc](mailto:earl@rhee.llc)

**Kay Lorenn Domingo**  
671.998.5888  
[kaylorenn@rhee.llc](mailto:kaylorenn@rhee.llc)

**Alfred Thomas**  
671.489.8798  
[alfred@rhee.llc](mailto:alfred@rhee.llc)