

SELLING YOUR HOME



 **ELEVATE**
REAL ESTATE

www.elevate.realestate
(307) 760-3778



ABOUT OUR BUSINESS

Elevate Real Estate was born out of a conscious effort to help elevate people's lives as a whole. It is our mission to change the real estate industry by 2028; using a holistic, heart-centered approach by listening to your life goals and asking what home will help you get there or be successful. Then through collaboration and service, we excel! Because we believe the right environment is the key to your success. When you have a safe place to rest, a comfortable place to relax, and a supportive place to create, how could that elevate you?

At Elevate Real Estate, we strive to connect with you; walking through the process feeling as if you are our only client. Because you matter! We are a success driven company, your success is ours and we only win when you win. Every deal is different. We spend our time and energy bringing you the best case scenario for you through our vast experiences; learned and found in our resources.

What are we doing differently? We're not, you are! Therefore, we bring you a custom approach, driven in the direction you want to go.

HOW CAN WE HELP YOU?

Do you need a REALTOR®? If you truly enjoy...

- the art of negotiation
- communication and how to be clear, kind and effective (on their time; not yours)
- showings - talking with strangers at all hours in detail
- collaboration - connecting lots of different parties; bringing them all to one goal (sometimes known as herding cats)
- evaluating truth and legitimacy - is what they're saying true and how does it impact each side and will it get done
- organizing - people and things
- scheduling - events and meeting deadlines
- understanding legality - how you are proceeding
- teaching - explaining
- navigating situations - master problem solvers
- advocacy
- learning and understanding market trends - in general and specifically Laramie
- identifying potential problems before they arise
- understanding construction of a structure and land improvements
- knowledge of cost and customs; holding liability insurance

**Then no, you will be great on your own and maybe should contact us
about becoming an agent!**

However if you...

- want to lessen your stress in your life
- want time to relax
- would rather focus on your other areas of your life
- don't have enough time already

**Then let's continue the conversation of how we can be of service to
you!**

HOME SELLING PROCESS

MEET AGENT



**DETERMINE PRICING
STRATEGY & TIMELINE**



**PREPARE HOME TO GO ON
MARKET**



GO LIVE ON MARKET



RECEIVE OFFERS



**WORK CONTRACT TO
CLOSE!**

HOME SELLING FEES

Possible fees you may pay during the selling process

CLEANING

UP FRONT

**PRE- INSPECTION
COSTS**

Around \$500-\$750



**TRANSACTION
FEES**

**PAID AT
CLOSING**



Title Company
Fees

Realtor's
Commission

Negotiated costs
in the
transaction



WHAT IS TITLE INSURANCE?

Title insurance protects against a number of issues, including unpaid taxes, liens, forgeries, and undisclosed heirs. It can also protect against mistakes in recording legal documents, mental incompetence of grantors, and impersonation of the true owners.

GET A PRE-LISTING HOME INSPECTION

The best money you can spend!

WHY A SELLER SHOULD GET A HOME INSPECTION?

Before putting your home on the market to sell, you can order a pre-listing inspection to learn about any potential issues with the house. You can use this information to get a jump-start on any repairs buyers may want resolved before purchasing your home.

WHAT SHOULD YOU HAVE INSPECTED?

Everything you aren't knowledgeable about.

WHAT AN INSPECTOR DOES?

When you hire an inspector, it is their job to be as detailed and thorough as possible when inspecting. It is their job to find everything wrong with the house. So let's have an in-depth conversation with the inspector about what is "normal". Then we can discuss what may need to be repaired before listing.

HOW TO HIRE AN INSPECTOR?

If you would like to be able to reference back to what you are selling or have concerns about something needing fixed, then you need to hire a licensed inspector who can give bids. We are always talking in dollars. Try to think full picture: how much does this repair effect my sales price and how does that compare to the market prices? It is ideal to hire someone who communicates well, is honest and knowledgeable.



GET READY FOR SHOWINGS

Deep clean your home including:

- Declutter the living room
- Organize the kitchen & pantry
- Create inviting bedrooms & bathrooms
- Boost curb appeal
- Showcase great lighting
- Be conscious of odors & scents
- Remove any personal items like photos & pets
- Ensure easy-to-navigate pathways

Stats Show Staging Is Worth the Investment!

A recent survey from the International Association of Home Staging Professionals show that staging helps sell homes three to 30 times faster than the nonstaged competition. Further, staging can help increase the sale price by up to 20% on average,

WHAT'S YOUR NEXT MOVE?

ARE YOU STAYING IN THE LARAMIE AREA?

Are you upgrading or downsizing? We would love to help you find your next home! Ask us about the home buying process and how we would be of service.



ARE YOU MOVING FROM LARAMIE? WE CAN HELP YOU FIND A TRUSTED AGENT.

Although we focus on the Laramie area, we believe in connecting you with someone who prioritizes your needs. Whether you're relocating to another city or state, we've got you covered with trusted professionals. Ask us for a referral!

MEET YOUR TEAM



Carson Shoop

Owner/Broker

✉ CarsonShoopRE@gmail.com

☎ (307) 241-0448

I created Elevate Real Estate to expand my mission of a holistic approach to real estate needs, that is focused on truly helping the individual you. I have cultivated my real estate career into a way to serve you and the community we make up. Through learning your goals and assisting you to find a home that supports your highest path. I am always reflecting on the question and driven by the question, "How can I help you the most?"

Patricia Leatherwood

Real Estate Associate Broker

✉ LPatriciaQ@gmail.com

☎ (307) 343-0550

Dedicated real estate professional providing exceptional services to buyers and sellers in and around Laramie, Wyoming. With my deep knowledge of the local housing market and my Wyoming upbringing, I have a unique ability to uncover hidden gems that other agents may overlook. Client satisfaction is my top priority, and I approach every transaction with a nurturing style and unwavering dedication.



Allana Bustos

Real Estate Agent

✉ allanab.realestate@gmail.com

☎ (307) 421-4813

Proudly rooted in Laramie, I offer an unique advantage with an in-depth understanding of the local market and our community. I understand that each real estate journey is unique, and I am committed to providing personalized attention to meet your specific needs and goals. You can count on me to operate with transparency, honesty, and integrity.



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