

SELLING *with* INTENTION

STRATEGY · PRESENTATION · RESULTS



DANIELLA LAMIS

REALTOR®

hello,

I AM DANIELLA LAMIS

YOUR LOCAL REAL ESTATE EXPERT

THE RIGHT AGENT MAKES ALL THE DIFFERENCE

Hello there! With 9 years of experience in the Phoenix real estate market, I have a strong understanding of the area and am dedicated to helping you achieve your goals.

I know how stressful the process of selling a home can be. That's why I've made it my mission to offer a smooth, personalized experience that makes the journey easier and more rewarding for home sellers.

I love desert life in the valley, and exploring our great state. I'm passionate about helping others find their perfect home here!



WHERE YOU MIGHT FIND ME AROUND TOWN

- Enjoying a day with my family and dogs
- Paddleboarding the Lower Salt River
- Enjoying coffee in Agritopia
- Creating a desert oasis for our 2 desert tortoises

MY TRACK RECORD OF SUCCESS

REAL ESTATE
EXPERIENCE
9 YEARS

FAMILIES
HELPED
81

LET'S CONNECT

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(480) 296-4755
REALTY ONE GROUP

@daniellalamis



AN AGENT

FOR SOCIAL GOOD



I am committed to creating social change by supporting local organizations and take great pride in giving back to the community. I organize an annual Habitat for Humanity build day for clients and friends, while also sitting on the Habitat for Humanity family selection committee. I donate a portion of my commission back to the community when you buy or sell with me: to Habitat for Humanity, St. Vincent de Paul or The Good Works Project.



OUR MEETING TODAY

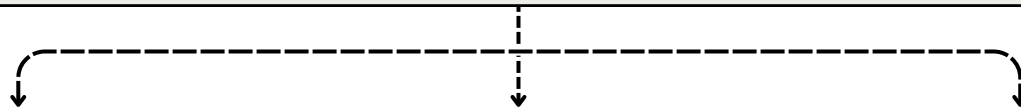
DISCUSSIONS AND POSSIBLE OUTCOMES

Selling your home can bring up questions. Today, I'll cover your priorities, answer your concerns, and explore the best ways to reach your goals.

Here's what we will cover :



FROM THERE, WE HAVE A FEW PATHS WE CAN TAKE:



WE'RE A GREAT FIT:

We decide to partner up, sign the agreement, and then I'll create a plan to sell your home fast and for the best price.

I'M NOT THE RIGHT FIT:

If my approach isn't what you need, that's fine. I'm happy to answer any questions and provide referrals if necessary.

I MAY SUGGEST NOT TO LIST:

I may recommend a different option that better suits your needs. Your success is my priority, even if it means suggesting another path.

I'm here to be a resource for you, whether you choose to work with me or not.



WHY LIST WITH ME



- Local Arizona native
- Recently awarded top 5% of Realtors in the valley
- Transaction Coordinator who oversees paperwork for the transaction. Think of this as 2 eyes on your file at all times!
- My robust marketing plan, including videos, photography, staging consult, QR code For Sale sign, reverse prospecting, etc. All detailed in this packet!
- My exclusive vendor list
- Weekly listing recap- with market reports customized for your area.
- I donate a portion of my commission to one of 3 local organizations, on behalf of YOU.



TEN STEPS TO SOLD

SIMPLIFYING THE JOURNEY

1

Consultation & Sign Agreement

We'll sit down to discuss your selling goals and timeline. You'll review my services and commission. When you are ready and we feel we are a good fit, you'll sign the listing agreement to officially work together.

2

Home Assessment & Pricing Strategy

I will analyze your home's features, condition, and recent comparable sales to determine its market value. Together, we'll develop a pricing strategy that balances your desired selling price with market conditions.

3

Prepare & Stage Property

Get your home ready to shine! This includes decluttering, deep cleaning, making any necessary repairs, and staging your home to highlight its best features and appeal to buyers.

4

Pre-Marketing, Photography & Implementation:

Professional photos and videos are a must! I will arrange for high-quality visuals to showcase your home in its best light and begin marketing it to potential buyers.



TEN STEPS TO SOLD

SIMPLIFYING THE JOURNEY



5

Listing Launch & Going Live:

Your home's listing goes live on the Multiple Listing Service (MLS) and popular online platforms like Zillow and Realtor.com, making it visible to a wide range of buyers.

6

Showings & Open Houses:

Buyers and their agents will schedule showings to view your home. I will also host open houses to allow potential buyers to drop in and explore.

7

Receive Offers:

Potential buyers will present their offers, detailing their suggested purchase price along with any additional terms. This process allows sellers to evaluate not just the price, but also the conditions, ensuring they choose the best overall option for their needs.

8

Negotiate & Accept:

We will review offers, possibly negotiate with buyers (potentially with counteroffers), and ultimately accept the offer that best meets your needs.

9

Inspections & Appraisals:

The buyer usually performs a home inspection to spot potential issues, while the lender orders an appraisal to verify the home's value for financing. Findings from both may lead to further negotiations or credits.

10

Closing Day:

Your last step! You will complete all required paperwork to finalize the sale, transfer ownership of the property to the buyer, and receive your proceeds. Once everything is signed and sealed, you can celebrate the successful completion of the sale. Congratulations!

FROM LISTED TO SOLD

MY PERSONALIZED MARKETING STRATEGY GUIDE

My Effective Approach and Resources for Attaining Exceptional Outcomes ·



STAGING



PROFESSIONAL
PHOTOS & VIDEO



LIST ON MLS
& SYNDICATE TO 400+
OTHER SITES



INSTALL
FOR SALE SIGN
WITH QR CODE



CREATE SINGLE
PROPERTY WEBSITE



PRINT MARKETING
MATERIALS



SHARE ON
SOCIAL MEDIA



TARGETED
ONLINE ADS



ADVERTISE TO
AGENT NETWORK



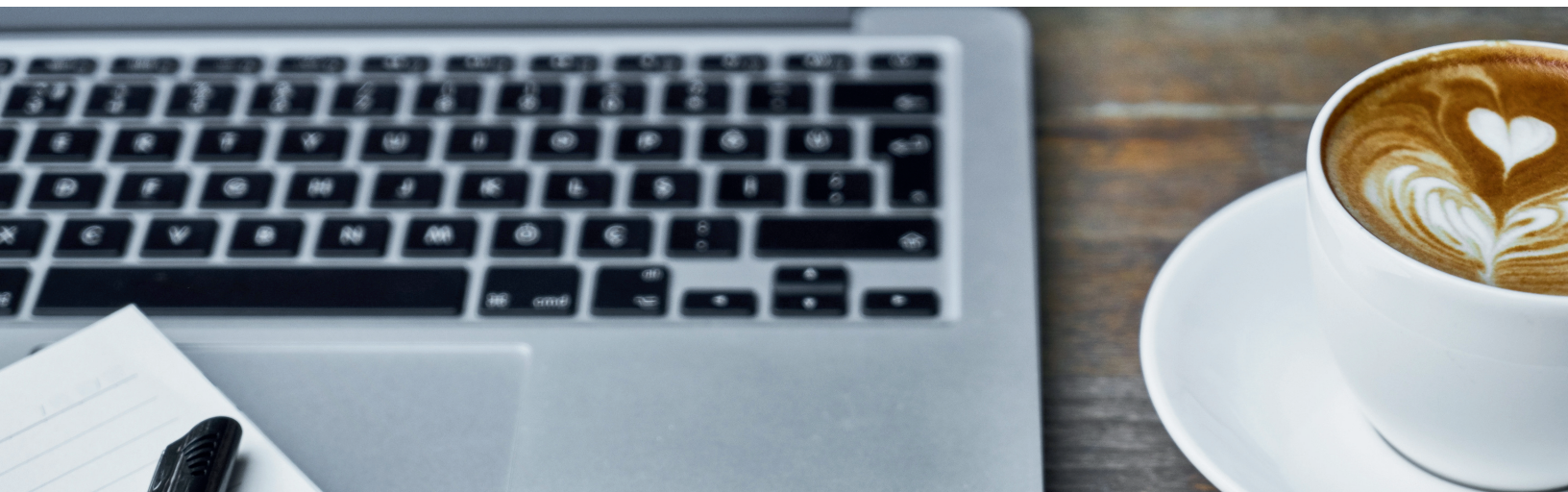
OPEN HOUSE



POSTCARD
CAMPAIGN



REVERSE
PROSPECTING





PRICING YOUR HOME

FOR SUCCESS

Setting an appropriate listing price is crucial for attracting buyers and maximizing returns, balancing competitive pricing to generate interest with ensuring the highest value for your home.



Below Market Value Pricing

INCREASES INTEREST AND MAY LEAD TO BIDDING WARS, RAISING THE FINAL SALE PRICE.



At Market Value Pricing

ATTRACTS DIVERSE BUYERS FOR FAIR AND TIMELY SALES.



Above Market Value Pricing

SUITABLE FOR HOMES WITH UNIQUE FEATURES OR STRONG MARKET CONDITIONS.

Together, we'll develop a pricing strategy that maximizes your return and achieves your desired outcome.

did you know...

- Properly priced homes sell faster and for more.
- Overpricing results in longer selling times and fewer showings.
- Early pricing is vital, particularly in the first few weeks.
- A comprehensive market evaluation helps set the right price.



STAGING THAT SELLS

THE IMPORTANCE OF STAGING

Every listing of mine includes a professional staging consult- a private appointment with a professional stager to suggest staging tips and ideas using your current items and situation. After the consult, you may choose to invest in a professional staging package.

Keep in mind, designing to live, and staging to sell are two completely different concepts. Home staging allows us to highlight the best features of the home, disguise flaws, and show the purpose of each room.

*Vacant homes receive virtual staging for photos.



1 WHY STAGE?

Faster Sale: Staged homes sell faster.

Higher Price: Staging can increase your home's selling price.

Better First Impression: Staged homes present better online and in person. A well-staged makes a lasting impression on buyers.

Easier Visualization: Staging helps buyers envision themselves living in your home.

Cost-Effective: The investment is often less than the price reduction.

2 WHAT IS STAGING?

Decluttering and Depersonalizing: Removing excess furniture, personal items, and clutter.

Neutralizing: Creating a neutral palette that appeals to a wider range of buyers.

Furniture Arrangement: Arranging furniture to optimize flow and create inviting spaces.

Highlighting Features: Showcasing your home's best features.

Creating Ambiance: Adding the final personal touches to make your home look inviting.

83%

83% of buyers' agents believe staging a home helps buyers visualize it as their future home.

NATIONAL ASSOCIATION OF REALTORS® - 2019
PROFILE OF HOME STAGING

73%

Professionally staged homes sell 73% faster than unstaged homes.

REAL ESTATE STAGING ASSOCIATION 2019

40%

40% of buyers prefer to visit a home they saw online if it's staged.

NATIONAL ASSOCIATION OF REALTORS® - 2021 PROFILE
OF HOME STAGING

17%

Staged homes sell for an average of 17% more than unstaged homes.

REAL ESTATE STAGING ASSOCIATION - 2020

A PICTURE IS WORTH

A THOUSAND WORDS



Listing photos are crucial for attracting potential buyers, often serving as their first impression of the home. As most buyers search for homes online, quality pictures are key to gaining attention, scheduling showings, and achieving sales.

Every listing gets twilight shots (live or virtual). These twilight photos are the ideal choice for the lead photo!

Listings with professional photos sell FASTER & for MORE MONEY than listings with amateur photos. With an average difference of \$3,400 - \$11,200 & a 21-day faster sale time. (Redfin)

90% of home buyers use the internet to search for their dream homes, and 87% of buyers find high-quality photos to be very useful in their home search. (NAR)

Listings with high-quality photos receive 118% MORE VIEWS than listings with low-quality photos, this highlights the importance of standing out in a crowded online marketplace. (Zillow)



AERIAL PHOTOGRAPHY

I include aerial photography for most single family property listings

BENEFIT #1

Increased market exposure: By using aerial photography, you can showcase the property in a visually stunning and unique way, which can help attract more potential buyers and increase market exposure for the property.

BENEFIT #2

Competitive edge: Aerial photography can help set your listings apart from other properties on the market and give you a competitive edge in a crowded market.

BENEFIT #3

Increased property value: By using aerial photography, you can highlight the property's features and showcase it in the best possible light, which can help increase its perceived value and ultimately lead to a higher selling price.

BENEFIT #4

Enhanced marketing materials: Using aerial photography in marketing materials, such as brochures and online listings, can help convey a sense of professionalism and attention to detail, and demonstrate that you are using the latest technology and techniques to market the property.



This aerial shot of my listing in Eastmark highlighted the property, the surrounding community and beautiful views all in one shot!

PROFESSIONAL VIDEOGRAPHY

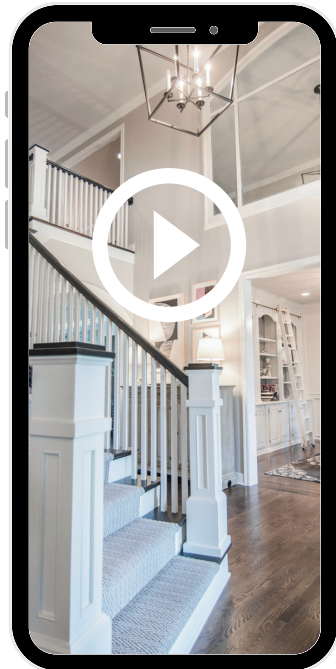
**I include professional videos for every listing-
cinematic and virtual walkthrough.**

HOMES WITH VIDEOS RECEIVE 403% MORE INQUIRIES THAN THOSE WITHOUT VIDEOS
NATIONAL ASSOCIATION OF REALTORS

PROPERTIES WITH VIDEOS RECEIVE AN AVERAGE OF 2.5 TIMES MORE VIEWS
REDFIN

HOMES WITH VIDEOS SOLD 68% FASTER THAN HOMES WITHOUT VIDEOS
VIRTUANCE

LESS THAN 5% OF REAL ESTATE AGENTS AROUND THE COUNTRY
UTILIZE PROFESSIONAL VIDEO TO MARKET THEIR LISTINGS.
REALTOR.COM



Cinematic

Cinematic videos are shot in vertical mode, which is ideal for social media marketing and viewing on mobile devices.



The QR code displayed on your For Sale sign sends buyers to both of these videos.

Virtual Walkthrough

Virtual walkthrough reels are quick, seamless, home tours as the camera glides through each room. These videos mimic in-person viewings!

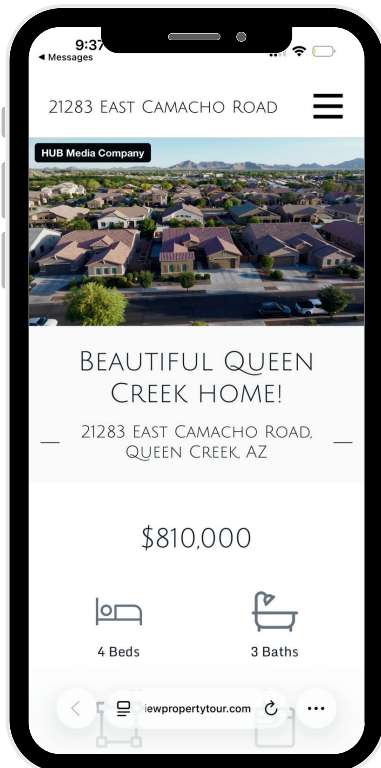


SINGLE PROPERTY

Website



Your individual property website will house all things important to your property! This includes price, listing details, interior + exterior features, property photos, virtual tours, property promo videos, maps and more!



Scan for demo



HOME STAGING TIPS AND TRICKS

Staging your home is the secret weapon to attracting buyers and maximizing your sale price. It's about showcasing your property's potential and helping buyers envision their lives within its walls. This page is packed with insider tips and tricks to transform your house into a buyer's dream.

·DECLUTTERING & DEPERSONALIZING: CREATING A BLANK CANVAS

Trick: Use the 80/20 Rule. Pack 80% of unused items.

Tip: Think upscale hotel room: clean, minimal, inviting. Remove personal items.

Pro Tip: Rent a storage unit to keep your belongings safe, organized, & out of sight.

·DEEP CLEANING:

Trick: Focus on high-touch areas: doorknobs, switches

Tip: Clean all glass and windows, sparkling windows let in natural light.

Pro Tip: Hire professional cleaners for a deep clean.

·ORGANIZATION & OPTIMIZATION:

Trick: Organize and clean out closets and cabinets to demonstrate spaciousness.

Tip: Use matching containers and labels for a sense of order.

Pro Tip: Stage your pantry with visually appealing items.

·REPAIRS & REFRESHING:

Trick: Caulk around tubs, showers, and sinks for freshness.

Tip: Touch up paint, especially baseboards and trim.

Pro Tip: Replace outdated light fixtures with modern ones.

·NEUTRALIZING YOUR COLOR PALETTE:

Trick: Use a consistent, neutral color palette throughout.

Tip: Paint walls neutral shades white, greige, beige or gray.

Pro Tip: Add pops of color with accessories.



PHOTOSHOOT PREPARATION

A CHECKLIST TO PREPARE FOR PHOTOS



General

- Declutter:** Remove excess items, personal belongings, and unnecessary furniture. Less is more!
- Clean:** Deep clean the entire house, paying close attention to floors, windows, and surfaces.
- Depersonalize:** Put away family photos and personal items.
- Neutralize:** Aim for a neutral and universally appealing look.

Kitchen

- Counters:** Clear everything off, except for maybe one stylish appliance (like a coffee maker) and a bowl of fruit.
- Sink:** Make sure it's empty and sparkling clean.
- Cabinets:** No magnets or clutter on the outside.
- Table:** Clear it off or set it simply with minimal place settings.

Bathrooms

- Counters:** Clear of toiletries.
- Toilet:** Lid down!
- Towels:** Fresh, matching towels neatly hung.
- Shower/Tub:** Remove personal items and clean thoroughly.

Living & Dining Rooms

- Furniture:** Arrange to maximize space and flow.
- Cushions:** Fluff pillows and fold throws neatly.
- Mantle:** Simple and stylish décor only.
- Dining Table:** Consider a simple centerpiece.

Bedrooms

- Beds:** Made perfectly with clean, wrinkle-free linens.
- Nightstands:** Clear, except for maybe a lamp and a book.
- Closets:** Tidy and organized

Exterior

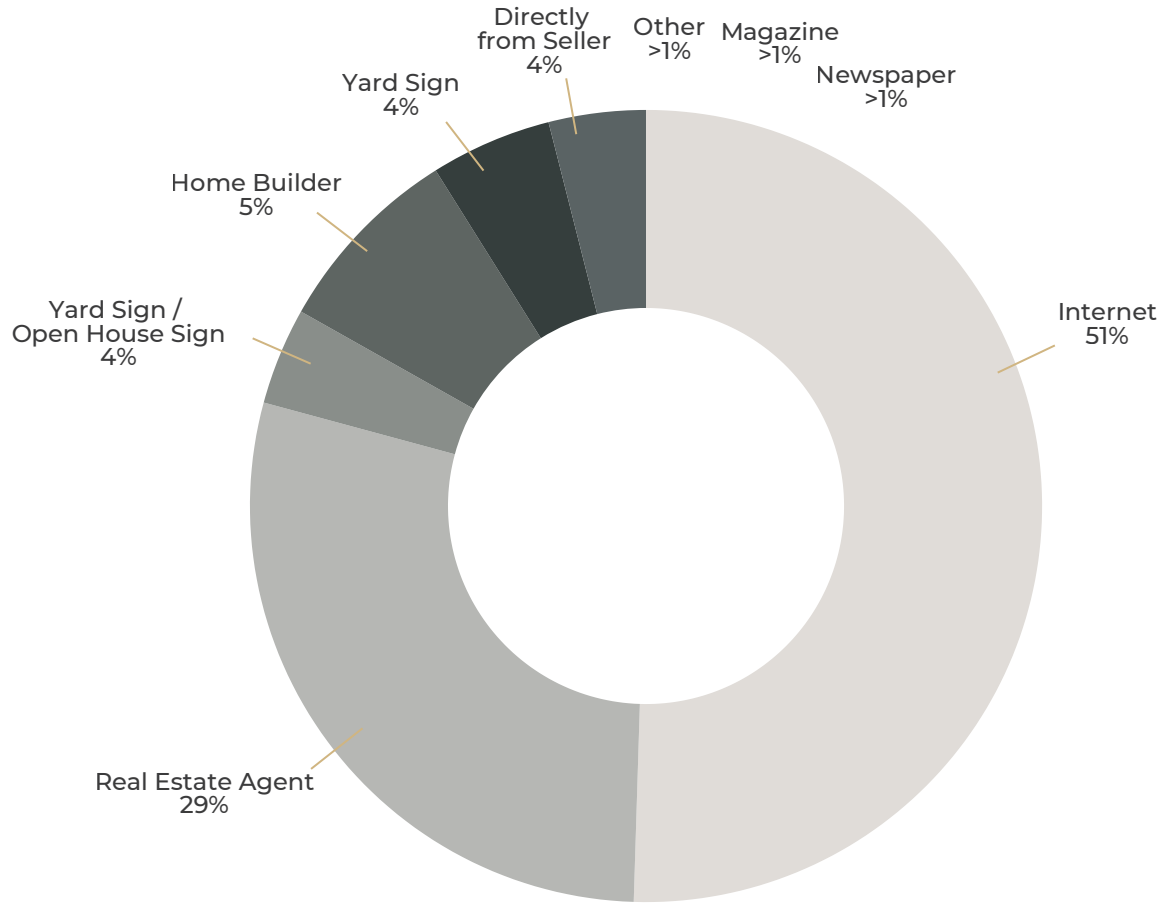
- Lawn:** Mow and edge.
- Landscaping:** Tidy and add fresh mulch.
- Cars:** Move cars out of the driveway.
- Trash Cans:** Hide them away.
- Hose/Gardening Tools:** Put them away neatly.

Final Touches

- Lights:** Turn on all lights.
- Blinds/Curtains:** Open for natural light.
- Doors:** Open interior doors for flow.
- Pets:** Keep them out of the way during the shoot.

WHERE DO BUYERS

find their homes?



**2024 NAR HOME BUYER AND SELLER GENERATIONAL TRENDS*



OFFERS & NEGOTIATIONS

SECURING THE BEST TERMS

Receiving an offer on your home is exciting! But it's rarely the end of the process. Negotiation is often the next step to reach an agreement that works for both you and the buyer. Here's what to expect:



When you get an offer on your home, it usually includes the price, closing date, things that need to happen for the sale to go through (like getting a loan), other contingencies, what's included in the sale (like appliances), and a earnest deposit offer from the buyer. To decide if it's a good offer, think about if the price is fair, if the conditions are reasonable, and if the closing date works for you.

AFTER AN OFFER IS SUBMITTED

1

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.

2

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.

3

OFFER IS ACCEPTED:

You will sign the purchase agreement and you are now officially under contract!

Now inspections, appraisals, or anything else built into your purchase agreement will take place.

NEGOTIATION PLAYBOOK:

TACTICS & STRATEGIES FOR SUCCESS



EFFECTIVE NEGOTIATION TACTICS

- Price:** We'll analyze the offer price, comparing it to recent comparable sales and considering your desired sale price.
- Contingencies:** We'll review any contingencies in the offer, such as financing, appraisal, and inspection contingencies, to ensure they protect your interests while keeping the offer attractive to the buyer.
- Closing Date:** We'll discuss the proposed closing date and determine if it aligns with your timeline and moving plans.
- Special Requests:** We'll address any special requests from the buyer, such as the inclusion or exclusion of certain appliances or fixtures.
- Communication:** We'll maintain open and respectful communication with the buyer's agent throughout the negotiation process.
- Flexibility:** We'll identify areas where you're willing to be flexible and areas where you're firm, allowing for strategic compromises to reach an agreement.

ADVANCED NEGOTIATION STRATEGIES

- Market Knowledge:** I'll leverage my deep understanding of the local market to support our negotiation strategy, using recent sales data and market trends to justify our position.
- Creative Solutions:** If challenges arise, we'll explore creative solutions to address them, such as offering seller concessions or finding alternative financing options.
- Timing:** We'll strategically time our responses and counteroffers to maximize your negotiating position.
- Walk-Away Point:** We'll establish a clear walk-away point to avoid accepting an offer that doesn't meet your needs.
- Post-Offer Strategy:** I'll provide guidance on managing multiple offers, backup offers, or escalation clauses to maximize your outcome.

BEYOND THE OFFER

Once you receive an offer, the journey isn't over. There are still important steps to navigate. I'll make sure all details are clear and all terms are met. Once you've accepted an offer, the escrow process begins. I'll be your trusted partner, every step of the way.

1

OFFER & ACCEPTANCE

(1-3 DAYS)

Buyer's Offer: Buyer submits an offer with earnest money details.

Seller's Review: Seller's review the offer, negotiate, and accept.

Executed Contract: Both parties sign contract, making it legally binding.

2

CONTINGENCIES

(1-4 WEEKS)

Home Inspection (5-10 days): Buyer hires an inspector and negotiates repairs.

Financing (3-4 weeks): Buyer secures a loan if necessary.

Appraisal (1-2 weeks): Lender checks property value.

3

MEET CONTINGENCIES & PREPARE FOR CLOSING (2-3 WEEKS)

Repair Completion: You complete agreed-upon repairs from inspections.

HOA Docs (if applicable, 10 days): HOA provides their documents to the buyer for review.

Title Search & Insurance: Title company verifies ownership and provides title insurance.

Final Walkthrough (1 day): Buyer does a final check of the property.

4

CLOSING

(3 DAYS)

Gather at Title Company/Mobile Notary: Both parties sign closing documents, usually 2-3 days prior to close of escrow.

Disbursement of funds: Seller receives proceeds, and buyer gets keys on scheduled Close of Escrow.

Possession: Buyer takes possession of the property once sale is recorded with the county of close of escrow (closing) day,

OVERALL TIMELINE: 30 DAYS

Most escrows in Arizona are 30 calendar days from acceptance.

FACTORS THAT INFLUENCE THE TIMELINE:

- Buyer's Financing:** Loan approvals can be quick or slow.
- Appraisal Issues:** Low appraisals can cause delays or renegotiation.
- Repair Negotiations:** Extensive repairs take time.
- Title Issues:** Unforeseen title problems require legal resolution.
- Scheduling:** Coordinating everyone's availability for closing.

HOME INSPECTIONS

AND WHAT TO EXPECT

WHAT IS INCLUDED:

Roof & Components

Exterior

Foundation

Structure

Heating & Cooling

Plumbing

Electrical

Attic & Insulation

Doors

Windows & Lighting

Appliances (limited)

Attached Garages

Garage Doors

Grading & Drainage

Pool



FAQ

INSPECTION TIME FRAME:

TYPICALLY 10 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:

FOUNDATION, ELECTRICAL, PLUMBING, PESTS, STRUCTURAL, MOLD, OR RADON

UPON COMPLETION:

•BUYER CAN ACCEPT AS IS

•BUYER CAN OFFER TO RENEGOTIATE

•BUYER CAN CANCEL CONTRACT

UNDERSTANDING ESCROW:

A SMOOTH PATH TO CLOSING

WHAT IS ESCROW?

A neutral third party (in Arizona this is the title company) holds funds and documents until all agreed-upon conditions are met, protecting both buyer and seller.

HOW DOES IT WORK?

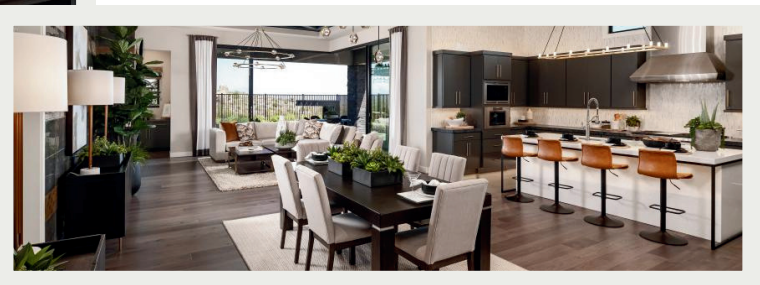
- 1. Open Escrow:** Buyer's earnest money is deposited.
- 2. Instructions:** Buyer and seller provide instructions outlining all sale terms.
- 3. Holding:** Escrow holds funds and documents (purchase agreement, title reports, loan docs).
- 4. Conditions Met:** Buyer and seller fulfill obligations (financing, repairs).
- 5. Closing:** Funds are disbursed, and title is transferred.

WHAT HAPPENS DURING ESCROW?

- **Title Search:** Ensures clear ownership.
- **Appraisal:** Lender assesses property value.
- **Loan Underwriting:** Lender finalizes loan approval.
- **Inspections:** Buyer completes inspections.
- **Repairs:** Seller completes agreed-upon repairs.
- **Document Prep:** Legal documents are prepared.
- **Closing:** Final meeting where documents are signed, and ownership is transferred.

WHY IS ESCROW IMPORTANT?

- **Protection:** Ensures no funds or property change hands until all conditions are met.
- **Impartiality:** A neutral third party handles the transaction fairly.
- **Security:** Secure holding of funds and documents.
- **Streamlined:** Coordinates all closing steps.





HOME SELLER FAQS

COMMON QUESTIONS SELLERS HAVE

Q: How do I price my home competitively in today's market?

A: We'll determine the right listing price together using a comparative market analysis (CMA), considering recent sales of similar properties, current market trends (like rising or falling prices and inventory levels), and your home's unique features. Avoid overpricing to “test out the market” – it can deter buyers in today's market.

Q: What updates should I prioritize to maximize my home's value?

A: Focus on updates that offer the best return on investment (ROI). Prioritize necessary repairs, then consider cosmetic updates like fresh paint, updated fixtures, and curb appeal enhancements. We'll analyze your home and the local market to recommend the most impactful projects.

Q: How do I navigate a market with fluctuating interest rates?

A: We'll factor current interest rates and their potential impact on buyer demand into your pricing and marketing strategies. We'll also discuss strategies for attracting buyers in a higher-rate environment, such as highlighting energy-efficient features or offering seller concessions.

Q: What are my closing costs as a seller?

A: Seller closing costs typically include escrow fees, title insurance, transfer taxes, and any agreed-upon concessions to the buyer. We'll provide a detailed estimate of your closing costs upfront so you're prepared. I usually estimate 1% of the sales price for closing costs- not including commission for Realtors.

Q: How long does the selling process typically take?

A: The timeline varies depending on market conditions, the property's condition, and the specifics of the transaction. From listing to closing, it can typically take anywhere from a few weeks to several months. I'll work with you to create a realistic timeline based on your individual circumstances.

Q: How do I negotiate offers effectively?

A: I will guide you through the offer negotiation process, leveraging my experience to secure the best possible terms. Together, we will analyze each offer carefully, considering price, contingencies, closing date, and other factors, and develop a negotiation strategy tailored to your goals.

AGENT COMPENSATION

HOW THINGS HAVE CHANGED:

Traditionally, the seller pays the listing agent's commission based on the sale price, which remains standard. Now, my commission details, including percentage and coverage, are agreed upon before listing, allowing for customized agreements and greater transparency.

BUYER'S AGENT COMPENSATION: HOW IT WORKS & HOW IT AFFECTS YOU

Historically, the seller paid the buyer's Realtor and this compensation was listed on the MLS listing. Today, this compensation has been removed from the listing and is now negotiated as part of the offer.

- **Seller-Paid Commission:** Some sellers may offer to compensate the buyer's agent, covering their fees, which can increase your viewing power and attract more eyes on the property.
- **Buyer-Paid Commission:** If the seller doesn't offer compensation, the buyer may need to pay the agent's fee upfront, agreed upon in advance.
- **Negotiated Compensation:** In some situations, the agent's compensation can be negotiated as part of the offer to the seller.

TRANSPARENCY IS KEY:

I will clearly discuss the compensation structure with you upfront, outlining all possibilities in a written agreement. This ensures that both parties are aligned from the start.





FINAL STEPS

✓ SIGN CLOSING DOCUMENTS

Signing appointment with the title company- generally 2 days prior to the closing date. The home sale will officially close on the scheduled closing date, the time depends on when it records with the county.

✓ CLEAN

Before you leave, ensure your home is clean. Thoroughly clean the cabinets, refrigerator, and appliances inside and out. Don't forget to clean the garage. Arrange for trash pickup before closing day. Leave your home in the condition you would want as a buyer.

✓ INCIDENTALS

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

✓ 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.

✓ CHANGE ADDRESS

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

✓ DOCUMENTS

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

CLIENT TESTIMONIALS



When we decided to list our house, we found Daniella and right from the start, I knew we had a good and caring person to watch our backs and be our eyes. She went above and beyond what we expected and genuinely seemed to care. We had a very short amount of time to sell our home and a very short closing which she assisted in every aspect. She answered all our calls, texts and emails at all hours of the day and night. Do not look anywhere else for all your real estate needs. She is the best! And this wasn't our first time selling either and dealing with agents and real estate companies. You will not regret hiring her!!

MIKE HUDGINS, GILBERT

We were delighted with Daniella's services for our real estate needs. This was our third time working with her and she simply is the best! Her expertise in the Arizona market and ability to facilitate a smooth home-selling process were remarkable. Daniella was highly responsive, keeping us informed and ensuring our understanding of each step. She surpassed our expectations with professional staging, exceptional photography, and weekly open houses, instilling confidence in her capabilities. We wholeheartedly recommend Daniella to anyone looking to buy or sell a home.



CRYSTAL AND MIKE BELFIELD, QUEEN CREEK



The thought of finding a realtor was daunting since I don't live in AZ! Daniella was a God send from day one!! She worked diligently and very efficiently through a process that was not the norm, from the beginning to the end. She is amazing. She is a go getter, she works hard, she is dependable, reliable and I really can not say enough about how much easier she made a very challenging situation. No one could go wrong choosing her as the realtor to work with whether buying or selling.

LISA LUKEHART, MESA