YOUR GUIDE TO SELLING A HOME

SELL WITH A CRS

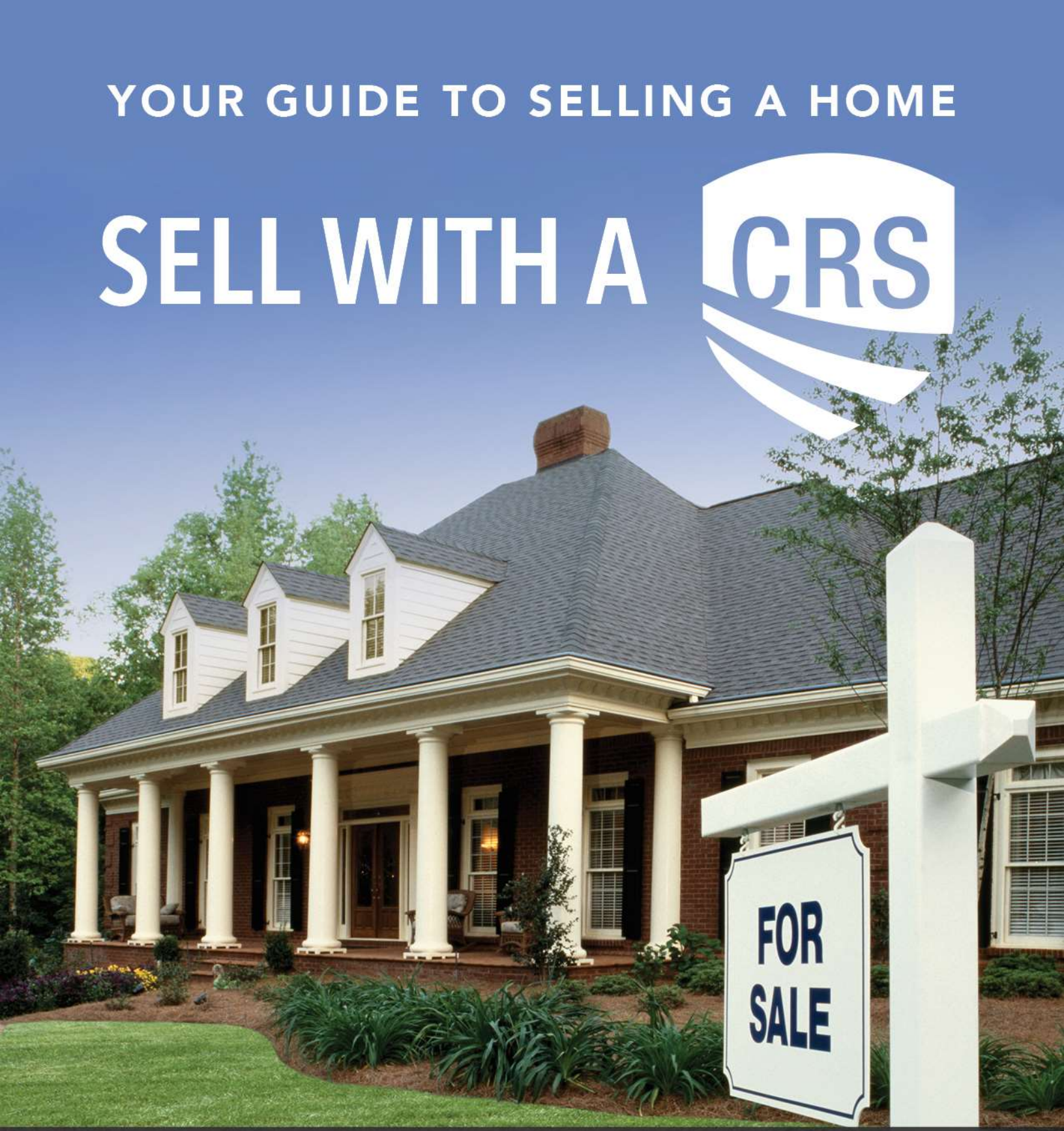


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To find that one-in-a-million REALTOR® who will be a trusted partner in helping you buy or sell your home, look for the Certified Residential Specialist (CRS) Designation.







Benefits of using a REALTOR® with a CRS Designation:



EXPERIENCE

Certified Residential Specialists® are REALTORS® that have completed a significant number of real estate transactions and have met requirements for advanced training and education.

That means CRSs are experienced professionals who have a proven track record of successful sales and transactions.



ETHICS

As REALTORS®, CRSs abide by a strict Code of Ethics and maintain membership within the National Association of REALTORS®.



NEGOTIATION SKILLS

As a homebuyer or a seller, you face many risks along the way-financial risks, legal risks, even the risk that a home purchase will fall through.

A CRS is trained to minimize those risks and negotiate on your behalf to give you peace of mind throughout your transaction.

STEPS TO SELLING A HOUSE



MAINTENANCE

- Start with maintenance and repairs



STAGING

- Stage your house to make the best impression, storing unnecessary items



SET A PRICE

- Price your home competitively



SHOWINGS

- Be prepared for showings



REVIEW OFFERS

- Review offers and allow agent to negotiate on your behalf



CLOSING PROCESS

- Let your agent guide you through the closing process

8 THINGS TO AVOID WHEN SELLING A HOUSE



1. Choosing the wrong agent
2. Not preparing your home for sale
3. Waiting for the home selling season
4. Cutting costs on photography
5. Setting an unrealistic price
6. Being unwilling to negotiate
7. Keeping clutter
8. Only considering the highest offer

Doing any of these could hinder your home sale



Tenisha Baylor

Certified Residential Specialist

AHWD, C2EX, EPRO, GREEN, GRI, MRP, RENE, RSPS, SRES, SRS, CRS

I am an Associate Broker with RE/MAX EK Real Estate in Emporia, KS, dedicated to providing exceptional service to both new and past customers. With certifications, designations, and endorsements including Graduate REALTOR Institute (GRI), Certified Residential Specialist (CRS), Seller Representative Specialist (SRS), Seniors Real Estate Specialist (SRES), Commitment to Excellence (C2EX), Real Estate Negotiation Expert (RENE), GREEN, E-PRO, Military Relocation Professional (MRP), At Home with Diversity (AHWD), Resort and Second-Home Property Specialist (RSPS), and Luxury Home Certification (LHC), I possess an extensive knowledge of the market and am ready to go the extra mile to help you find what you are looking for. Having been recognized with the Rising Star Award and The Best of Zillow award for excellence, I would be honored to be your go-to agent for your next real estate adventure, investment property, or rentals. Let's engage and make your real estate goals a reality.

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