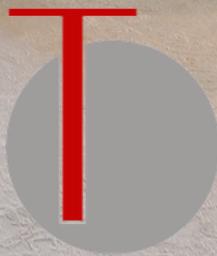


# Sellers Beware!



TANJA ODZAK  
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KELLERWILLIAMS®

# Sellers Beware

## There's a lot to think about when selling...

You've got 30 offers on your home and you have no idea which one to choose. Sellers Beware! It's a crazy competitive sellers market. This guide will educate you and give you all the in's out's of what you need to know and think about when selling. I understand that selling your home can be one of the most stressful and aggravating things you'll ever do, I've sold before too. But it doesn't have to be so difficult if you're well represented and working with someone who truly has the experience to make sure that everything works out. I've been involved in many real estate transactions over the years, and have seen and experienced a lot!

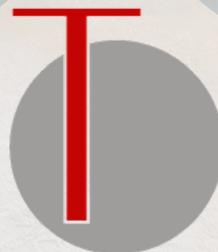
Which offer you should choose and why

Making sure you get the money you're expecting

Contingencies

Closing on time

Making sure buyers haven't written offers on other properties



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## Limited Inventory

With such limited inventory on the market right now, expect an influx of buyers wanting to see your home, we've had as many as 30 people wanting to see a home the first day it goes on the market. This can be stressful and overwhelming to a seller, and trust me I know how it feels.

You may be wondering, "How do I handle all the agents and showing times and coordinating everything?" Here are a few tips that may make the experience easier on you:

- If you are still living in the home, leave for the entire day or weekend and come back at night once the frenzy is over.
- Multiple buyers with their agents in the home at the same time, is not currently allowed but if you want to make sure that all the buyers have the opportunity to see the home, shorter visits limited to 15 or 30 minutes each could be an option.
- This also helps with FOMO (Fear Of Missing Out) when buyers see other buyers trying to get in to see the property, they may be willing to pay even more because they don't want to lose out and it creates competition.
- There's more options to consider, so give me a call, and we will go over all of your options.
- The good news is that you've got all the control and should expect to sell your home for top top dollar and with the most favorable terms.



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## Competitive Seller's Market

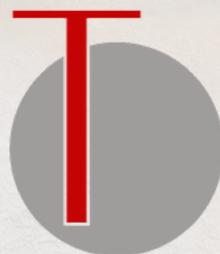
You may be thinking of selling your house or maybe you already are. There are a few things you definitely need to think about. I know it can be nerve wracking with all these offers being thrown at you, I totally understand it can be stressful, but don't worry I've got you covered.

There are a few things I've learned over the past years of selling homes here in the East Bay. Obviously you want the best price for your house and the best terms. When you're dealing with multiple offers, one of the things that the agent representing the buyer may do is to remove the contingencies. That's great, but with my experience representing many sellers, sometimes I've found that the buyers will pay a significant amount over the price of the home. This is great, but you need to make sure that if they do this, that they remove the appraisal contingency. Also, make sure they really understand what it means to remove that contingency.

The buyer will pay the difference between the appraised value of the home, meaning the difference between what the appraiser says it's worth and the price offered. If the difference is really big, you need to make sure the buyer has the funds on hand to pay that difference \*in addition\* to their down payment and closing costs.

I've sold many homes where the buyer paid several TENS of THOUSANDS over the appraised value, and the buyer had to come out of pocket for that difference. Be careful when selling and make sure this is a consideration.

I'm always here to help you sell your home and make sure all the i's are dotted and the t's are crossed! Feel free to call me for any reason at all, I'd be happy to help.



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