



ATRIA
real estate



HOME SELLER'S GUIDE

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ATRIA REAL ESTATE

A WORD FROM OUR FOUNDER

Atria Real Estate takes a modern approach to traditional service. The company was built on a 30-year real estate legacy and founded by partners Kevin Swartz, a former engineer, and Pelin Erdal, a former attorney and second-generation Realtor®, to evolve the way real estate is done.

Atria's mission is to provide an elevated experience that meets the unique needs of Silicon Valley buyers and sellers. This means continuously adapting to the fast-paced and ever-changing landscape of the local markets. In giving clients the most accurate, timely information and personalized advice, Atria empowers them to make the important decisions that come with buying or selling a home.

You're about to sell a property in one of the most competitive real estate markets in the world, so having an experienced and well-connected real estate agent isn't just helpful, it's essential. Atria Real Estate is the team you've been looking for.

We provide deep insights on current buyer demands, offer access to an exclusive network of top agents and the buyers they represent, and leverage top technology tools to promote your listing. This formula sets the stage for our

team to negotiate the optimal final sale price on your behalf, ensuring that you get the very best return on your real estate investment.

Beyond data, tools, and technology, our talented team invests our unrivaled industry expertise, time, and energy into making sure you feel confident throughout your transaction. We work tirelessly to make sure you're satisfied with our service from our first meeting to the moment you sign on the line and finalize your sale.

Most importantly, we recognize that real estate is about much more than managing transactions. It's about building relationships and supporting you through a significant life event. That's why our team prioritizes getting to know you. It's our privilege to have the opportunity to learn about your real estate and life goals and to help you achieve them. We can't wait to get started!

Sincerely,

Founder of Atria Real Estate



MEET THE TEAM



KEVIN SWARTZ

founder | realtor®

Top-producing agent and industry innovator Kevin Swartz offers clients the complete package, including personalized service, strong negotiation skills, insight, and genuine care. Kevin is a conscientious agent who brings integrity, transparency, and ultimate professionalism to all his dealings. His drive for excellence has made him one of the most respected Realtors® in Silicon Valley.

Kevin's commitment to his clients' success is reflected in 100+ positive online reviews that commend his market knowledge, neighborhood expertise, and negotiation strategy, as well as his candid, low-pressure approach. Kevin is energized by a strong work ethic that allows clients to achieve their goals and maximizes their results. Additionally, Kevin is actively involved in mentoring and teaching new agents the personal and professional skills necessary to excel in this challenging and highly competitive field.

Prior to real estate, the Sacramento native worked as a project manager for a civil construction company in San Francisco, where he oversaw multiple large-scale projects. His managerial background, coupled with his undergraduate degree in civil engineering, taught Kevin critical assessment and analytical skills that make him uniquely talented in his current role.

Kevin, his wife, and their two children believe strongly in giving back to their community. They support several local schools and nonprofits, including Fremont Union High Schools Foundation, West Valley Elementary, Cumberland Elementary, Cherry Chase Elementary, West Valley Community Services, Toys for Tots, and San Jose's Bridge Housing Communities.



MEET THE TEAM



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broker-of-record



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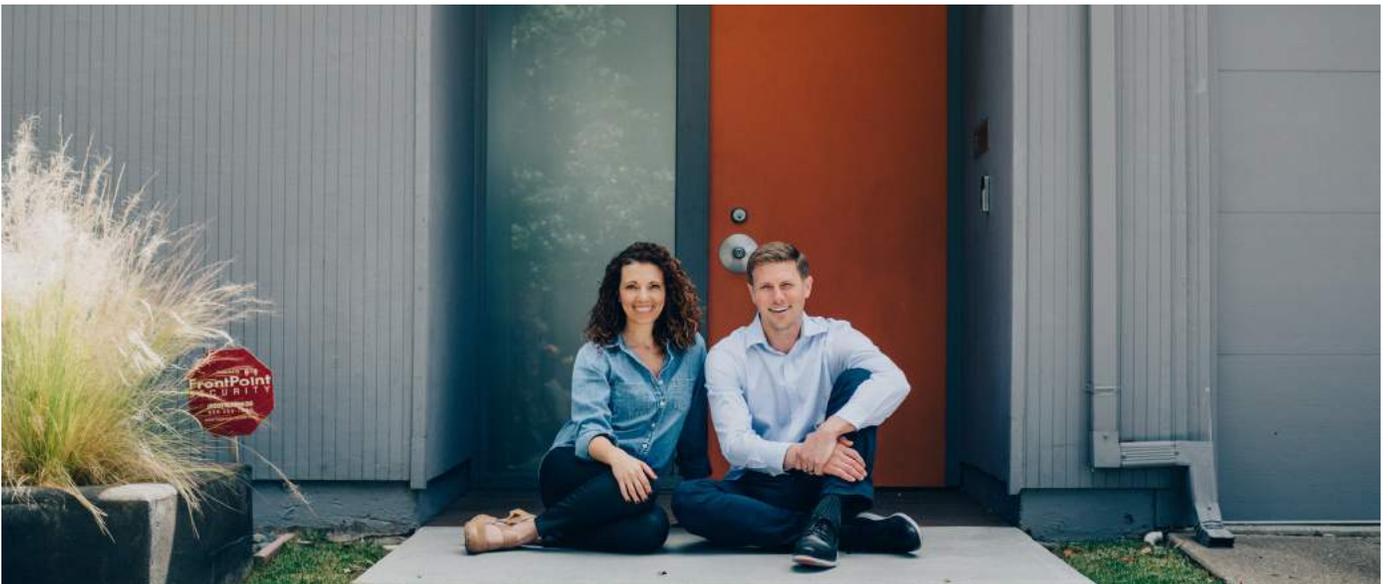
marketing director



WHAT YOU CAN EXPECT FROM YOUR PARTNERSHIP WITH US

At Atria Real Estate we invest in lasting relationships with our clients. We promise to be by your side from the moment you sign on with us, until your home has closed escrow and beyond. To reflect this elevated standard of care, we've put together a list of things that you can expect from us during the transaction process.

- Clear and transparent communication
- Local market insight
- Industry knowledge and analytics
- Security and peace of mind
- Utmost professionalism and care
- Suggestions for improvements and repairs
- Strategic pricing
- Understanding of current market trends
- Coordination of inspections and services
- Detailed marketing plan for maximum exposure
- Management of paperwork, contracts, deadlines and details
- Screening of prospective buyers
- Guidance evaluating offers
- Proven negotiation strategies
- Monitoring escrow, appraisal and buyer inspections
- Swiftly resolving inevitable issues or challenges that arise
- Coordinating detailed cleaning, staging and professional photography
- Supporting your success



THE LISTING TIMELINE

PRE-MARKET PREPERATION

LISTING MEETING + DISCOVERY

- Market Analysis
- Pricing Strategy



MARKETING

- Professional Photography
- Floorplan Drawings
- Design Print Ads + Postcards
- Plan Targeted Digital Ad Campaigns
- Plan Social Media Campaign
- Email Campaign
- Home Brochures



HOUSE PREP

- Inspections
- Decluttering and/or moving
- Repairs
- Home Upgrades + Renovations
- Cleaning
- Disclosures
- Staging



ON MARKET

LIVE ON MLS

- Print + Online Campaigns Begin
- Broker Tour
- Open House Dates
- Review Agent + Buyer Feedback
- Market Update



RECEIVE OFFERS

- Negotiations + Acceptance



IN CONTRACT

SALE PENDING

- Deposit to Title
- Property Appraisal
- Buyer Inspections
- Negotiations, if any



CONTINGENCY REMOVALS

- Sign Off
- Walk Through Property



CLOSE OF ESCROW

PREPARING YOUR HOME

One of the most important steps in preparing your home for sale is to declutter it. We can't stress enough the importance of a clutter-free home for showings and photography. Decluttering will not only make the rooms look more spacious, but it also keeps buyers from getting distracted and allows them to envision themselves in the space.

Our team will help you determine the best way to prepare and present your home. This process can look different for each seller, depending on whether they will be living in the home while it is on the market or if they are planning to move out before the home is listed for sale.

Here are some suggestions for starting the preparation process

CLEAN, DECLUTTER AND DEPERSONALIZE

- Go room by room and prioritize what you want to keep, store, toss or donate. Starting the decluttering process early will save you time and stress later. You might even consider renting temporary storage space to set aside things you won't need until after you've moved.
- Remove family photos, items of value, cash, jewelry, prescription medications and any other personal items.
- Clean and organize closets, pantry, cabinets and drawers.
- Remove all small appliances, toys, books and magazines, etc.
- Keep bathroom and kitchen counters clean and clear of appliances.
- Check for squeaking doors, windows, and cabinets.
- Check that all door and windows locks are operational.
- Make sure all lights and switches work. Replace light bulbs and batteries if needed.
- Steam clean carpets and drapes. Consider replacing flooring if stains are prominent.
- Remove excess and oversized furniture.
- Rearrange furniture to maximize space.
- Store any yard equipment and remove unwanted outdoor furniture.



THE IMPACT OF STAGING

Home staging is the process of professionally furnishing and decorating a home and making it look as beautiful and appealing to buyers as possible. The intention is to accentuate the positive features of a home and show buyers the potential that the space holds. The research is clear that staging adds considerable value to a property. 53% of sellers' agents say that staging a home decreases the amount of time a home spends on the market and 83% of buyers' agents say that staging makes it easier for buyers to 'visualize' the property as their future home.*

KEY BENEFITS OF STAGING

Staging your home will help the property photos stand out in person and online.

- Staging your home will help the property photos stand out in person and online.
- Staging can help people better imagine themselves living in the home.
- Staging helps show buyers how space can be used. For example, sometimes people have a hard time imagining how much room their king-sized bed will take up, and they might think they need more room when they actually don't.
- Staging can make a space seem bigger. It might seem like completely emptying a space would make it seem bigger, but on the contrary, rooms can end up looking small when they're completely empty.

*National Association of REALTORS® 2019 Profile of Home Staging



IMPROVEMENTS AND REPAIRS

Once home inspections are completed, we will recommend certain improvements and repairs that we believe will bring you the highest return on your investment (ROI). These are items that based on our experience and certain market conditions, will make your home more appealing and desirable to a buyer.

Here are some of the most common improvements and repairs that generate the highest ROI



Fresh, neutral painting inside and out. Chipped, dirty, dark or highly personal paint jobs will deter buyers. Painting is one of the cheapest, easiest ways to update the look of your home.



Replacing old, stained or damaged flooring with new modern alternatives.



Lighting and light fixtures. Lighting can go out of fashion quickly and make a home look dated. Replacing light fixtures, cover plates, etc. is a relatively inexpensive and easy way to make a big impact and give your home an updated feel.



Leaks and faulty plumbing. Minor leaks can turn into big water damage issues if left unaddressed, leading to mold and dry rot. Minor repairs are always a good idea, especially around faucets, toilets, sinks, etc.



Foundation issues. Even basic foundation repairs can be pricey because they often require a structural engineer to assess the damage. Buyers are very cautious of homes with foundation issues and this can stop a buyer from making an offer on an otherwise perfect property.



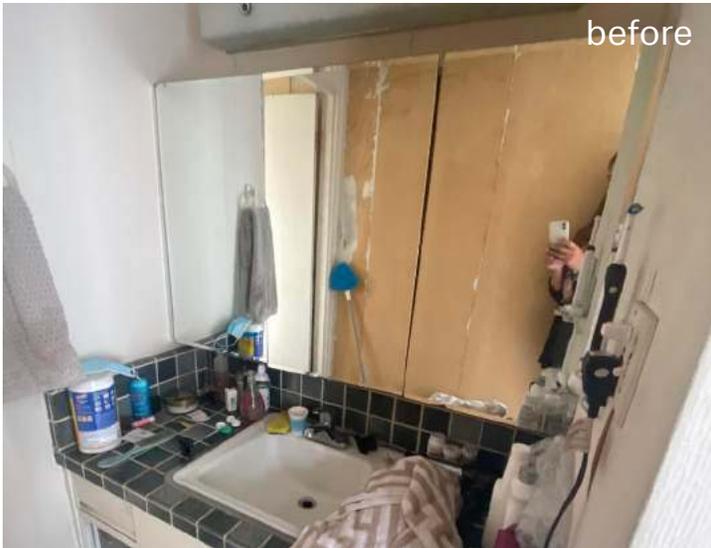
Landscaping. Good landscaping can add up to 28% to overall home value, this means using the right type of plants, bushes and ground cover to make the home and curb appeal look polished and inviting.



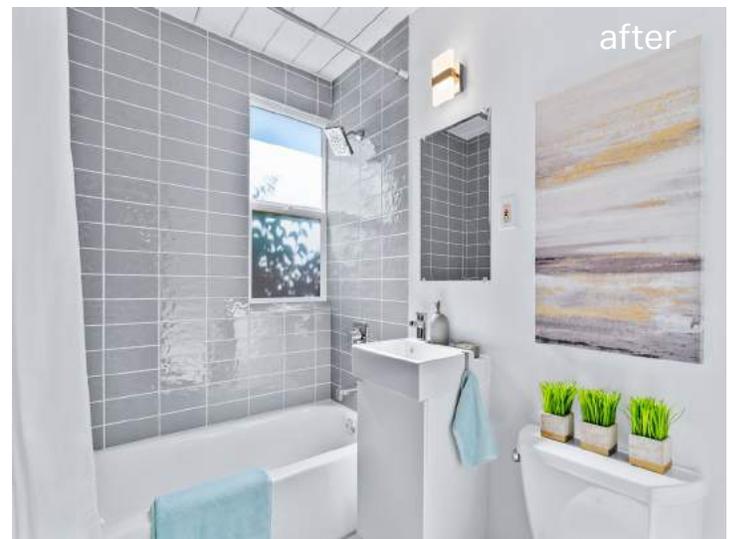
BEFORE AND AFTER

Our team works with various professionals that can improve your property in a timely manner. We will help to design and schedule the improvements to increase the value of your home. Below you will find an example of a home where we designed and oversaw the remodel of two bathrooms.

master bathroom



hall bathroom



DISCLOSURES AND INSPECTIONS

Both the Seller and the Listing Agent are required to disclose all known material defects, repairs and alterations made to the home. Disclosures allow the Buyer the opportunity to review available information prior to writing an offer.

A home inspection is a visual examination done by a licensed professional. A thorough inspection will examine the interior and exterior structures, systems and components of the structure including the roof, basement or crawlspace, foundation and structure, heating and cooling, plumbing, electrical, fireplace, attic, insulation and ventilation, doors, windows of a residential property.

Examples of things that need to be disclosed and provided to the Buyer:

- Roof age and warranty paperwork, if applicable.
- Furnace age and manuals, if applicable.
- Central Air conditioning age, warranty, and manuals, if applicable.
- Hot water heater age, warranty, and manuals.
- Dates of any home improvement projects or remodels. This could include the kitchen bathroom(s) window installation, carpet and flooring, and outdoor amenities.
- Age of any included appliance, manuals, and warranties, if applicable.
- Dates and reports on any repairs made to the home.
- Permits or Certificates of Compliance that apply, which could include decks, sheds, and fencing.
- Written and verbal estimates of work to be done.
- Anything that may affect the value or desirability of the property.
- Title report showing clear title and loan balances.

Why up front inspections are important:

We live in a competitive marketplace that requires a highly proactive mindset to sell a property at the most optimal price. If a Buyer is considering multiple homes similar to yours, it is to your advantage to have material facts presented up front so there are no surprises when the time comes for an offer and possible negotiations. It is important to note that a Buyer may want to do their own inspections for a deeper understanding of the condition of the property. This is a normal practice.



EXPLANATION OF CALIFORNIA DISCLOSURES REPORTS

General Disclosures

- **Real Estate Transfer Disclosure Statement (TDS) and Supplemental Property Questionnaire (SPQ)**

Questionnaires completed by the Seller about the property.

- **Preliminary Title Report**

Provided by the Title Company, this report shows ownership of the parcel, as well as any liens and encumbrances thereon which will not be covered under a subsequent title insurance policy.

- **Property Inspection Report**

This report examines the overall functionality and condition of the home including appliances, mechanical, plumbing, and electrical systems.

- **Pest Inspection Report**

This report examines structural damage due to wood-boring beetles, termites, and dry rot.

- **Agent's Visual Inspection Disclosure (AVID)**

It is required for both the listing and selling agents to complete a visual inspection of the property.

- **Natural Hazard Zone Disclosure (Property ID or JCP Report)**

This report details how the property might be affected by natural hazards like an Earthquake, Wildfire, Tsunami or Flood based on its specific location.

HOA Properties

- **Conditions, Covenants, and Restrictions (CC&Rs)**

- **Homeowners Meeting Association (HOA) Meeting Minutes**

For the last 12 months.

- **HOA Budget and Budget Reserve Study**

- **Condominium Certification Form**

- **House Rules + Miscellaneous Communication**



MARKETING YOUR HOME

Whether we're in a buyer's market or a seller's market, you want your home to stand out from the rest. We accomplish this by using a multifaceted marketing approach that combines thoughtful print and online media strategies with personalized networking and outreach, so your home reaches as many potential buyers as possible.



Detailed cleaning



Professional home staging



Professional photography and 3D virtual tours



Dedicated property website



MLS listing



Syndication: Exposure on major property listing portals: Zillow, Trulia, Realtor.com



Agent networking



Email campaigns



Professionally designed marketing brochures, postcards and property flyers



Print advertising in local newspapers and magazines, where appropriate



Social Media Campaigns



International marketing exposure



Street and home signage

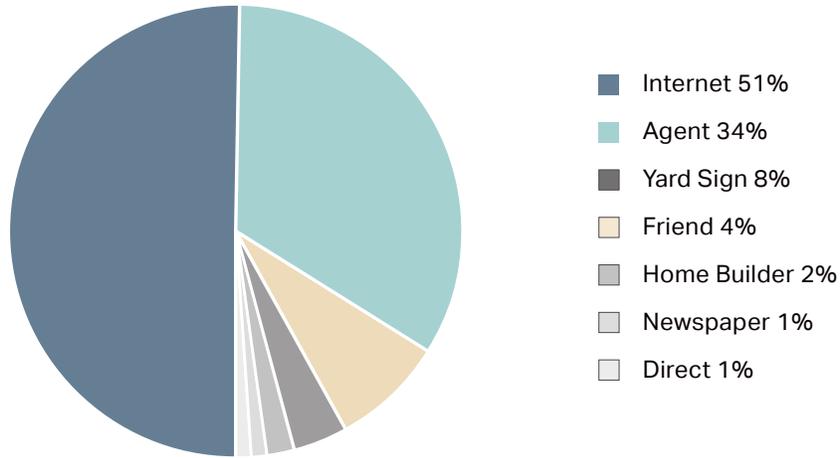


Open houses & private showings

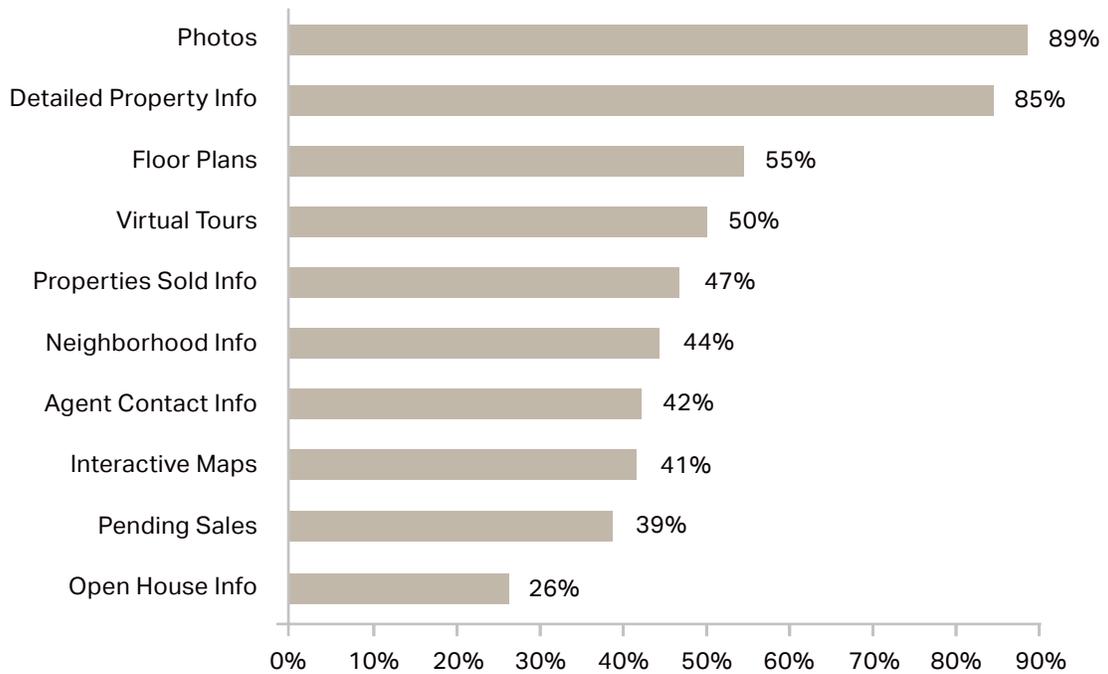


BUYER STATS

WHERE BUYERS COME FROM



WHAT BUYERS DEEM USEFUL



PRINT MARKETING

HIGH-QUALITY PRINTING

Unique properties deserve marketing materials that stand out and let buyers know your home is unlike other, more ordinary offerings on the market. That's why our brochures are professionally printed on high-quality paper.

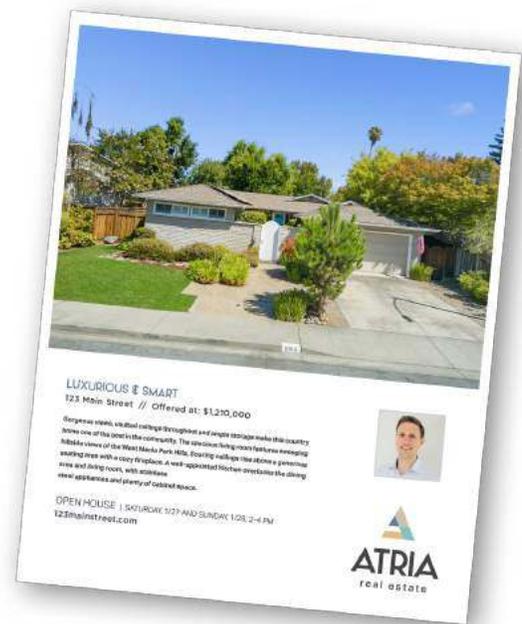


DESIGNED WITH BUYERS IN MIND

We know what features make buyers want to see more, and we design statements to highlight all the ways your home is exceptional. We also make sure we have enough on hand to display them at every open house and to mail them to neighbors, past clients, and potential buyers.

A LASTING IMPRESSION

At the end of a long day of touring properties, we want buyers to remember yours as something special. The premium statements we hand to every person who walks through an open house will ensure that your home stands out from the competition.



ONLINE MARKETING

SINGLE PROPERTY WEBSITES

As we customize a marketing strategy for your home, we'll consider whether creating a unique website with property details and photo galleries is beneficial. In today's fast-paced market, these sites are often unnecessary. However, if we agree a devoted website will build momentum and bring local and international attention to your home, we'll create it and promote it on social media, to our network of potential buyers, and on marketing materials to generate site visitors.

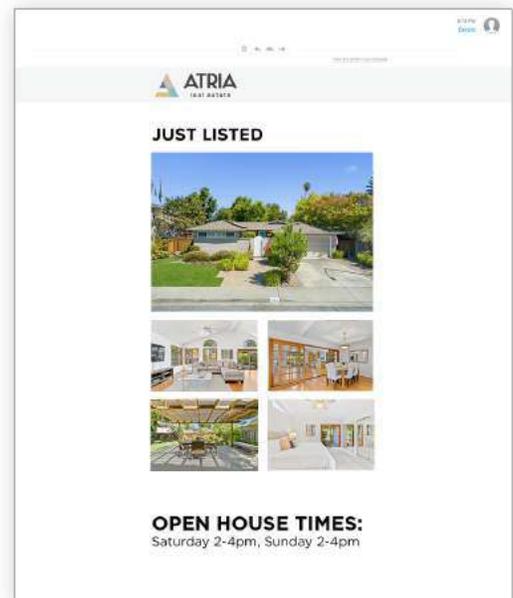
WEBSITE SYNDICATION

Your property listing will be syndicated on the most important real estate websites, including Zillow, Trulia, Realtor.com, and more. We'll make sure no one misses seeing your home, no matter where they're looking.



EMAIL BLASTS

We'll send an email alerting top agents in our area to your listing. Buyers' agents jump to open these emails because they're all trying to stay on top of inventory and get their eager clients into hot new properties ahead of the competition. We sell a lot of our homes through buyer's agents we've known and worked with for years. As a result, they pay attention when we alert them to an exciting new home on the market.



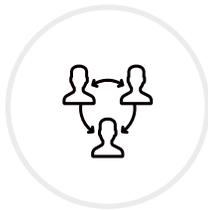
MLS CLEAR COOPERATION



WHAT YOU NEED TO KNOW ABOUT THE NATIONAL ASSOCIATION OF REALTORS'® MLS CLEAR COOPERATION

MLS Clear Cooperation requires agents to list properties on the MLS within one business day of commencing public marketing. Public marketing includes everything from placing signs in your yard and creating a single-property website to Facebook advertising. Intended to

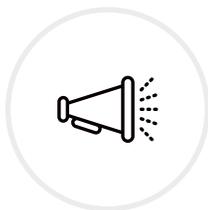
ensure that all sellers have equal opportunity for success, Clear Cooperation has placed some limitations on off-market listings. Fortunately, our team is able to turn those limitations into a competitive edge for you.



HOW WE USE CLEAR COOPERATION TO YOUR BENEFIT

We have a clear advantage over other firms when it comes to these new regulations. We are affiliated with Side, the real estate technology brokerage that powers the largest collective of top-producing real estate

professionals in the nation. Our affiliation with Side makes it possible for us to share an off-market property listing to our exclusive network, which is much larger than our competitors.



HOW WE GET PEAK EXPOSURE FOR PRIVATE AND SEMI-PRIVATE LISTINGS

Whether you want to list your property on the MLS without identifying information, or keep it off the MLS entirely, we'll help you get maximum traction. Semi-private MLS listings are posted as "coming soon" without an address or an exterior photo. We can then pre-market your home and create demand through all of

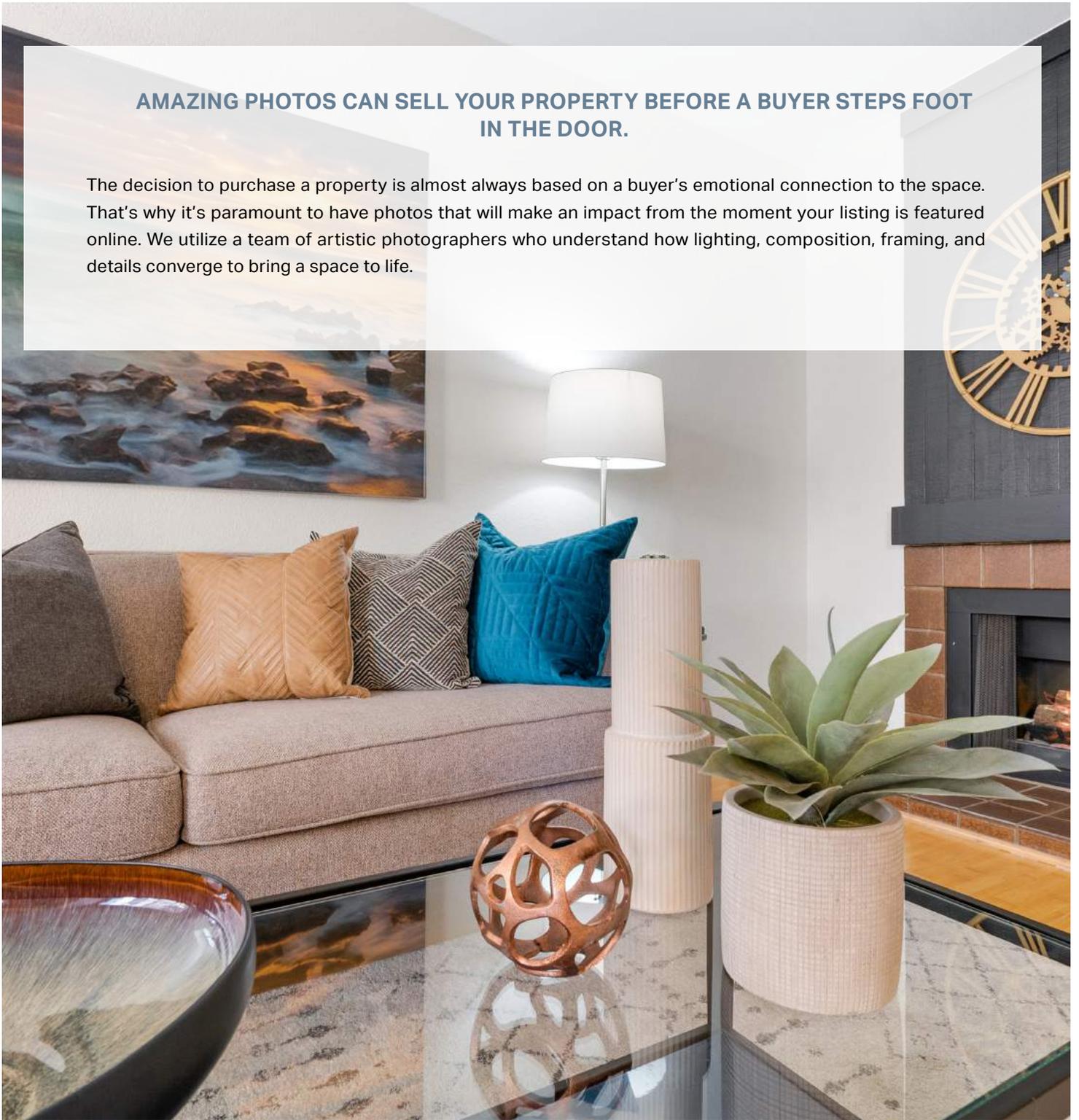
our advertising channels. *(Please note that "coming soon" properties will not be listed on aggregate sites like Zillow.)* If you don't want your home to be listed, you can simply fill out a seller exclusion form, and we will pocket-list your property to our extensive network of top producers.



PHOTOGRAPHY

AMAZING PHOTOS CAN SELL YOUR PROPERTY BEFORE A BUYER STEPS FOOT IN THE DOOR.

The decision to purchase a property is almost always based on a buyer's emotional connection to the space. That's why it's paramount to have photos that will make an impact from the moment your listing is featured online. We utilize a team of artistic photographers who understand how lighting, composition, framing, and details converge to bring a space to life.



PRICING YOUR HOME

Pricing your home correctly can be the single most important factor to successfully selling your home. You don't want to overprice the property because you'll lose the momentum generated in the first one to two weeks of showings. At the same time you don't want to underprice the property and potentially leave money on the table.

While we'll discuss the pricing of your home during your initial consultation, the final list price decision will come just days prior to putting your home on the market. This allows us to take into consideration the most recent market conditions, comparable pending and closed sales and extrinsic factors that affect real estate sales.

Factors affecting the list price of your home

- Age and condition of home (upgrades, remodeling, etc)
- Comparative properties pending and sold
- Active inventory
- Supply vs. demand
- Beds and baths
- Square footage and lot size
- Flow and floor plan
- Landscaping
- Neighborhood and location
- Proximity to schools, workplaces, shops, dining and downtown areas
- School district
- Architectural style, character or builder

also...

- Stock market
- Mortgage rates
- Inventory levels
- Time of year
- Consumer confidence
- Election years
- Weather and natural disasters



OPEN HOUSES AND SHOWINGS

During the marketing period, your home may be viewed in person by potential buyers via public open houses and/or private showing with their agent. Showings are incredibly important to the selling process, as they give buyers the ability to spend quality time in the home before making an offer.

While open houses are just one aspect of the overarching marketing plan, open houses can be beneficial for a number of reasons.

- Open hours provide a low-pressure setting for buyers to visit the home at their convenience and at their own pace.
- Open houses make it easy for buyers to bring friends and family who may be involved in the decision-making process.
- Open houses may spark the interest of potential buyers who see the sign on the corner of a street when driving by.
- Open houses allow us, as the listing agents, to meet and qualify potential buyers and agents. It also allows us to answer buyer's questions about the home, neighborhood, schools, proximity to amenities, etc.
- Open houses are a great way to involve neighbors and word-of-mouth marketing for your home by people who already love living there. Neighbors are often the greatest champions of a neighborhood and can be a good resource for potential buyers.
- Busy open houses can create a sense of urgency amongst buyers who perceive other visitors as competition.
- Open houses offer sellers a convenient way to make their homes available to many people during a short amount of time.
- Open houses provide an opportunity to receive instant feedback about the home, allowing us to find out what buyers liked or did not like. The number of visitors will also give insight to whether a home is over or underpriced for the market.



open house



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WHO PAYS FOR WHAT

Closing costs are various fees that cover all the services necessary to complete a real estate transaction.

Lenders, title companies, real estate agents, and other service providers charge these fees. Although the question of who pays for various closing costs is negotiable between the buyer and seller, here's a breakdown of how costs are typically divided.

THE SELLER CUSTOMARILY PAYS:

- Real estate commission for both the buyer agent and the listing agent
- County transfer tax
- Document preparation for the deed
- Documentary transfer tax (the amount is dependent upon sales price)
- Pay off of all loans against the property
- Interest accrued on loans being paid off, reconveyance fees, and pre-payment penalties
- Home warranty (if specified in the contract)
- Any judgment or tax liens against the seller
- Property tax proration
- Unpaid homeowner's dues (for condominiums)
- Bonds or assessments
- Delinquent taxes
- Move-out fees (for condominiums)
- Seller notary and recording fees
- Third-party Natural Hazard Disclosure Statement and California Tax Disclosure Report
- Pre-sale pest inspection fee
- Underground storage tank report
- Energy & water conservation inspections & recording
- Miscellaneous charges
- City transfer tax

THE BUYER CUSTOMARILY PAYS:

- Buyer notary fees
- Title and escrow fees
- Contractor's and pest inspection fees
- All new loan charges (points, appraisal, document processing fees, etc.)
- Interest on new loan from the date of funding to 30 days before the first payment date
- Home warranty
- Homeowner's insurance for the first year
- Earthquake insurance (optional)
- Private mortgage insurance (typically two months) if required by the lender
- Private mortgage insurance impound account (one year) if required by the lender
- Property tax impound account if required by the lender
- HOA account transfer fee
- Miscellaneous charges
- Sewer lateral bond

This list is a general guideline of charges and may not be wholly inclusive for your transaction.



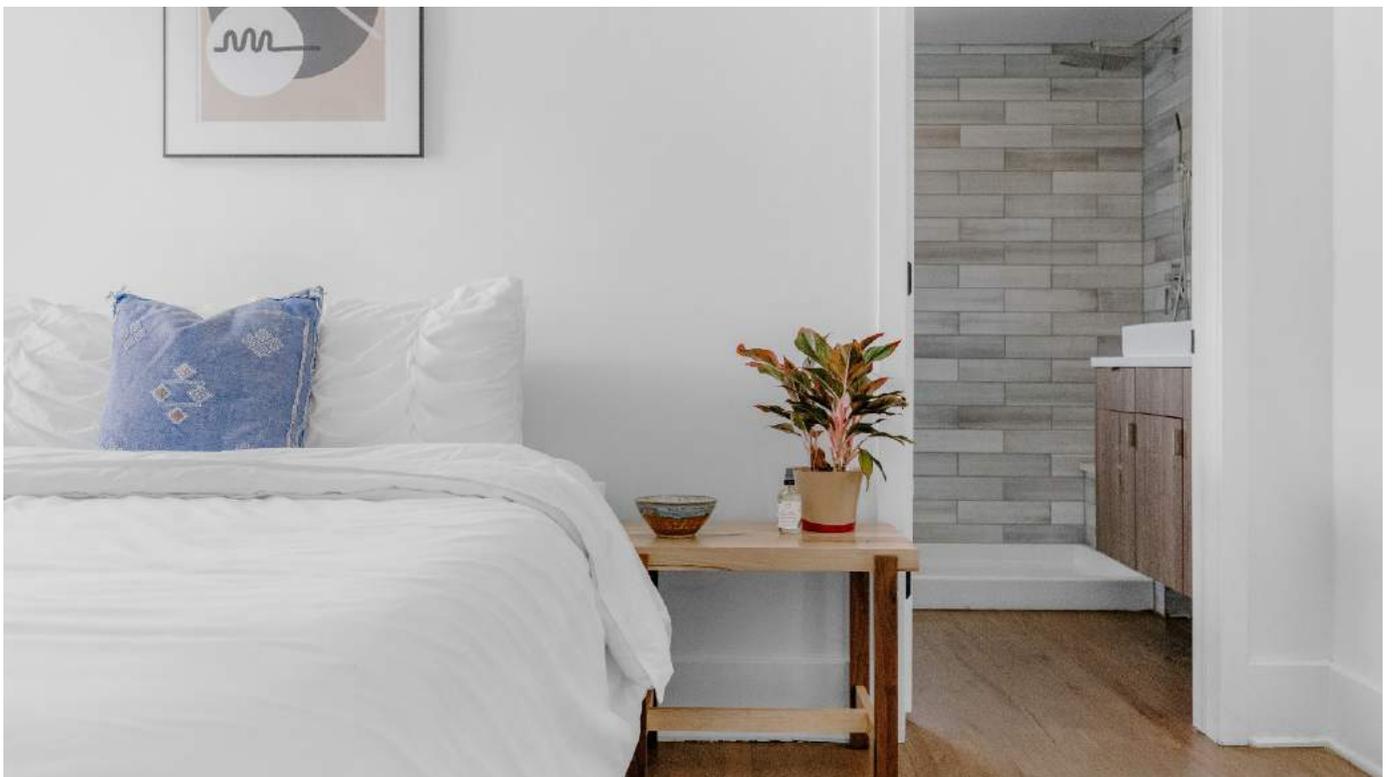
THE ESCROW PERIOD

The “escrow period” refers to the days and weeks between the contract signing and the closing date specified in the contract. The escrow company acts as a neutral third party to collect the required funds and documents involved in the closing process from the initial deposit money and loan documents to the signed deed.

The escrow company is obligated to safeguard funds and documents and disperse funds and convey title only when all provisions of the escrow instructions have been satisfied.

The length of the escrow period is written into the offer and varies. Typically, escrow is 30-45 days however it can be much shorter in all-cash deals.

During the escrow period, there are a lot of moving parts, as both the buyer, seller, lender and agents are working hard towards the common goal of a successful closing. Here are just some of the things that may happen during this timeframe.



THE ESCROW FLOWCHART

Several things need to be accomplished during a typical escrow:



A refundable deposit (usually 3% of the purchase price) is placed and held by the escrow company



Buyer's lender prepares loan documents and collects necessary information for approval



Review and sign disclosures (some may be provided by the Buyer's agent)



Any inspections mandated in the offer are performed



Property appraisal completed by the lender.



Title documents are signed and Seller provides pay off information



Contingencies removed to meet deadlines



Final walk through to make certain that the property is in the same condition as it was when the Buyer signed the contract



Escrow closes and the property transfers when all conditions have been satisfied





CLIENT TESTIMONIALS

”

The Atria Real Estate team are second to none in my opinion. We have had to navigate some challenging transactions in dealing with an estate sale twice over the past year. They are incredibly professional, knowledgeable, and responsive. I cannot recommend them highly enough.

-Kelly

”

We had an outstanding experience with Atria Real Estate. The team were great partners in what should have been a stressful time, moving out of our house after 18 years of excellent memories raising our two daughters. They are very empathetic to the stresses of life, very professional, have an outstanding team of contractors. They offered out of the box thinking, including moving out before the house/yard was cleaned up for the sale and staging. It was so easy. They came highly recommended and deserve all the accolades. They are real estate experts. Full service!

- Craig



”

From the first telephone call to the Atria Real Estate Team to start the sale process of my home to the final telephone call, I was absolutely impressed with their expertise and thoroughness. I felt very comfortable with them from the beginning. The whole team is awesome. I would highly recommend them to my own family members and friends to take care of their real estate needs, because that is what they do. Every step of the way ran smooth. I really appreciated them. Thank you.

- Diane

”

We had a fantastic experience selling our house with Atria Real Estate. They patiently understood our requirements and explained the pros and cons of each decision (e.g. what should we upgrade before selling, when should we list our house etc.), as well as doing a fantastic job with detailed and thorough execution with attention to detail. Everything was planned and organized nicely. It was an extremely tight market with busy service providers but they were able to arrange for everyone within our tight schedule. The house was beautifully staged and was ready to go to market in a week but there were some interesting developments a week before and they suggested we take advantage of market conditions and list a week earlier than planned. It turned out to be a great decision - this demonstrates that they are personally involved and want to achieve the best for their customers. Above all, we found the team to be extremely kind hearted and warm and we will always stay in touch with them. We cannot recommend them high enough!

- Sandeep

”

This is my second time to work with Atria Real Estate. The team represented us for both purchasing and selling the place we lived for about two years. In both cases, they were very kind, thorough and patient in explaining all the details and procedures. Whenever we had a question or issue, they were always there to help us or answer to our questions. We are more than 100% satisfied to work with them and will highly recommend the team to anyone looking for buying or selling a place in the bay area.

- Wongun

”

The Atria Real Estate team handled our home sale from start to finish. They arranged staging, painters, gardeners, and skilled tradesmen to bring our house up to premium appearance. They provided open houses, coordination, and excellent advice regarding pricing and negotiation. We were more than satisfied with the results. We were THRILLED!

- Steve



THE HOME SELLERS JOURNEY



Contact an Atria Real Estate Agent

Meet to discuss property marketing analysis and pricing strategy

Sign Listing Agreement

Schedule necessary inspections

Complete property disclosures



Appraisal ordered

3% Refundable deposit placed in escrow

Copy of contract sent to Buyer's lender and escrow company

OFFER ACCEPTANCE
All parties have signed + initialed all offer and counter documents

If the sale has contingencies, additional Buyer inspections ordered

Appraisal, property, termite, roof and other advised inspections completed



UH-OH
Did not appraise

UH-OH
Inspection issues

Seller + agent convene to review

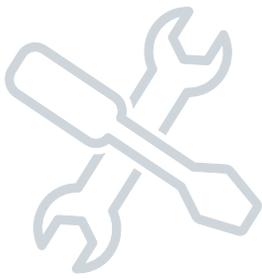
← Negotiate and Buyer moves forward

OR

→ Cancellation and start over

Contingency removal signed and returned





Inspections, home repairs and cleaning



UH-OH
Unexpected repairs

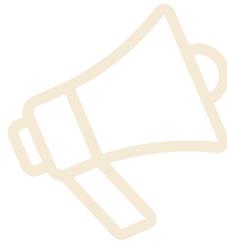
Staging + Photography +
Pre MLS marketing campaign: email, digital + print ads



UH-OH
Inventory is up - adjust the price

Brochures and marketing materials created

House officially goes on the market + MLS



Offers come in

Individual showings



UH-OH
Pre-emptive offer comes in.
Decision time.

Open House

Broker Tour



Lender prepares loan documents and collects funding for the Buyer

Sign Off

Property Walk Through

Buyer signs off. Loan, escrow and title documents complete

Loan funding

Escrow closes and title transfers

Deliver keys to Buyer

Pop the champagne!





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