

LISTING PRESENTATION

THE ULTIMATE GUIDE TO SELLING YOUR HOME



• FROM LISTED TO SOLD • A HOME SELLER'S GUIDE • YOUR PATH TO SOLD • STRESS-FREE SELLING •

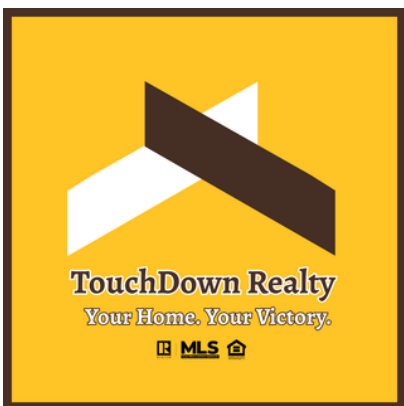
TOUCHDOWN REALTY

YOUR HOME. YOUR VICTORY.

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HELLO,

WE ARE TOUCHDOWN REALTY

YOUR LOCAL REAL ESTATE EXPERTS

DAVID KELLNER, ASSOCIATE BROKER/OWNER

THE RIGHT AGENT MAKES ALL THE DIFFERENCE

I am an Associate Broker and a part owner of TouchDown Realty. I have been a Realtor for the past 12 years and I believe in the philosophy of treating others as you would like to be treated, by striving to make this a practice in every Real Estate transaction. In addition to my Real Estate experience, I hold degrees in Finance and Management from Chadron State College. I enjoy every minute of Wyoming and I have lived here for over 32 years and counting. Outside of work, I love spending time with my family and watching as many sporting events as possible. My wife, Jennifer, is the Dean of Stem, Health and Education at Central Wyoming College and we have been married for 29 years, and we are the proud parents of two adult children and recently became grandparents.



WHERE YOU MIGHT FIND ME AROUND TOWN

When I'm not helping clients achieve their real estate dreams, you can usually find me:

- Watching and competing in various sporting events
- Volunteering with Kiwanis Club, Church and various organizations

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MY TRACK RECORD OF SUCCESS

REAL ESTATE
EXPERIENCE

12 Years

PROPERTIES
SOLD

332

(Past 10 Years)

- **Market Expertise:** 12 years of experience help me navigate the market with ease.
- **Top-Dollar Results:** I use expert pricing and marketing to get you the best price.
- **Honest Advice:** You'll receive clear and straightforward guidance.
- **Expanded Reach:** My network and off-market access bring more buyers to your home. I also specialize in all aspects of Commercial real estate

HELLO,

WE ARE TOUCHDOWN REALTY

YOUR LOCAL REAL ESTATE EXPERTS

TIFFANY "TIFF" DORNBLASER, BROKER/OWNER

THE RIGHT AGENT MAKES ALL THE DIFFERENCE

I bring nearly three decades of distinguished experience to the real estate industry & I am proud to serve as Broker. With 28 plus years of proven expertise, I am here to help you with my strategic insight, refined negotiation skills, and commitment to delivering exceptional results. Throughout her career, I have earned multiple professional designations, reflecting my commitment to continued education and my belief that informed guidance makes all the difference for buyers and sellers. For the past ten years, I have consistently ranked among the Top 5 agents in Fremont County for the past several years. My dedications extend beyond real estate, as I proudly serve as President of the local Habitat for Humanity organization and as an active member of my local P.E.O. Chapter, supporting initiatives that empower women and strengthen the community I call home. Beyond my professional role, I enjoy a full and active life rooted in family and community. my husband and I are proud parents of two sons, and family remains the center of her life. Tiffany has a deep passion for sports. A devoted fan of the Riverton Wolverines and the Wyoming Cowboys, My enthusiasm for the game mirrors my loyalty to Wyoming and the people who live in our beautiful state. Whether cheering from the stands, traveling with family, or unwinding with a good book, I embrace a lifestyle centered on family, balance, and meaningful connections



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WHERE YOU MIGHT FIND ME AROUND TOWN

When I'm not helping clients achieve their real estate dreams, you can usually find me:

- Watching various sporting events
- Volunteering with Habitat for Humanity, PEO, Leadership Fremont County and various organizations
- Fishing, Camping or just enjoying the sun at the lake

MY TRACK RECORD OF SUCCESS

REAL ESTATE
EXPERIENCE

28 Years

PROPERTIES
SOLD

400 plus
(Last 10 Years)

- **Market Expertise:** 12 years of experience help me navigate the market with ease.
- **Top-Dollar Results:** I use expert pricing and marketing to get you the best price.
- **Honest Advice:** You'll receive clear and straightforward guidance.
- **Expanded Reach:** My network and off-market access bring more buyers to your home.



TEN STEPS TO SOLD

SIMPLIFYING THE JOURNEY

01

Consultation & Sign Agreement

Sit down with your real estate agent to discuss your selling goals and timeline. You'll review the agent's services and commission, then sign an agreement to officially work together.

02

Home Assessment & Pricing Strategy

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

03

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.

04

Pre-Marketing, Photography & Implementation:

Your agent 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



05

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.

06

Showings

Buyers and their agents will schedule showings to view your home. We then, when received from the showing agents, will call you with feedback from those showings.

07

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.

08

Negotiate & Accept:

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

09

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!

UNDERSTANDING YOUR LOCAL MARKET: AND WHAT THAT MEANS FOR YOUR LISTING

2025

FREMONT COUNTY MARKET ACTIVITY


AVG. LISTING PRICE

\$365,588

AVG. SALE PRICE

\$342,670

SALE RATIO


93.73%

NEW LISTINGS


496

% OF LISTED THAT
SOLD


67.74%


SOLD LISTINGS


336

DAYS ON MARKET


106

MONTHS INVENTORY


4.8

AVG # SOLD/MONTH

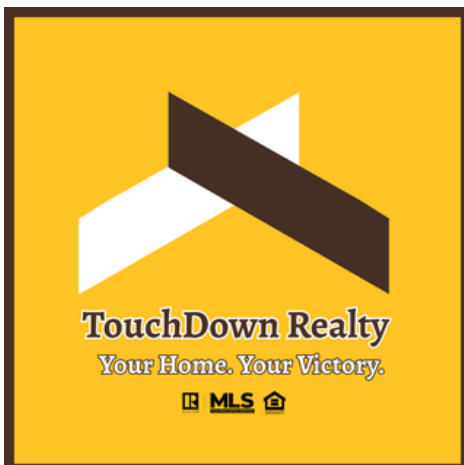

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MARKET


NEUTRAL

FREMONT COUNTY MARKET OVERVIEW:

- List Price 2025 vs 2024:** List Price is up 9% from 2024.
- Sold Price 2025 vs 2024:** Sold price is up 7% from 2024.
- Sold Listings 2025 vs 2024:** Inventory is Down 10% from 2024
- Market Balance (Months Inventory):** Over 6= Buyers Market



UNDERSTANDING YOUR LOCAL MARKET: AND WHAT THAT MEANS FOR YOUR LISTING

2025

RIVERTON AREA MARKET ACTIVITY

AVG. LISTING PRICE

\$300,923

AVG. SALE PRICE

\$290,030

SALE RATIO


96.38%

NEW LISTINGS


268


% OF LISTED THAT
SOLD


65.30%

SOLD LISTINGS


175

DAYS ON MARKET


101

MONTHS INVENTORY


5.2

AVG # SOLD/MONTH

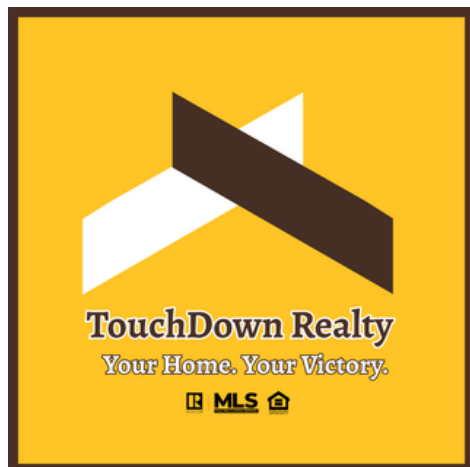

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MARKET


NEUTRAL

RIVERTON MARKET OVERVIEW:

- List Price 2025 vs 2024:** List Price is up 4% from 2024.
- Sold Price 2025 vs 2024:** Sold price is up 4% from 2024.
- Sold Listings 2025 vs 2024:** Inventory is Down 18% from 2024
- Market Balance (Months Inventory):** Under 3= Sellers Market



UNDERSTANDING YOUR LOCAL MARKET: AND WHAT THAT MEANS FOR YOUR LISTING

2025

LANDER AREA MARKET ACTIVITY

AVG. LISTING PRICE

\$439,250

AVG. SALE PRICE

\$418,852

SALE RATIO


95.36

NEW LISTINGS


108

% OF LISTED THAT
SOLD


65.85%


SOLD LISTINGS


108

DAYS ON MARKET


92

MONTHS INVENTORY


4.2

AVG # SOLD/MONTH


9

MARKET


NEUTRAL

RIVERTON MARKET OVERVIEW:

- List Price 2025 vs 2024:** List Price is up 10% from 2024.
- Sold Price 2025 vs 2024:** Sold price is up 9% from 2024.
- Sold Listings 2025 vs 2024:** Inventory is Down 8% from 2024
- Market Balance (Months Inventory):** 4-6= Neutral Market



PRICING STRATEGIES:

FINDING THE SWEET SPOT IN TODAY'S MARKET

Proper pricing of your home is essential for a successful sale, especially in a market with changing interest rates and selective buyers. This page covers common pricing strategies, emphasizes the need for accurate pricing, and highlights the risks of mispricing your property.

UNDERSTANDING TODAY'S MARKET DYNAMICS:

To attract today's value-seeking buyers, sellers must price competitively using market data. Tracking sales trends and conditions helps sellers position their homes effectively and meet buyer needs for a profitable sale. Staying informed and flexible is key to success.

COMMON PRICING STRATEGIES:

•Competitive Market Analysis (CMA) Based Pricing:

Pricing a property by comparing recent sales of similar homes, considering factors like size, location, and condition to reflect current market value.

•Market-Based Pricing:

Setting a price based on current market trends like inventory, demand, and sales speed to stay competitive in changing conditions.

•Penetration Pricing:

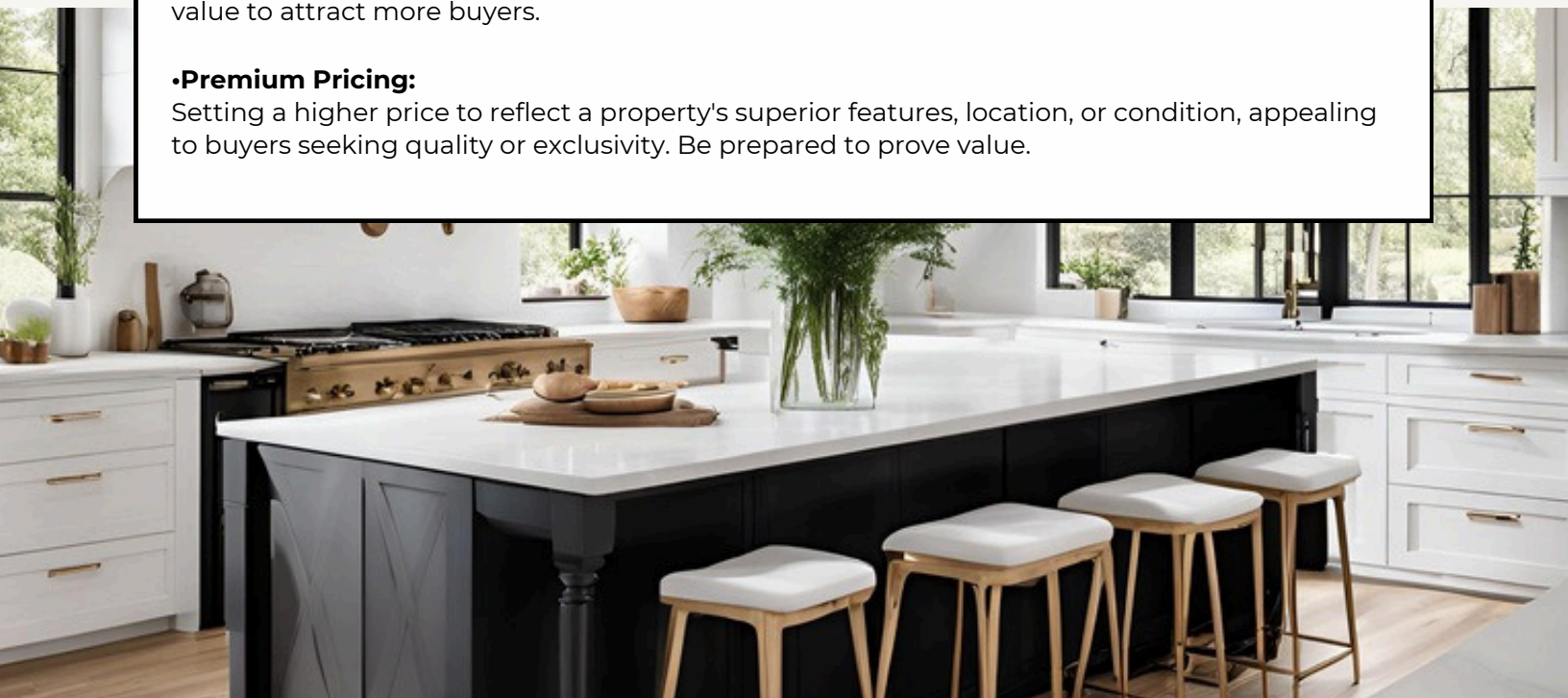
Pricing a property lower than the market average to attract attention, generate interest, and encourage faster offers.

•Preemptive Pricing:

Pricing strategically to undercut potential competition, positioning the property as a better value to attract more buyers.

•Premium Pricing:

Setting a higher price to reflect a property's superior features, location, or condition, appealing to buyers seeking quality or exclusivity. Be prepared to prove value.





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.

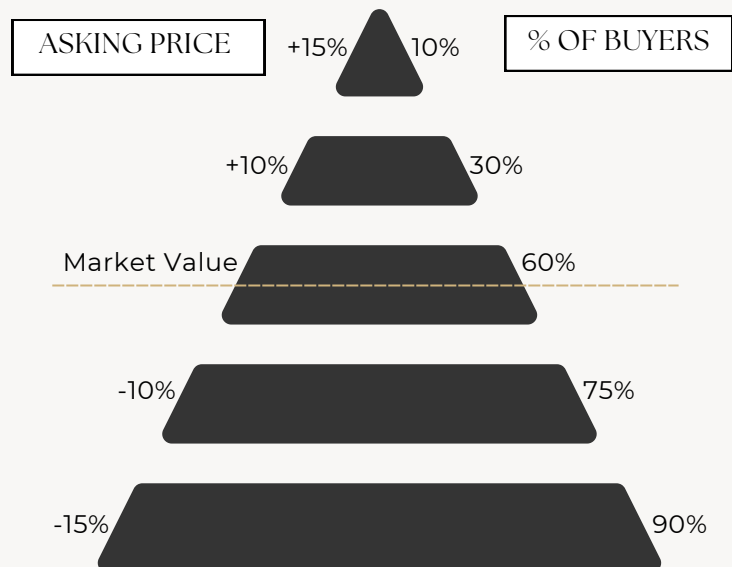


Above Market Value Pricing
SUITABLE FOR HOMES WITH UNIQUE
FEATURES OR STRONG MARKET CONDITIONS.

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.



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.



PRE-LISTING CHECKLIST

GETTING READY TO LIST YOUR HOME

GENERAL

- Declutter: Remove excess items.
- Depersonalize: Store personal photos.
- Clean: Deep clean thoroughly.
- Neutralize Odors: Eliminate bad smells.
- Repair & Maintain: Fix minor issues.
- Paint Touch-Ups: Refresh with neutral paint.
- Lighting: Ensure all lights work.
- Temperature: Set a comfortable climate.
- Valuables: Protect important items.
- Pets: Arrange care for pets.

KITCHEN

- Appliances: Clean inside and out
- Counters: Clear and organize.
- Cabinets: Organize and declutter.
- Sink: Clean and shine.
- Pantry: Organize and check expiration dates.
- Lighting: Make sure it's bright!
- Trash: Empty all cans.
- Floors: Sweep and mop.
- Windows: Clean windows and blinds/curtains.
- Backsplash: Clean and touch up grout.
- Small Appliances: Put away extras.
- Hardware: Polish cabinet knobs and pulls.
- Under Sink: Organize and clean..

EXTERIOR

- Lawn: Mow and edge.
- Plants: Tidy and add mulch.
- Front Door: Clean or paint.
- Porch: Sweep and add a fresh mat & plant
- Windows: Clean.
- Siding: Clean or power wash.
- Driveway/Walkways: Clean and repair.
- Lighting: Ensure all lights work.
- Deck/Patio: Clean and stage.
- Gutters: Clean.
- Fences: Repair if needed.
- House Number: Visible and in good condition.
- Mailbox: Clean and repair.

LIVING & DINING ROOM

- Declutter: Remove excess furniture and items.
- Surfaces: Dust and clean all surfaces.
- Fireplace: Clean and ensure it works.
- Windows: Clean windows and treatments.
- Floors: Vacuum or clean.
- Lighting: Ensure good lighting in both areas.
- Walls: Touch up paint.
- Electronics: Hide cords and cables.
- Artwork: Tasteful pieces to enhance the space.
- Mirrors: Make the room feel bigger.

BEDROOMS

- Declutter: Clear away excess items.
- Bed: Make it neatly.
- Closets: Organize and tidy.
- Nightstands: Clear off the clutter.
- Surfaces: Dust everything.
- Windows: Clean windows and treatments.
- Floors: Vacuum or clean.
- Lighting: Ensure good lighting.
- Walls: Touch up paint.
- Dresser: Clear and organize.
- Mirrors: Clean and sparkling.

BATHROOMS

- Surfaces: Deep clean everything
- Declutter: Remove personal items.
- Towels: Fresh and neatly hung.
- Mirrors: Sparkling clean.
- Shower Curtain/Door: Clean or replace.
- Floors: Clean and mop.
- Grout & Caulk: Clean or repair.
- Toiletries: Minimize what's visible.
- Trash: Empty all cans.
- Air Freshener: Subtle scent.
- Ventilation: Ensure good airflow.
- Toilet Paper: Restock!
- Lighting: Brighten up!
- Rugs: Clean or replace.
- Hardware: Polish fixtures.

VIRTUAL TOURS

A virtual tour is a sequence of panoramic images that are 'stitched' together to create a 'virtual' experience of a location. Once created, the viewer is able to experience what it is like to be somewhere they are actually not

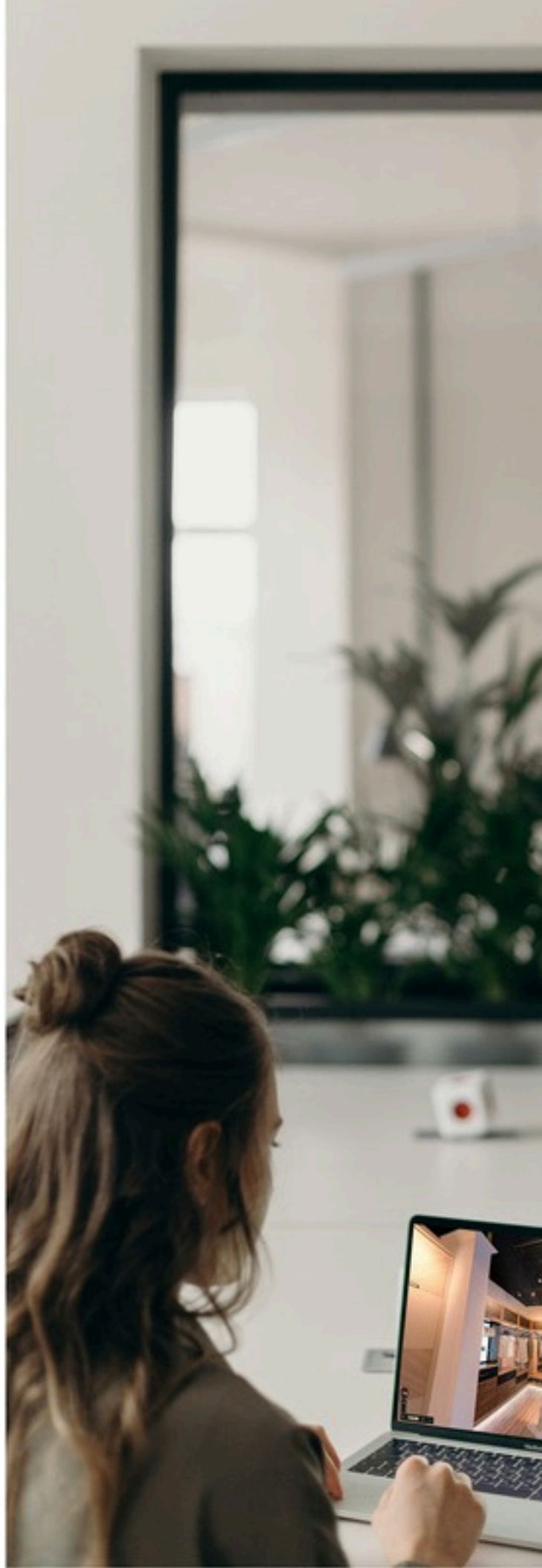
Utilizing cutting-edge technological solutions, we can narrow in on the most serious buyers. By using virtual tours we can give buyers a good look at your home without disturbing you.

Leaving only the more serious buyers to schedule a showing.

They are interactive by design, which means users spend more time exploring than they would look at photos. The more invested in the interaction potential buyers feel, the more likely to take the next step in their purchase journey.

Potential homebuyers don't like to wait and they want all the information now. Never missing another opportunity. A virtual tour allows your home to be on display around the clock.

Exposes your home to a wider audience. Your home can be toured from clear across the country at any time.



FROM LISTED TO SOLD

YOUR PERSONALIZED MARKETING STRATEGY GUIDE

Our Effective Approach and Resources for Attaining Exceptional Outcomes ·



STAGE



PHOTOS & VIDEO



PRE-MARKETING-
ONLINE & IN OFFICE



LIST ON MLS
& LISTING WEBSITES



INSTALL
FOR SALE SIGN



PRINT MARKETING
MATERIALS



SHARE ON
SOCIAL MEDIA



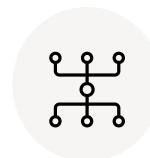
TARGETED
ONLINE ADS



ADVERTISE TO
AGENT NETWORK



REVERSE
PROSPECTING

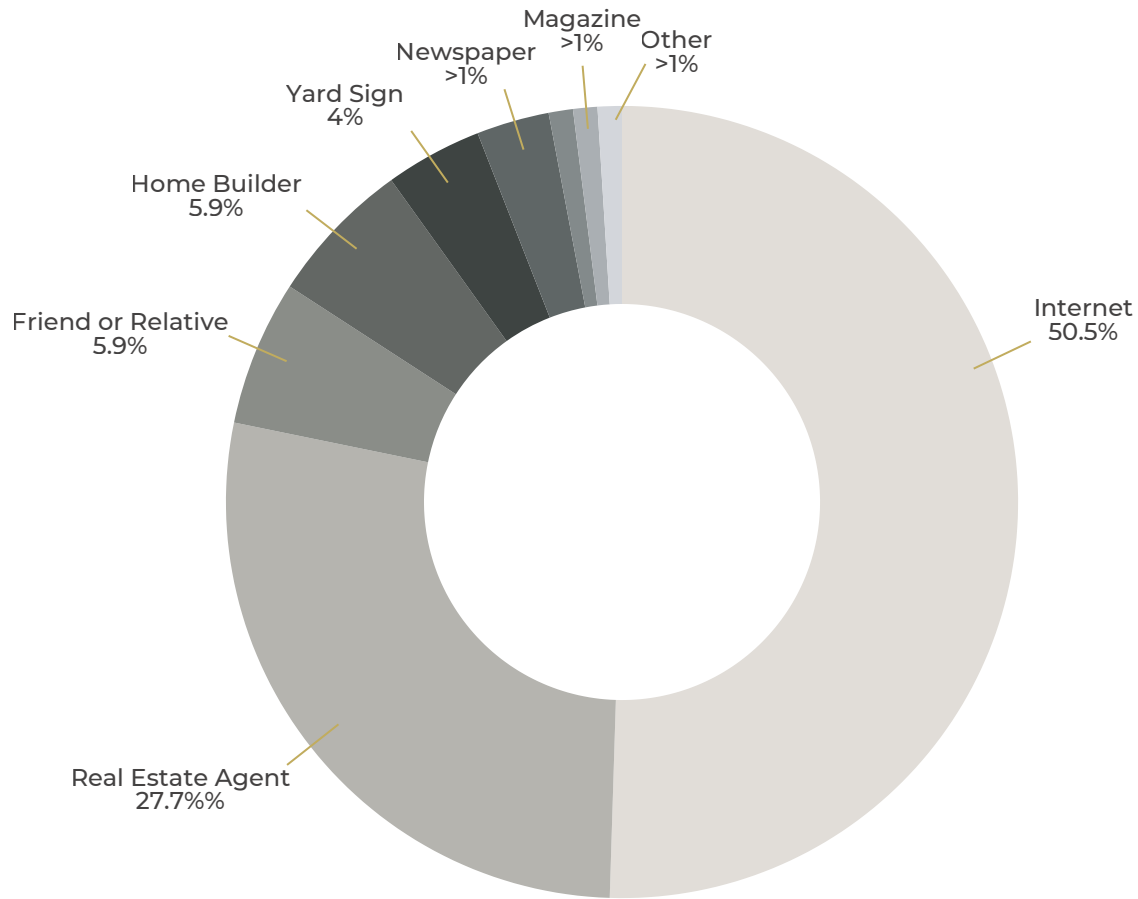


FOLLOW UP
WITH PROSPECTS

WE WILL WORK TOGETHER TO CREATE A CUSTOM MARKETING STRATEGY FOR YOUR HOME THAT IS AS UNIQUE AS YOU ARE!



WHERE DO BUYERS *Find Their Homes*

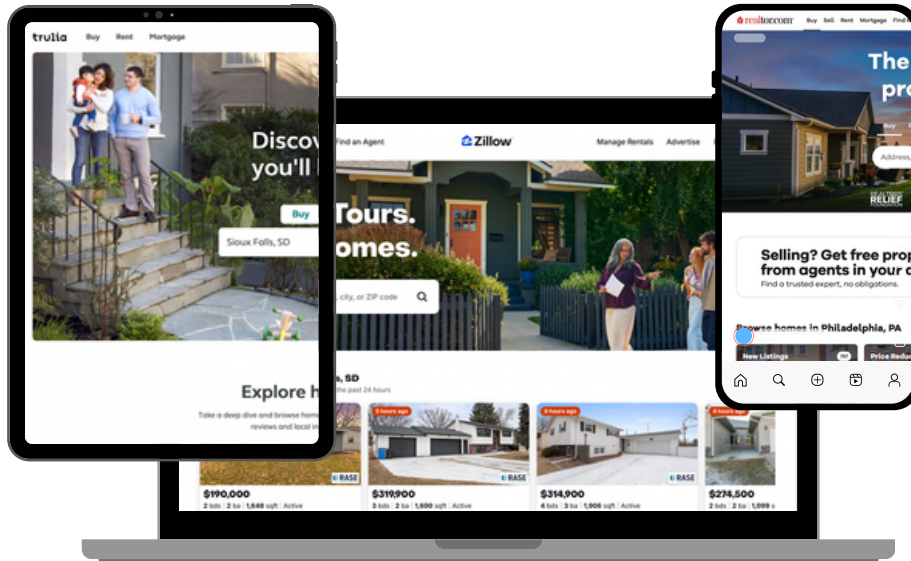


**2023 NAR HOME BUYER AND SELLER GENERATIONAL TRENDS*



GET FEATURED

I will feature your home on the top home search sites, and on social media and syndicate it to over 400+ other sites. Online listing platforms are essential in today's real estate market. Buyers are turning to websites like Zillow, Realtor.com, and Redfin as their primary tools for finding properties, making it crucial for sellers and agents to have a strong online presence.



“97% OF HOME BUYERS USE THE INTERNET IN THEIR HOME SEARCH.”

SOURCE: NAR'S 2023 PROFILE OF HOME BUYERS AND SELLERS

“BUYERS SPEND AN AVERAGE OF 20 MINUTES VIEWING ONLINE LISTINGS.”

SOURCE: NAR, 2021 TRENDS REPORT

“51% OF BUYERS FOUND THE HOME THEY PURCHASED ON THE INTERNET.”

SOURCE: SOURCE: NAR, 2023 PROFILE OF HOME BUYERS AND SELLERS

MLS



WWW.TOUCHDOWNREALTY307.COM





A NEW ERA:

MODERN AGENT MARKETING STRATEGY



INSTA-WORTHY VISUALS

I'll create engaging social media content and photos that showcase the experiences your home offers, not just its features.



VIRTUAL HOME TOURS:

Forget basic slideshows, we create immersive video experiences with high-definition footage, engaging music, and smooth transitions, allowing potential buyers to visualize living in your home.



SEO SUPERCHARGE

We enhance your property listing visibility using SEO strategies, ensuring it appears at the top of search results to attract more views and generate qualified leads.



VIRAL SOCIALS

I know how to make your home a star online. With eye-catching photos and videos, I'll create posts that get people talking and sharing

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TIME FOR SHOWINGS

MAKE A GREAT IMPRESSION

Showings give buyers a firsthand look at your home. Here's how to make them count:

BEFORE

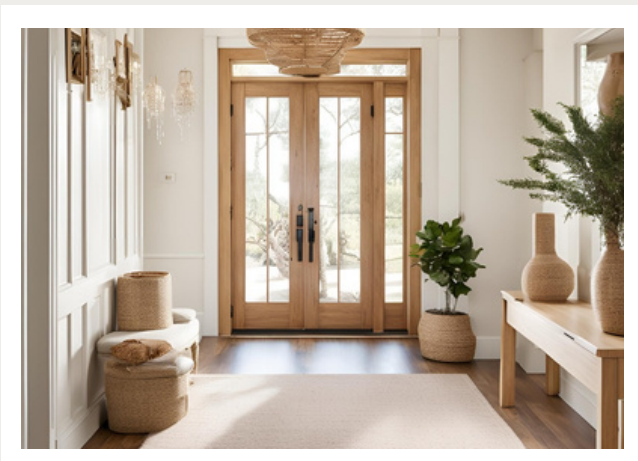
- **Deep Clean:** Sparkling clean = great first impression!
- **Declutter:** Less stuff, more space.
- **Stage:** Arrange furniture to highlight your home's best features.
- **Light & Bright:** Open blinds and clean windows.
- **Comfy Temp:** Not too hot, not too cold.
- **Fresh Scent:** No bad smells!
- **Safety First:** Secure valuables and medications.
- **Curb Appeal:** Make the outside look great!
- **Safety First:** Tuck away valuables, medications, and any personal items.

DURING

- **Give Space:** Leave the house during showings.
- **No Pets:** Take pets with you if possible.
- **Lights On:** Leave lights on for a welcoming atmosphere.
- **Music Off:** Turn off any music or the TV.

DON'T FORGET

- **Lockbox:** I'll provide a lockbox for secure key access. I'm notified every time it's used, so you know who's entering your home.
- **Feedback:** After each showing, I'll share any feedback from potential buyers.



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), what's included in the sale (like appliances), and a deposit 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! This period of time is called the contingency period.

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:** We'll leverage our 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.
- Legal Expertise:** If necessary, we'll consult with legal professionals to ensure the final contract protects your rights and interests.
- 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:** We'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. We'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.

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 (5-21 days): Buyer hires an inspector and negotiates repairs.

Financing (3-5 weeks): Buyer secures a loan if necessary.

Appraisal (1-4 weeks): Lender checks property value.

Termite/Moisture Inspection (1-3 days): Inspect for pest damage; seller makes repairs.

3

MEET CONTINGENCIES & PREPARE FOR CLOSING (1-3 WEEKS)

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

HOA Docs (if applicable, 3-7 days): You provide HOA documents to the buyer.

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

(1 DAY)

Gather at Title Company/Attorney's Office: All parties meet to sign and close.

Sign Documents: You and the buyer sign all required paperwork.

Disbursement of funds: Seller receives proceeds, and buyer gets keys.

Possession: Buyer takes possession of the property

OVERALL TIMELINE: 30-60 DAYS (OR MORE)

This is a rough estimate. Some deals close faster, others take longer.

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.

Pro Tip: Stay in close communication with your realtor throughout the process. They'll guide you, keep you updated on deadlines, and help ensure a smooth closing.

HOME INSPECTIONS

AND WHAT TO EXPECT

WHAT IS INCLUDED:

Roof & Components

Exterior & Siding

Basement

Foundation

Crawlspace

Structure

Heating & Cooling

Plumbing

Electrical

Attic & Insulation

Doors

Windows & Lighting

Appliances (limited)

Attached Garages

Garage Doors

Grading & Drainage

All Stairs



FAQ

INSPECTION TIME FRAME:

TYPICALLY 10-14 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 COULD BE:

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

UPON COMPLETION:

·BUYER CAN ACCEPT AS IS

·BUYER CAN OFFER TO RENEGOTIATE

·BUYER CAN CANCEL CONTRACT



POST-INSPECTION

PROCESS

1. REVIEW INSPECTION REPORT

- Carefully review the inspection report with your agent to identify any necessary repairs.
- Prioritize repairs based on urgency and impact on the property's value.

2. NEGOTIATE REPAIRS

- Your agent will work strategically with the buyer's agent to negotiate the scope and cost of repairs.
- They will advocate for your best interests, ensuring a fair and balanced agreement.

3. SELECT RELIABLE CONTRACTORS

- Your agent will recommend trusted and experienced contractors to handle the repairs.
- They will oversee the entire repair process to guarantee quality workmanship and timely completion.

4. SCHEDULE AND COORDINATE REPAIRS

- Your agent will coordinate with contractors to schedule repairs that minimize disruptions to your lifestyle.
- They will monitor the progress of repairs and address any unforeseen issues promptly.

5. FINAL WALK-THROUGH

- Conduct a thorough final walk-through with your agent and the buyer's agent to verify that all agreed-upon repairs have been completed.
- Address any remaining concerns and ensure the property is prepared for closing.

ADDITIONAL TIPS:

- Stay Informed: Maintain open communication with your agent throughout the repair process, seeking regular updates.
- Proactive Approach: Anticipate potential issues and take proactive steps to address them.
- Obtain Necessary Permits and Insurance: Adhere to local regulations and protect your investment with adequate insurance coverage.

By following these steps and working closely with your agent, you can navigate the post-inspection process with confidence and ease.



HOME APPRAISAL

If the buyer is seeking a loan to purchase your home they will need to have an appraisal performed by the bank to verify the home is worth the loan amount.

As a seller we want the property to appraise for at least the sale amount or more. It is very difficult to successfully contest your appraisal. An experienced agent demonstrates certain strategies to reveal the value of the home prior to the appraisal.

APPRAISAL COMES IN AT OR ABOVE SALE PRICE

You are in the clear, and closing can be begin!

APPRAISAL COMES IN BELOW SALE PRICE

- Renegotiate the sale price with the buyer
- Renegotiate with the buyer to cover the difference
 - Cancel and re-list
- Consider an alternative all-cash offer

UNDERSTANDING ESCROW:

A SMOOTH PATH TO CLOSING

WHAT IS ESCROW?

A neutral third party (escrow holder and in Wyoming that is a title company) holds funds and documents until all agreed-upon conditions are met, protecting both buyer and seller.

HOW DOES IT WORK?

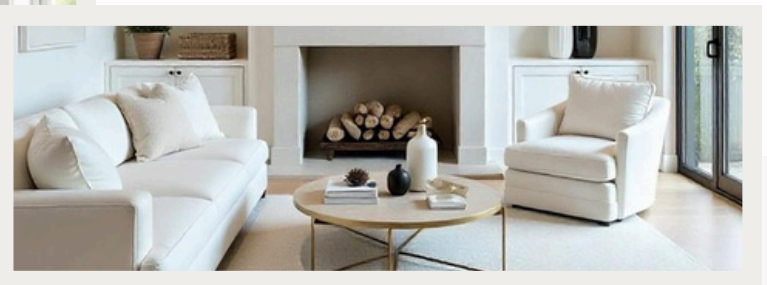
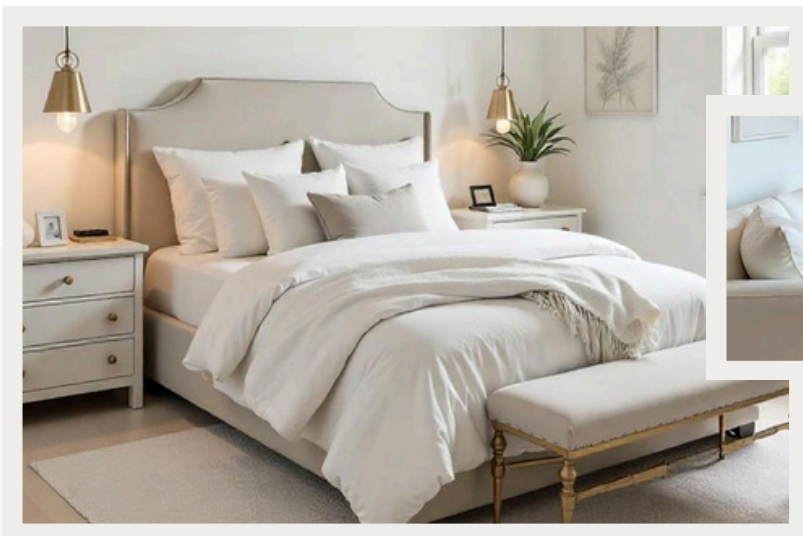
- 1. Open Escrow:** Earnest money is deposited.
- 2. Instructions:** Buyer and seller provide instructions outlining all sale terms.
- 3. Holding:** Escrow holds funds and documents (purchase agreement, title reports, loan docs).
- 4. Conditions Met:** Buyer and seller fulfill obligations (financing, 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?

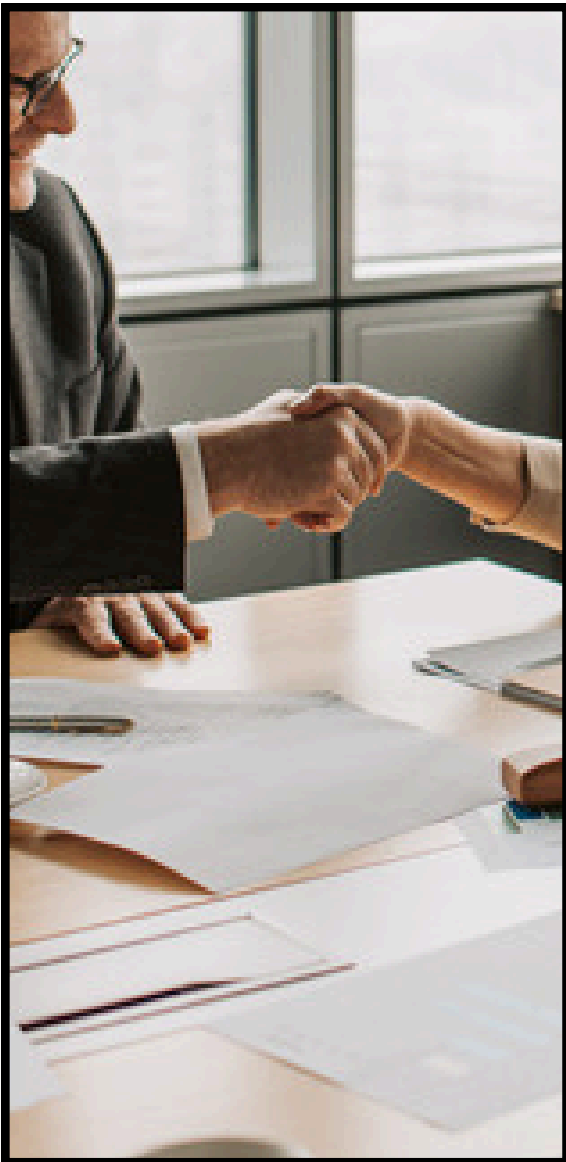
- **Protection:** Ensures no funds or property change hands until all conditions are met.
- **Impartiality:** A neutral third party handles the transaction fairly.
- **Security:** Secure holding of funds and documents.
- **Streamlined:** Coordinates all closing steps.



CLOSING THE SALE

WHAT TO EXPECT

Closing is when funds and documents are transferred in order to transfer ownership of the property to the buyer. The escrow officer will look over the contract and find out what payments are owed by who, prepare documents for closing, perform the closing, make sure all payoffs are completed, the buyer's title is recorded, and that you receive payoffs that are due to you.



YOUR COSTS

SELLER COMMONLY PAYS:

- **Mortgage balance & penalties:** If applicable
- **Any claims against the property:** Including but not limited to liens or judgments.
- **Unpaid assessments:** For HOA or other property associations.
- **Real estate agent commissions:** As agreed upon in the listing agreement.
- **Title insurance policy:** To protect the buyer's ownership rights.
- **Home warranty:** Optional, but often requested by buyers for peace of mind.

WHAT TO BRING

SELLERS NEED TO BRING TO CLOSING:

- A government picture ID
- House keys
- Garage door openers
- Mailbox and any other spare keys

AFTER CLOSING

SAVE THESE FOR TAXES:

- Copies of all closing documents
- All home improvement receipts



David Kellner
Associate Broker
307-851-4629

Tiffany Dornblaser
Broker
307-840-1756

FINAL WALKTHROUGH

CLOSING DATE

POSSESSION DATE

ADDRESS

307-463-0303 office
www.touchdownrealty307.com
113 S. 2nd E.



Closing CHECKLIST for sellers

BEFORE CLOSING DAY

- Gather all closing documents
- Notify everyone about your moving
 - Employers
 - Insurance providers
 - Family & friends
 - Veterinarian and kennel
 - Local post office
 - Utilities / phone / internet
 - Current landlord
 - Banks and credit unions
 - Government agencies
 - Medical care providers
 - Subscriptions
 - Schools
- Put all the keys and remotes in one place
- Cancel your current home insurance
- Cancel or transfer current home utilities
- Gather any appliance manuals, warranties
- Close any open valves
- Deep clean
- Close curtains, lock windows
- Shut off lights
- Unplug everything

ON CLOSING DAY

Bring the following items with you

- Photo ID for all the sellers
- A pen
- Receipts / home repair documents
- Main keys and codes to access your home
- Form of payment for all the closing costs

AFTER CLOSING DAY

- Gather all closing documents
- Notify everyone about your moving
- Call Utilities to make sure they have been transferred

SERVICE PROVIDERS

GENERAL CONTRACTOR

B&M
307-850-2200

GARDCRAFTED
307-856-2811

GIDDINGS
307-856-2445

DEVERAUX CONSTRUCTION
307-851-0601

RICO CONSTRUCTION
307-851-4767

BRINK CONSTRUCTION
307-851-3497

PAINTING

MBE PAINTING
307-856-2714/850-5023

ROCKY MOUNTAIN PAINTING
307-856-1780/851-1818

SAMUELSON PAINTING
307-856-6498

HOUSE CLEANING/CARPET CLEANER

CLEANING SOLUTION
307-856-6465/480-0169

UPRIGHT CONSTRUCTION
307-857-0303

FLOORING

GALES CARPET
307-240-2060

PLAINS CARPET
307-856-9071

ELECTRICIAN

J&L ELECTRIC
307-851-0592
HOFFMAN ELECTRIC
307-856-3408

AP ELECTRICAL
307-851-4821

PARADISE VALLEY ELECTRIC
307-856-9296

PLUMBING

SERVICE PLUMBING
307-856-2683

MODERN PLUMBING
307-856-1885

SUNNYSIDE PLUMBING
307-463-0410

HOME INSPECTORS

K&B INSPECTIONS/BRIAN
307-851-3688

REFINE/JASON
307-751-8606

JEREMY GILKEY
307-851-7429

ROOFERS

ROCKY MOUNTAIN
APPLICATORS-PHIL
307-856-0075/851-4146

RICO CONSTRUCTION
307-851-4767

RADON

K&B INSPECTIONS/BRIAN
307-851-3688

FRE RADON MITIGATION
307-438-2975

TouchDown Realty does not recommend, any company or service. These numbers are given as a curtesy only. We always advise that you check out anyone you that you hire for any service.

SERVICE PROVIDERS

SEPTIC/SCOPE

TOP PRIORITY/MIKE 307-709-2564
DALLEY SANITATION 307-851-9524

SCHOONER SANITATION
307-851-2252

B&M-NEW SEPTICS

307-850-2200

BORNHOFT-NEW SEPTICS

307-857-3171

WATER TEST

BIG HORN WATER CULLIGAN
307-856-9302

SPRINKLER SYSTEMS

SERVICE SPRINKLERS
307-857-4295

PRECISION OUTDOOR POWER

307-856-1432

HVAC

ABSAROKA HEATING & AIR
307-856-2288

SUMMIT SHEET METAL
307-856-3431

RIVERTON SHEET METAL
307-856-3431

IRRIGATION COMPANIES

RVERTON VALLEY IRRIGATION
307-856-3103

MIDVALE IRRIGATION
307-856-6359

LECLAIR IRRIGATION
307-856-4018

WATER UTILITIES

CITY OF RIVERTON
307-856-2227

CITY OF LANDER
307-332-8912

TOWN OF SHOSHONI
307-876-2515

TOWN OF PAVILLION
307-856-2154

ELECTRIC UTILITIES

ROCKY MOUNTAIN POWER-CITY
888-221-7070

HIGH PLAINS POWER-RURAL
307-856-9426

NATURAL GAS

BLACK HILLS ENERGY
800-563-0012

PROPANE

AMERIGAS
307-856-3968

PIRATE PROPANE
307-335-7333

WESTERN STATES
307-857-0800

BIG HORN CO-OP
307-851-3785

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THANK YOU

Thank you for the opportunity to present our services in your home-selling journey!

Our mission is simple:

We aim to help you sell your home at the best possible price, within your desired timeframe, and with as little stress as possible.

Your successful sale is within reach, and we are here to ensure the process is smooth and rewarding. Let's embark on this exciting journey together! By getting started today, we can tailor the selling strategy to your needs and soon transform that 'For Sale' sign into a 'Sold' one, marking the next chapter in your life.

TOUCHDOWN REALTY

REALTOR®

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