

FROM LISTED
TO

8000

A HOME SELLER'S GUIDE



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ABOUT ME



nice to meet you



Liz WALKER

I was raised on a Wisconsin dairy farm. This instilled in me an incredibly hard work ethic. My job as a real estate agent is to reduce your stress, provide strength in negotiations, and solve problems that arise throughout the process because something always does.

Most importantly, buying or selling a property is one of the largest transactions you will handle in your life. My experience will help you manage the emotional reactions while assisting you to make informed decisions with as little stress as possible.

LET'S CONNECT



608-547-5301



lizwalker@remax.net



www.lizwalker.remax.com



<https://www.facebook.com/LizWalkerRealEstate>



<https://lizwalkerre.com>

SALEABILITY FACTORS



DETERMINING FACTORS

WILL A PROPERTY SELL QUICKLY OR NOT

A property is never more valuable to a buyer than on the day it's listed - this is spurred by the buyers' instinct to act quickly for fear of losing out to someone else. As days turn into weeks, the urgency fades and a property can become stigmatized, "there must be something wrong with it."

FACTOR 1

Pricing

When pricing your property, it is important to carefully consider several things such as current market conditions and comparable properties. What doesn't affect price? What price you paid when you bought it, full cost of any improvements you made, or the current tax assessed value.

Using a pricing strategy that adds in "room to negotiate" is an antiquated strategy that will backfire. Today's buyers research the market online so they know when a house is overpriced. This results in fewer buyers being interested in your property which results in reduced competition for your home.

A more effective strategy is to set a compelling price that sparks buyer competition. This enables you to negotiate from a position of strength, possibly with multiple buyers. How do those sales happen with sold price over the list price? It's the competition of multiple buyers.

FACTOR 2

Condition

You have control over the condition of the property so why wouldn't you put it's best "face" forward before you list? Buyers will notice that weird smell or chipping paint. A home inspector will likely find that leaky faucet. Poor conditions will delay you getting an offer and cause a delay to closing while needed repairs are made. Plus a home in excellent condition will attract more buyers, illicit a high price and result in you making more money.

FACTOR 3

Location

This is the one thing you have no control over but it does affect the perceived value of your property.

Things like:

- Proximity to Railroad Tracks or High Traffic Roads
- Condition of your Neighbors' Properties
- Easements to Access the Property
- High Power Lines
- Barking Dogs in the Neighborhood



robust marketing

the advantage of listing with me

SUPERIOR TECHNOLOGY

Today's market is centered on technology. Buyers are performing their own searches online, so it is important that your listing be shown in it's best light from day one. Studies have shown that online buyers disregard homes with limited photos, low quality photos, and minimal information. Don't hire a realtor that just uses their cell phone for photos, use deserve better than that.

- Digital Camera Photography with the use of a wide angle lens, tripod and flashes. The photos are then enhanced with digital editing.
- Drone Aerial Photography and Videography that includes highlights of the surrounding area, property boundary lines added and pins of area features.
- Video for 2-4 minute property tours and 60 sec highlight reels
- Floor Plan and 3-D Virtual Pictures when appropriate
- Showingtime App for easy approval of showing requests by you, showing feedback sent to you and weekly activity reports
- AI assisted Search Engine Optimization of all marketing materials for maximum online exposure

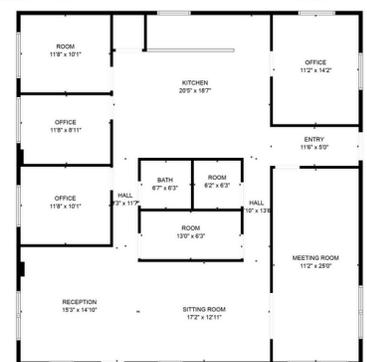


All Photos in this Guide are Examples of My Work

PAID ADVERTISING

I practice regular social media marketing on today's top social sites which include and are not limited to: Facebook and Instagram (known as Meta) and YouTube. Your home will be featured in the local MLS and the RE/MAX company websites. It will automatically be shared to all the major national websites such as Zillow, Realtor, Trulia, Homes, and Redfin to name a few of the 30+ websites plus most statewide brokerage websites well.

- Paid Advertising with Targeted Market Placement on Meta Sites. Analytics of advertising shared with you.
- "Pick Your Neighbor" letter sent to immediate neighbors with a QR Code for them to view the listing and share.
- Colored Brochures in a brochure box on the sign at the property with QR Code for instant access to listing details
- Lighted Sign for 24 hour visibility



ESTIMATED AREAS
G/LA FLOOR 1: 2009 sq. ft. EXCLUDED AREAS 0 sq. ft.
Total G/LA 2009 sq. ft. Total Area 2009 sq. ft.



robust marketing

NETWORKING

Through the RE/MAX community we access thousands of buyers directly. We also cooperate with all Real Estate Brokerages using multiple MLS's statewide.

- We can perform a reverse prospecting search to identify prospective buyers in our database and the MLS.
- Mass email "Just Listed" to these prospective buyers and to our company database.

OPEN HOUSES AND ONLINE ADVERTISING

In this high pressure Seller's Market an Open House allows for an unlimited amount of buyers to view the home within the first week on the market to maximize exposure to buyers. If appropriate for you and your property I will hold an Open House to make it easier to show more buyers in a short timeframe.

Often though Open Houses are just attended by the "nosy neighbors" who are curious what your home looks like and they want to know the value. Agents do open houses not to sell your property but to gain potential buyers. Buyers that attend open houses are typically not represented by an agent, haven't spoken to a lender to know if they would qualify, and don't know how the home buying process works so this is literally their first step. These aren't buyers that are going to successfully proceed to purchase your home.

STAGING

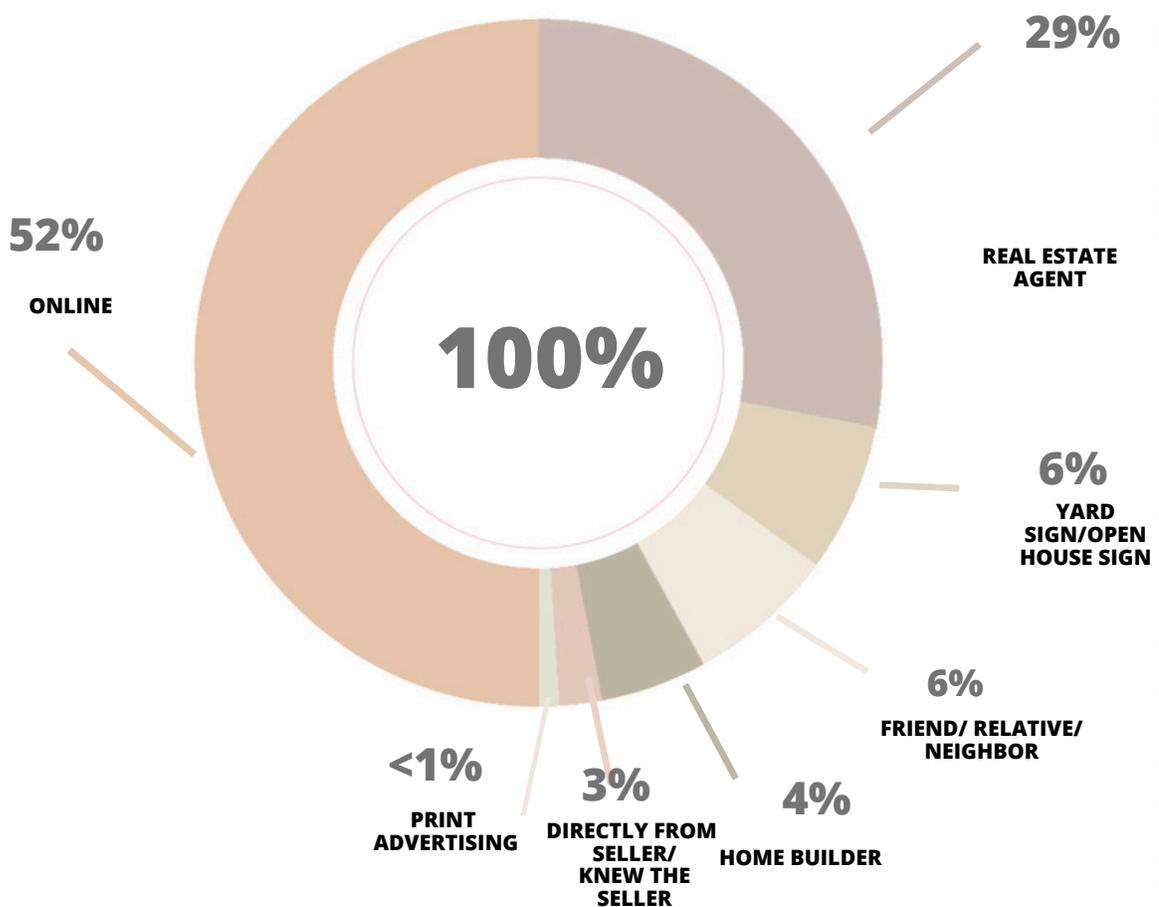
As a market expert, I offer expertise to help you make good decisions about the sale of your home and avoid costly mistakes. It starts with making sure your home is presented to its best advantage so you can sell it for the highest price in the shortest amount of time. The purpose of staging is to neutralize your home to appeal to buyers by allowing them a clean slate in which to envision themselves in the space.

- List of suggested repairs and vendors to complete the work.
- Staging ideas to attract buyers and build that emotional connection to your home for them.
- Check for CO2 and Smoke Detectors and Potential Safety Hazards
- Identify your home's upgrades and features that you, as the homeowner, find important.



HOW DO BUYERS

find their home



*2020 NAR HOME BUYER AND SELLER GENERATIONAL TRENDS

A photograph of a dining room. The walls are painted a vibrant red. In the foreground, a large, round wooden dining table is partially visible. Several wooden chairs with a spindle back design are tucked under the table. A large, ornate chandelier with multiple glass shades hangs from the ceiling. To the left, a window with a wooden frame looks out onto a bright outdoor scene. To the right, a wooden door with a sliding barn door mechanism is visible. The ceiling has a decorative, recessed pattern.

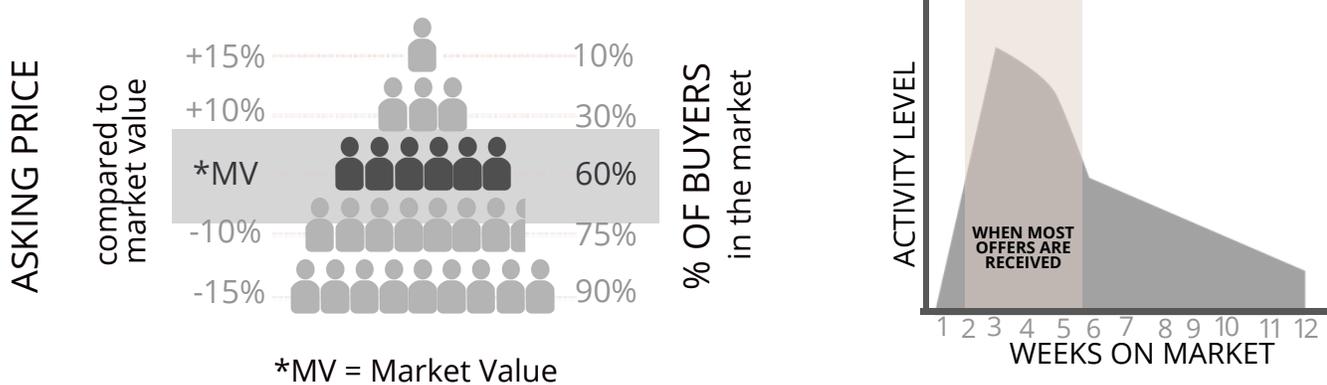
BEFORE LISTING YOUR HOME

listing strategy

PRICING STRATEGY

The list price of your property is determined by YOU, using market statistics and trends that I supply. Supply and demand drive prices in real estate like any market. When there is high inventory, home prices decrease and low inventory drives up prices. For the past few years the opposite has been true, inventory has been low so sellers have received multiple offer for over asking price.

However, in 2022 things started to slow down due to rising mortgage interest rates. The buyers that qualified for your home in 2022 may not qualify now because interest rate increases put it out of reach. While prices haven't declined the situation of multiple offers and over list price offers is greatly declining.



Listing your property too high may fail. Thanks to sites like Zillow and Realtor buyers are very well informed so they can spot an overpriced home and won't even look at your property. A property that sits on the market for more than 4 weeks can become stigmatized as "something must be wrong with it." There may be little to no showings scheduled.

It's better to accurately price your property than to have to reduce the price later. You want a high volume of buyers to be interested in your property so ultimately there is competition that may drive the price up on offers.

preparing to list

maximize your home's potential

A clean, neutral, and streamlined look helps buyers to imagine what life would be like in your home. The action points below will help them be able to do that.

EXTERIOR

- Wash or paint the home's exterior
- Paint the front door
- Keep the yard nicely trimmed
- Keep the lawn free of clutter
- Weed and freshly mulch garden beds
- Clean interior and exterior windows
- Apply fresh paint or stain to wooden fences
- Add a pop of color with flower pots or a wreath



INTERIOR

- Remove personal items, excessive decorations & furniture
- Replace or clean carpets
- Get rid of clutter and organize and clean closets
- Apply a fresh coat of paint to walls, trim and ceilings
- Replace outdated light fixtures and clean newer ones
- Minimize, clean and deodorize pet areas in the home
- Be sure that all light bulbs are in working order

FRESHEN THE PAINT & FIXTURES

- A new coat of exterior paint or washing the siding helps a home's curb appeal. It isn't a low-budget item, but if you can swing it...DO IT! If you can't paint the entire home, paint the trim.
- Put a fresh coat of paint on the front door
- Update exterior light fixtures. This can quickly give a home an updated look
- Clean, stain or paint decks or porches.
- Wash windows.



What not to Fix

Prioritize Repairs: What Adds Value

Focus on repairs that truly matter and distinguish between necessary fixes and cosmetic imperfections, you can save money and time while still presenting your home in the best possible light to potential buyers.

Broken Items vs. Cosmetic Imperfections

Broken items refer to functional issues that directly impact the home's safety, structure or comfort. Examples include a leaky faucet, condensation between window panes, or mold on bathroom ceilings.

Cosmetic imperfections refer to worn out blinds, stained or smelly carpets, or scuff marks on walls.

Understanding Buyer's Preferences

Every buyer has different preferences and may prioritize certain features over others when considering a home purchase. Window treatments are generally on the bottom of that list so remove worn out blinds instead of replacing them, have carpets professionally cleaned instead of replacing.

Kitchens and Bathrooms are the areas that buyers care about the most. Clean showers with no staining or mold, fixtures that aren't decades old, newer light fixtures and flooring and matching kitchen appliances top their list of wants.



LISTING YOUR HOME

COMMISSION IS NEGOTIABLE

You can choose to sell your property a variety of ways all with their own commissions or expenses. Full Service Agents have varying commission rates, these are set by their broker. Discount brokers will charge a lower commission but do less work. Selling it yourself will require you to handle everything from showings to hiring a lawyer to draft the contracts and hiring the title company.

Essentially you get what you pay for.

Full Service Agent

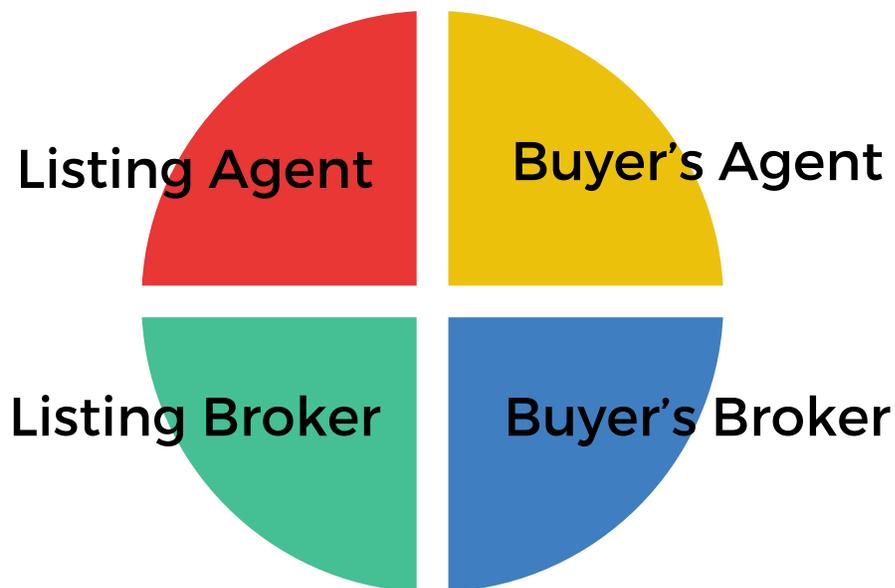
Robust Marketing, Handle Showings, Communicate with all parties, Experience with Contracts and Negotiations after Inspections and Appraisals, Order Title, Schedule Closing

Limited Service or Discount Broker

They list your property on MLS but no marketing. Seller handles all showings, contracts, negotiations.

For Sale By Owner

Seller handles all details and has an attorney handle the paperwork, title and closing.



HOW COMMISSION IS PAID

Real Estate Agent Listed Property -

The list price of the property includes the cost of commission. The Buyer pays the commission via the higher sale price but the commission is paid out of the seller's proceeds at closing. The commission paid to the buyer's agent will be negotiated in all Offers you receive.

For Sale By Owner -

Buyer may ask for seller to pay their agent's commission in their offer to purchase Seller refuses to pay Buyer's agent commission so Buyer may pay the agent commission, decide not to use an agent or not purchase the property.

OUR ROLES IN THIS PROCESS

SELLERS' ROLE:

1. Keep your home available, presentable, neat and smelling nice at all times
2. Follow the agreed upon staging plan.
3. Complete all repairs as agreed
4. Keep the yard mowed
5. Keep all valuables, financial records and prescriptions in a safe place
6. Leave home 15 minutes before all showings
7. Don't discuss terms with buyers or their agent by yourself
8. Don't call other agents for feedback
9. Be completely honest on the Seller's Disclosure (if applicable)
10. Keep all marketing information displayed and inform me if it is running low
11. Market your home to friends and acquaintances
12. Inform me if you plan on leaving the home for more than one week
13. Notify me immediately if your needs or expectations change
14. Be brutally honest with me if you feel I am not meeting your expectations

AGENT'S ROLE:

1. Take Photos, Videos and floor plan measurements. Edit photography
2. List Property on MLS, place sign, lockbox, marketing materials
3. Create Ads for social media and paid advertising
4. Check for HOA covenants and fees, easements, septic/well info, surveys
5. Set up showing instructions and feedback replies to seller
6. Respond to all forms of communication from sellers, interested buyers and selling agents.
7. Periodically check on property if sellers are gone or not their main residence.
8. Present Offers and discuss negotiation tactics for possible Counter Offers.
9. Explain merits and weakness of all documents through the process.
10. Keep track of all deadlines in Offer.
11. Order Title Search and Closing
12. Handle any communication, appointments and paperwork regarding Inspections and Appraisals.
13. Offer contractor contacts if necessary for repairs or quotes.
14. Assist in clearing any hurdles to a clear title.
15. Assist in the creation of the closing costs to make sure all debts and credits are included.
16. Schedule closing date and time that works for all parties.
17. Take care of all the details so seller has a "no-surprises" closing
18. Retain closing paperwork for 2 years
19. Communicate, Communicate, Communicate!

AFTER LISTING YOUR HOME



showings

A few tips to help your home showings go as smoothly as possible

FLEXIBLE

Be as flexible and accommodating to the buyers schedule as possible. We want to avoid having missed opportunities if at all possible. Life events happen though so you can decline a showing but offer a suggested time instead.

INFORMED

Make sure everyone in the home is informed when showings are to happen so they can keep their spaces clean.

DAILY CLEANING

Keep up with daily messes. Wipe down kitchen and bathroom counters before leaving for the day.

ODORS

Avoid strong-smelling foods: Keep your meal prep as neutral and simple as possible. If you are a smoker please consider doing so outside.

FURRY FRIENDS

Keep pet areas clean. Clean up after your pets immediately and wash their bedding regularly. Hide pet food or litter. Not everyone is a pet person and it may hinder a potential buyers ability to picture themselves living in your home. If possible take pets with you or place in a kennel during showings.

NATURAL LIGHT

Open blinds and curtains and let in as much natural light as possible. Leave lights on before you leave for a showing.

TRASH

Empty trash cans to avoid any odors. Try to empty trash cans nightly so that the home is fresh when you leave for the day.

TEMPERATURE

Keep the room temperature comfortable. This demonstrates to buyers that the HVAC is working properly.

PERSONALS

Make sure you place all valuables and prescriptions out of site and in a safe place. This includes financial statements, jewelry, smaller electronics, gun and ammunition.

VACATE

Having a seller present can make buyers feel awkward. We want to make the buyers to feel at home and stay awhile.



Seller Beware List

Weird Things Will Happen

- Increased Traffic and Strange Cars in your Driveway
- Buyers don't show up for their appointments
- Buyers arriving 30 minutes early or an hour late to their showing appointments
- Buyers and Agents will use your bathroom
- Closet and cabinet doors will be left open
- The wrongs doors will be locked that weren't locked when they arrived.
- Lights will be left on that shouldn't have been
- Buyers or their agents contacting you directly (they shouldn't, that's why you hired me)
- Keys will get misplaced - make copies
- Lowball Offers
- Showing Feedback with a comment that buyers will be submitting an offer, but one never appears
- Buyer letters - I won't share them with you to avoid any possible discrimination
- Agents and Buyers will ask you inappropriate questions like:
 - Why do you have to move?
 - How motivated are you?
 - Have you had an inspection done?
 - Had any offers?

Don't engage in conversation, these should go through me. You might reveal something that weakens your negotiating power.



Maximum exposure

 Zillow®

 trulia®

realtor.com®

 Homes.com™

 Redfin

ONLINE EXPOSURE

There are so many websites that will automatically pull your listing from the Realtor Multiple Listing Service I use. Maximum Exposure is great to attract buyers but you need to know that I have no control how your listing appears on these sites. They are often missing information or don't update status changes. I can't make changes to these sites.

A scenic view of a lake at sunset, seen from a deck with outdoor furniture and a large tree. The sky is filled with vibrant orange and red clouds, reflecting on the water. In the foreground, there is a wooden deck with a white railing, several potted plants, and outdoor seating with cushions. A large tree is on the right side of the frame.

CONTRACT TO CLOSING

offers

Price is just one of many considerations when deciding which offer is best for your home. Here are some of the other factors that matter



CONTINGENCIES

The fewer contingencies on an offer the better. Shorter time periods are also valuable.



ALL CASH BUYER

A cash offer is usually more appealing than a finance offer as the seller doesn't need to worry about the bank approving the loan and can be quicker to close.



PRE-APPROVAL

Shows you that a Buyer has already started the mortgage process and assures you that the buyer has decent odds of being approved.



LOAN TYPE

A conventional loan is often the least complicated. This is an appealing choice for sellers. Government backed loans can cause delays because they require the home to be void of any safety or structural hazards.



CLOSING TIMELINE

You might need to close quickly to move on to the next adventure, or you might need to extend closing to allow time for the next home to be ready. Choosing the offer with the closing time that fits your needs may be most attractive to you.



CLOSING COSTS

Sometimes an offer comes in where the buyer asks you to pay some or all of the buyer's closing costs. This is called a closing cost credit.



REPAIR REQUESTS

If the home needs some repairs but you don't have the time or money to do them, a buyer who is willing to do them for you might be what you need.



OFFER PRICE

Of course price matters too! If a high offer will cost you more in closing costs, repairs or other factors—then it probably won't be the better offer. You decide what is more important to you - Price or a Quick Sale.



Pre-Qualification VS. Pre-Approval

Understanding the Quality of Lender Letters Buyers May Present with their Offer

“Provides a ballpark estimate of how much someone can borrow based on data the borrower submits to a lender.

Doesn't hold as much weight as pre-approval.

Typically done for free over the phone or online.

Doesn't include credit history report.

No down payment amount discussed.

Lender will not give you a specific loan amount, type of loan and interest rate.



Provides a definitive answer as to how much someone can borrow as well as an interest rate.

Speeds up the buying process.

Requires the completion of a mortgage application and submission of various documents that will give the lender a clear picture of the buyer.

Does include a credit history report.

Lender will discuss how much you can afford for a down payment.

Lender will give a specific loan amount, type of loan you qualify for and interest rate.



****VERIFIED APPROVAL****

Look for a Lender that offers Verified Approval

All aspects of your documentation will be verified. A hard credit pull will be done, that means the lender will also search for any court judgements, unpaid alimony or child support.

Your application will then go through the underwriting process. If you pass then you will be "Verified." This status puts you in the strongest position when including a finance contingency on an offer.

The only thing that would remain is appraisal approval.



NEGOTIATIONS

AFTER AN OFFER IS SUBMITTED

WE CAN:

- Accept the offer

- Decline the offer

If the offer isn't close to your expectation then there is no need to negotiate further.

- Counter-offer

A counter-offer is when you offer different terms to the buyer.

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.

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.

NOT ALL ACCEPTED OFFERS MAKE IT TO CLOSING

THAT'S OKAY!

IT HAPPENS OFTEN

NOT EVERY HOUSE IS RIGHT FOR
EVERY BUYER'S FINANCIAL SITUATION

DON'T TAKE IT PERSONALLY



home INSPECTIONS

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' Bannisters and Handrails



FAQ

INSPECTION TIME FRAME

TYPICALLY 10-14 DAYS AFTER SIGNING CONTRACT. NEGOTIATIONS USUALLY HAPPEN WITHIN 5 DAYS AFTER BUYER RECEIVES THE INSPECTION REPORT

COSTS

NO COST TO THE SELLER. THE BUYER WILL CHOOSE AND PAY THE INSPECTOR OF THEIR CHOICE.

COMMON PROBLEMS COULD BE:

FOUNDATION, ELECTRICAL, PLUMBING, CHIPPED PAINT, WATER LEAKS.

POSSIBLE OUTCOMES:

INSPECTIONS AND POTENTIAL REPAIRS ARE USUALLY ONE OF THE TOP REASONS A SALE DOES NOT CLOSE.

UPON COMPLETION:

BUYER CAN ACCEPT AS IS

BUYER CAN OFFER TO RENEGOTIATE

BUYER CAN CANCEL CONTRACT



Property *Inspection* Checklist



GOVERNMENT LOANS FHA, USDA, VA, WHEDA

- All utilities should be on and functioning.
 - (water, gas, electric)
 -
- Mechanicals should be on and functioning.
 - (furnace, air conditioner, water heater)
 -
- Carbon monoxide and smoke detectors installed on every floor of the home.
 -
- GFCI outlets installed in all kitchens, baths and laundry, essentially anywhere there is a water source and countertop.
 -
- Peeling paint on interior or exterior should be scraped and painted (all outbuildings included).
 -
- No missing siding, shingles or broken windowpanes.
 -
- Roof must have at least 2 years worth of life left, no signs or curling shingles.
 -
- No missing or incomplete interior trim, flooring, walls, electrical cover plates, exposed electrical wires, holes in drywall, missing flooring.
 -
- Make sure appraiser has clear access to attic to do a "head and shoulders" inspection.
 -
- No safety hazards such as missing handrails or steps, doorways without stairs/landings or unsafe drops.
 -
- Decks and patios should be complete with no missing boards or railings or balusters. Balusters must have proper spacing too.
 -
- No signs of any evidence of water damage or water seepage or mold.

CONVENTIONAL LOANS

- .All utilities should be on and functioning.
- All mechanicals should be on and functioning.
- No unfinished areas above grade (missing flooring, cabinets, doors, trim etc.

FOR ALL LOAN TYPES IT IS ALWAYS AT APPRAISER DISCRETION TO COMMENT ON AND /OR REQUIRE REPAIRS FOR ITEMS THAT AFFECT SAFETY, LIVABILITY OR MARKETABILITY.

home APPRAISAL

If the buyer is seeking a loan to purchase your home they will need to have an appraisal performed to verify the home is worth the loan amount. As a seller you want the property to appraise for at least the sale amount or more. It is very difficult to successfully contest your appraisal. I advocate for my clients when I think an error was made. It is rare to get a completely inappropriate appraisal but I have had clients successfully request a second one.

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
Seller can split the difference with the buyer
Cancel the Offer and re-list





FINAL 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 title company 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.

1. TRANSFER FUNDS

The transfer of funds may include payoffs to:

- Seller's mortgage company as well as any lien holders
- Local government, if any property taxes are due
- Utility and Service Providers
- Real estate agents, for payment of commission
- Sellers, if there are any proceeds from the sale of the home

2. TRANSFER DOCUMENTS

The transfer of documents may include:

- The deed to the house
- Certificate of Title, Bill of Sale, and other real estate-related documents
- Signed closing instructions and/or settlement statement (HUD 1)
- Receipts (if needed) for completed repairs, per sales contract

3. TRANSFER PROPERTY

The transfer of property may include:

- Recording of the signed deed (completed by third-party) at county courthouse
- Post-closing agreement, if seller will need to rent back home for specified time frame
- Exchange of keys, garage door opener, security codes and/or devices, appliance manuals, etc.
- Homeownership legally transfers to the new owner when the signed deed is recorded at the seller's local county courthouse.

YOUR COSTS

Seller's commonly pay:

- Mortgage balance & penalties if applicable
- Deed Prep
- Any claims against your property
- Unpaid assessments and prorated real estate taxes on your property
- Real estate agent commission
- Title insurance policy
- State Transfer Tax

WHAT TO BRING

Sellers need to bring to closing:

- A government picture ID
- House keys

Garage door openers, mailbox and any other spare keys should be left in an open space at the home.

AFTER CLOSING

Keep copies of the following for taxes:

- Copies of all closing documents
- All home improvement receipts



recommended **resources**

lenders

KAREN BELL - BANK OF MAUSTON
608-562-6200
DANIEL HARKINS - FAIRWAY MORTGAGE
608-697-9886

general contractor

CHRIS ANDERSON BUILDERS
608-462-3344
MATT LUBINSKI CONSTRUCTION
608-547-8866

painting

BILL DEVOE
608-847-5274

house cleaning

CASTLE ROCK SERVICES
608-547-3373

home inspector

ABSOLUTE INSPECTIONS
608-636-4772
MERK INSPECTIONS
608-547-4884

window repair

LARIDEANS' GLASS
608-847-7132

electrician

GRAY ELECTRIC
608-847-6209

plumbing & inspector

CLEAN FLUSH PLUMBING
608-547-1252

hvac

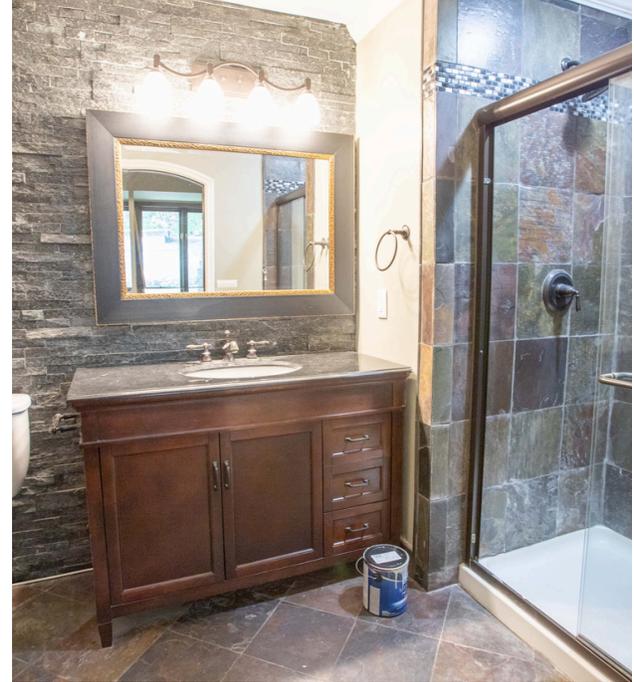
BTU MANAGEMENT
608-847-4600

fencing

G-LINE FENCE & LANDSCAPE
608-562-6179

landscaping

CUTTING EDGE
608-404-1777





REVIEWS

REVIEWS



"In such surveys, I normally do not rate my experiences as to being perfect. In this one case, my experience and Liz were perfect. I would never hesitate to do business with her again. My life experiences have found that trustworthiness is becoming somewhat of a lost art. I found Liz to be one of the most trustworthy people I have encountered. I appreciate the opportunity to share this with others."
~ Jerrold

Liz is a real gem, you are very fortunate to have her on your team. Liz went way above and beyond due to some strange circumstances, and I do mean way above!. She was always happy, very personable and of course professional. The property we sold was just a little cottage and her commission was not very much, but she treated us like it was high end anyway! I can't say enough good about her and I would recommend her to anyone in a heartbeat. Please treat her well, she deserves it!" ~ Bonnie

"Liz was especially patient with me. I get frustrated too easily and she took it in stride. I am thankful for the effort she put forth. She kept me up to date and we both learned a lot from this sale. She went out of her way to find contractors to do any needed repairs. I was so impressed with that because I live an hour away from the property that was sold."

~ Marilyn

"Liz did a excellent job from start to finish . She offered up some ideas and suggestions to assist in selling the property. This sale took some time, but the length had nothing to do with the agent . I would highly recommend Liz for anyone listing property to be sold."

~ Kirk

"I can not say enough about Liz. We literally could not have sold our house without her. Many times she went way above and beyond the call of duty to get things done. She kept in close touch, returned phone calls and messages, was very honest and so very helpful. We would highly recommend her to anyone!!!" ~ Claire