VIBE REALTY

BUY • SELL • INVEST • BELONG

THE HOME SELLER GUIDE

YOUR STEP-BY-STEP GUIDE TO A SUCCESSFUL, STRESS-FREE SALE.



PREPARE
Maximize your home's potential.

PRICE
Strategic pricing for today's market.

MARKET
Get the right exposure to the right buyers.

CLOSE
A smooth process from contract to keys.

WELCOME

LET'S GET STARTED

THANK YOU FOR CONSIDERING ME TO BE A PART OF YOUR SELLING JOURNEY.

Selling a home is a big decision, and I know it comes with a lot of questions. This guide is designed to give you a clear roadmap, helpful insights, and expert advice so you can feel confident every step of the way.

My goal is to make the process simple, strategic, and as stress-free as possible while helping you achieve the best possible outcome. Whether you're upsizing, downsizing, or just ready for a change—I'm here to guide you, advocate for you, and make your next chapter a success.

Let's Do This Together! ♡

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WHAT YOU CAN EXPECT

A TRUE PARTNER
I'm in your corner, keeping your goals and best interests first.

EXPERT GUIDANCE
From pricing to closing, I'll provide data-driven advice and proven strategies.

CLEAR COMMUNICATION
You'll always know what's happening and what's next.

A PERSONALIZED APPROACH
Every home and every seller is unique, and your plan will be tailored to you.

A SMOOTH EXPERIENCE
I'll handle the details so you can focus on what's next.

Every home has a story...
I'd be honored to help you write the next chapter.
♡ - *Astra*



THE SELLING PROCESS

A CLEAR PATH TO YOUR NEXT CHAPTER

SIMPLE STEPS. STRATEGIC MOVES. EXCEPTIONAL RESULTS.

1. **INITIAL CONSULTATION**
   We'll discuss your goals, timeline, and answer all your questions. I'll provide a personalized market analysis and outline a strategy for your home.

2. **PREPARE YOUR HOME**
   Together, we'll identify simple, impactful improvements to make your home shine and attract the right buyers.

3. **PRICE IT RIGHT**
   Using current market data and local expertise, we'll position your home competitively to generate interest and strong offers.

4. **MARKET YOUR HOME**
   Your home will be showcased with professional photography, compelling listing details, and targeted marketing to reach qualified buyers.

5. **SHOWINGS & FEEDBACK**
   I'll coordinate showings, communicate feedback, and keep you informed every step of the way.

6. **NEGOTIATE OFFERS**
   I'll guide you through the offers, explain your options, and negotiate the best terms on your behalf.

7. **CLOSE & MOVE FORWARD**
   I'll ensure a smooth closing process and help you transition confidently to your next chapter.

A SMOOTH SALE STARTS WITH A SOLID PLAN.

PREPARE | PRICE | MARKET | CLOSE

With the right strategy and a trusted guide, you can sell with confidence and move forward to what's next.

PREPARING YOUR HOME

SMALL CHANGES BIG RESULTS

SIMPLE UPDATES. A STRONGER IMPRESSION. A HIGHER RETURN.

You don't have to do a major renovation to make a big impact. Thoughtful preparation helps your home show its best, attract more buyers, and can lead to stronger offers.

CLEAN & DECLUTTER

A clean, organized home feels larger, brighter, and more inviting. Remove excess items, clear countertops, and create open, functional spaces.

FRESHEN UP

A fresh coat of neutral paint can make a huge difference. It creates a clean, modern backdrop that helps buyers envision themselves in the space.

BRIGHTEN THE SPACE

Make sure your home is well-lit. Open the blinds, replace burnt-out bulbs, and use warm, inviting lighting to highlight your home's best features.

FOCUS ON KEY AREAS

Kitchens, bathrooms, and living spaces make the biggest impression. Simple updates like new hardware, fixtures, or fresh linens can go a long way.

BOOST CURB APPEAL

First impressions matter. Keep the lawn trimmed, add fresh mulch or seasonal plants, and make sure the entryway is clean and welcoming.

PET-FRIENDLY PREP

We love our pets, but it's best to keep them out of the home during showings. Remove pet items, minimize odors, and create a neutral environment for all buyers.

A well-prepared home tells a story... and it's a story buyers want to be part of. ♡



QUICK TIPS FOR A

SHOW-READY HOME

- ☑ Remove personal photos and items
- ☑ Clear countertops and surfaces
- ☑ Organize closets and storage spaces
- ☑ Deep clean (or hire a professional)
- ☑ Make minor repairs (leaks, squeaks, etc.)
- ☑ Use neutral colors and décor
- ☑ Let in natural light
- ☑ Create a light, fresh scent
- ☑ Keep pets out during showings
- ☑ Set the right temperature
- ☑ Make the entryway welcoming

"A little effort goes a long way."

PRICING & OFFERS

STRATEGY THAT DELIVERS

THE RIGHT PRICE. THE RIGHT BUYERS.
A STRONGER OUTCOME.

Pricing your home correctly and understanding today's market are key to a successful sale. I'll guide you through pricing, offers, and negotiations with clear data and expert advice—so you can feel confident every step of the way.

MARKET ANALYSIS

I'll provide a detailed comparison of similar homes, recent sales, and current market trends to help us set the right price for your goals.

PRICING STRATEGY

We'll position your home competitively to attract qualified buyers, generate strong interest, and maximize your return.

REVIEWING OFFERS

I'll walk you through each offer, explain the terms in simple language, and help you evaluate more than just the price.

NEGOTIATION

I'll handle the back-and-forth, advocate for your best interests, and work to secure the best possible terms for you.

UNDER CONTRACT

Once we accept an offer, I'll keep everything on track—coordinating inspections, appraisals, and deadlines.

TO CLOSING

I'll stay in close communication with all parties to ensure a smooth closing and a stress-free transition to your next chapter.

"My job is to make the process simple, clear, and successful for you."

Astra



WHAT MY CLIENTS ARE SAYING

"Astra made the entire process so easy. She was always available, kept me informed, and went above and beyond!"
– SELLER, SHAWNEE

"Professional, knowledgeable, and genuinely cared about what was best for us. I highly recommend Astra!"
– SELLER, SHAWNEE

"From pricing to closing, Astra was with us every step of the way. We couldn't have done it without her!"
– SELLER, SHAWNEE

LET'S TURN YOUR PLANS INTO PROGRESS

I'm here to make your home sale a positive, profitable experience. Let's connect and create a strategy that works for you.

AFTER THE SALE

CLOSING THE CHAPTER

AND WHAT COMES NEXT.

Once we're under contract, I'll be with you every step of the way through closing and beyond. Here's what you can expect after we accept an offer:

STAY ON TRACK
I'll coordinate with the title company, lender, inspector, and buyer's agent to keep everything moving smoothly.

APPRAISAL & INSPECTION
I'll help you review the results and handle any requests or negotiations, if needed.

FINAL DETAILS
We'll review the closing disclosure, confirm all terms, and make sure you're prepared for closing day.

CLOSING DAY
You'll sign the final paperwork, hand over the keys, and officially pass the torch. I'll be there to celebrate with you!

MOVING FORWARD
Need recommendations for movers, cleaners, or your next home? I've got you covered. My support doesn't end at closing.

"It's not just about closing a deal, it's about opening the door to what's next."

Astra ♡



BEYOND THE SALE

Real estate is a journey, and I'm honored to be part of yours. Whether you're down-sizing, relocating, or just ready for a change, I'm here for your next chapter too.

BUY
Ready for what's next?
I can help you find your next home.

REFER
Know someone thinking about buying or selling? I'd love the referral!

STAY CONNECTED
Follow along for market updates, home tips, and local inspiration
@athomewithastra

Thank you for trusting me! ♡

ASTRA HEFTA
REALTOR®

YOUR GOALS. MY COMMITMENT

MORE THAN A TRANSACTION IT'S A RELATIONSHIP.

Real estate isn't just about buying or selling a home—it's about people, plans, and new beginnings. I'm committed to being your trusted resource long after the closing table.

PEOPLE FIRST
Your goals, needs, and peace of mind will always be my priority.

A LASTING RESOURCE
Real estate support today, tomorrow, and for whatever comes next.

COMMUNITY FOCUSED
Proud to serve our local communities and help neighbors achieve their goals.

HERE FOR WHAT'S NEXT
Whether it's your next home, an investment, or a referral, I'm always just a call away.

LET'S STAY IN TOUCH

I'D LOVE TO HELP!

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A FINAL

THANK YOU

Thank you for taking the time to go through this Home Seller Guide. I know selling a home is a big decision, and I'm truly grateful for the opportunity to be considered.

If you ever have questions, need a trusted recommendation, or know someone who is thinking about buying or selling, please keep me in mind. Your support means everything, and I look forward to being a resource for you—today and in the future.

Astra ♡

ASTRA HEFTA
REALTOR®