



GUIDING YOU THROUGH THE SALE OF YOUR HOME



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Looking to Sell Your House?

Selling a home is an exciting undertaking, and I'm happy for the opportunity to help you. This guide will explain the general process and steps involved and how I will work to get you the best outcome and provide and peace of mind along the way.

As an experienced agent, my priority is serving my clients and making each buying or selling experience as smooth and stress-free as possible. I find joy in helping people move their lives forward and building lifelong relationships with my clients. I tailor my services to your unique needs, connecting you with trusted industry professionals to facilitate the transaction and anticipating and troubleshooting any issues that may arise.

Please reach out if you have any questions. I am always available to help.



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The Selling Process

1. PRICING STRATEGY
2. PREPARING YOUR HOME
3. SHOWINGS & OPEN HOUSES
4. PHOTOGRAPHY & MARKETING
5. OFFER & NEGOTIATION
6. OFFER ACCEPTANCE
7. INSPECTION
8. CLOSING
9. ONGOING SUPPORT



Before the Sign Goes Up

Defining Our Relationship

Pricing your home correctly from the start is one of the most critical decisions we'll make together. I stay closely informed on local market conditions and will prepare a Comparative Market Analysis to help determine the right strategy — gathering input from other local agents on price and presentation and sharing that feedback with you directly.

Understanding Your Goals

Every seller's situation is different. Before we talk price or strategy, I want to understand what's driving your move — your timeline, your priorities, and what success looks like for you. The answers shape everything from how we price to what terms we prioritize when offers come in.

Perparing to List

We'll walk the property together to identify ways to enhance its presentation for photography and showings, and ensure all documentation is in order — listing agreements, disclosures, and a clear accounting of your home's condition for potential buyers.



Tips For Successful Showings



- Leave the home if possible when potential buyers are there so they feel comfortable taking their time, asking questions, and providing feedback.
- Remove pets. Take them with you or keep them penned in the yard or garage. Clean litter boxes daily.
- Turn on lights and open curtains and shades so the home is well-lit inside and out.
- Make the temperature comfortable, at approximately 68 degrees.
- Remove clutter from floors and surfaces. Neatness makes rooms seem larger.
- Put away items in the yard such as garden tools, bicycles and toys.
- Turn on gas fireplaces to create a cozy atmosphere.
- Grind up part of a lemon in the disposal to add a fresh smell to the kitchen.
- Turn off all TVs and keep any music at a low volume.
- Keep jewelry and other valuables, as well as prescription drugs, locked up.

Strategic Marketing

Effective marketing is another critical aspect of getting your home sold quickly and at the best price. I will create a customized marketing plan to get maximum exposure for your home quickly, including digital exposure on the MLS and the most popular real estate sites like Realtor.com, Zillow, and Trulia, to name a few.

I also use professional photography, flyers and direct marketing that reflect the high quality of your home, Windermere's signature yard signs to attract local attention and inquiries, and digital tools that allow me to target and follow up with potential buyers and optimize the performance of our marketing.

Digital Marketing

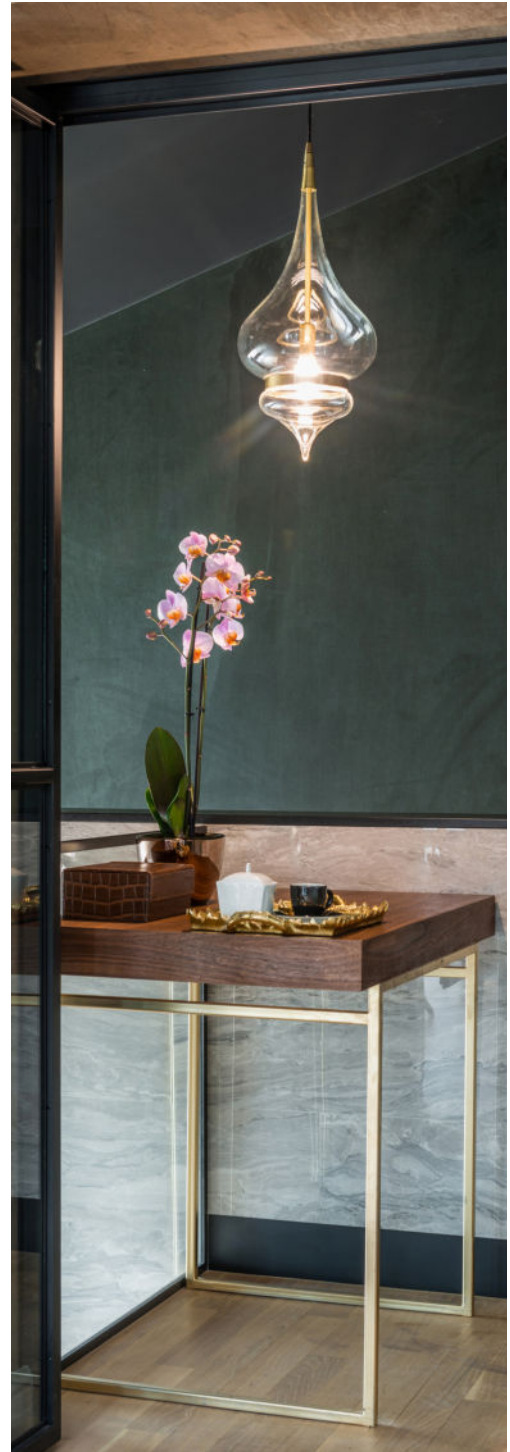
- Property Website
- Exposure on top industry websites
- Facebook & Instagram Paid Advertising
- Social Media Videos
- Flyers

Social Media

- Facebook & Instagram Posts
- Facebook & Instagram Stories

Print Marketing

- Professional-Quality Brochure
- Just Listed & Open House Postcards
- High-Quality Signage
- Listing Flyer & Flyer Box



Offer and Negotiation

When we receive an offer (or offers!) on your home, we'll review each one with you and help you evaluate the pros and cons of each. Beyond mere offer price, we'll weigh factors like offer contingencies, timeline, and the financial security of the buyer. We are expert negotiators and will negotiate with buyers' agents on your behalf to get you the best price and terms to meet or exceed your goals.

During negotiations, it's important to be courteous and considerate of the preferences of all potential buyers. It's not uncommon for deals to fall through for one reason or another, so it's ideal to have other offers to potentially fall back on. The law also prohibits turning down potential buyers based on race/origin, color, sex, disability, religion, or family status.

I will be your point person in the transaction, guiding you through the process and contracts, ensuring you understand all options, documents and fees, answering your questions, and anticipating potential issues to help avoid them.



Under Contract

OFFER ACCEPTED

Once we've found a buyer for your home, we will guide you through the purchase and sale agreement, which is a contract outlining the proposed timing and details of the transaction. After both parties have signed the agreement, we'll provide you with a detailed summary of the agreed-upon timing, tasks, and deadlines to be met by each party. Then we'll coordinate with you through each step to make sure all goes smoothly and on time.

INSPECTION

When a buyer makes an offer on a home, it's usually contingent upon a professional inspection to assess the home's health, safety, and major mechanical systems. In addition to educating the buyer about the home's systems and maintenance needs, the inspection report will detail any repairs that are needed, which may lead to further negotiations with the buyer before the sale goes through. An inspection typically takes from 1-5 hours, depending on the scope of what is being inspected, and it's best for you not to be present at the home during this time. We'll receive an inspection report and discuss any items the buyer wants you to address, and whether to accept their terms or negotiate further.

CLOSING

The closing process finalizes the terms of the agreement, leading to the transfer of the property's title. We can help you understand what closing costs each party will pay and receive, and your escrow agent will coordinate with you to sign the final documents and collect your closing fees. They will then submit those to the lender, disburse the net proceeds to you when the lender releases them, and then transfer the home's title and keys to the buyer.

ONGOING SUPPORT

Our service doesn't end when your home is sold. We can help you with the purchase and/or sale of your next home, connect you with local providers and resources, and more. We will also stay in touch in the years to come to provide helpful home information and be of service anytime you or someone you know has questions or needs about real estate or our area. Think of us as your local experts and resources.

Closing Costs to Consider



1. Commission Fees

The largest cost of selling. Split between buyer's and seller's agents - and the right agent earns it back many times over.

2. Pre-sale Home Inspection

Not required, but worth it. Find issues before the buyer's inspector does, so you're not negotiating repairs under pressure.

3. Home Repairs

Ranges from cosmetic fixes like paint and landscaping, to bigger projects like roofing or appliances. I can help you figure out what's actually worth spending on.

4. Staging Costs

Help buyers picture themselves in your home. Cost depends on what your home needs - and typically i delivers strong return on investment.

5. Utilities

Keep them on through closing. A home without water, heat, or electricity is hard to show.

6. Remaining Mortgage

Your sale proceeds go toward paying off what's left. Most sellers find the sale cover it - and often leaves equity on top.

7. Escrow Fees

Buyers and sellers typically split this. Budget for extras like transfer fees and notary services too.

8. Capital Gains Tax

Based on the difference between what you paid and what you sold for. Most promary residences qualify for an exclusion - talk to your tax advisor.

9. Property Tax

Prorated at closing. You'll either owe a portion or receive a reimbursement from the buyer depending on where you are in the tax year.

10. Moving Costs

Add up faster than most people expect. Handle what you can yourself - hire movers for the big stuff

These are just some of the costs associated with selling your home. Each home sale is different, and costs vary accordingly. Knowing what you can expect to spend throughout the selling process will help you budget accordingly.

Sample Net Proceeds

Sales Price	\$1,400,000.00
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Mortgage Payoff

First Mortgage Balance	\$800,000.00
Second Mortgage Balance	\$0.00

Real Estate Fees

Listing Brokerage Firm	\$42,000.00
Buyer Brokerage Firm	\$35,000.00

Settlement Fees

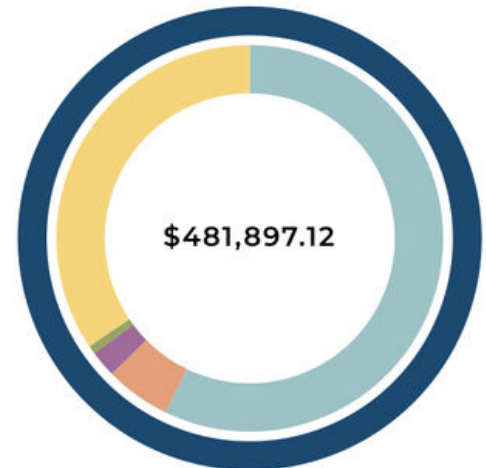
Title Insurance homeowners short term*	\$2,843.00
Title Policy Sales Tax 10.3 %	\$292.83
Escrow	\$1,650.00
Delivery, Wire, Outside Vendors	\$95.00
Escrow Sales Tax 10.3 %	\$179.74
Excise Tax	\$23,975.00
Estimated Prorated Property Tax Charge	\$2,067.31

Other Costs

Repairs	\$0.00
HOA Dues	\$0.00
Estimated Utilities	\$0.00
Miscellaneous	\$10,000.00

Estimated Seller Costs	\$918,102.88
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Estimated Net Proceeds	\$481,897.12
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- Sales Price
- Mortgage Payoff
- Real Estate Fees
- Settlement Fees
- Other Costs
- Est. Net Proceeds



We've bought and sold several houses in our lifetime, but our experience with Rebecca was by far the best. From start to finish, working with Rebecca was stress-free and a true joy." - Jenifer W.



"Rebecca Morrissey supported us throughout and did an outstanding job coordinating and making sure everything ran smoothly behind the scenes." - Atika SdM



"Rebecca guided me through the entire process and attended all of the milestone events. She is a great person in and out of work and I'm so glad I was able to work with her!" — Erik B.



Rebecca Morrissey

Realtor® | Windermere Real Estate/East, Inc.

When you're making a major real estate move—whether buying, selling, or investing—you deserve an agent who puts your goals first. I'm here to offer you clear guidance, honest communication, and a strategy tailored to your needs, every step of the way.

As a licensed Realtor® with Windermere Real Estate, I combine strong market knowledge with the tools and resources of one of the region's most respected brokerages. I focus on delivering a smooth, informed experience for every client I serve—whether you're navigating a competitive market, preparing your home for sale, or making your very first purchase.

You won't find pressure in my process—just thoughtful service, responsive communication, and a genuine commitment to helping you reach your real estate goals. Based in Snoqualmie, I work throughout the greater Puget Sound area and am proud to advocate not only for my clients, but for secure housing and community equity across our region.

Let's connect—I'd be honored to help you move forward with confidence.



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