

Are You Looking to Sell Your Home in the Midst of COVID-19



Jon Steckler

Licensed Real Estate Salesperson

Licensed in New York

4 Chase Road

Scarsdale, NY 10583

Cell: (914) 393-6130

Email: jonsteckler@bhhswestchester.com

jondsteck@aol.com

Selling:

The Walk Through

1. Estimate Value using comparable sales and square footage
2. Price adjustments can be raised for a renovated home, or lowered for a home in original condition.
3. Suggest use of a stager to improve the home's appearance before the photographer.

Selling:

Listing

- Listing Agreement
- Lead Disclosure
- Agency Disclosure
- NYS: A COVID-19 Showings Advisory and Agreement

Selling:

NYS: A COVID-19 Showings Advisory and Agreement

- Real Estate Agents can show a home virtually by Facetime or Zoom
- Personal contact with a buyer is not permitted
- The seller may allow the buyer in to see the house.
- Buyers will be asked to wear facemasks, gloves and booties, and should not touch anything.

Selling:

Multiple Listing Service (MLS)

- Professional photos
- Virtual tour content
- Detailed Description and Floor Plan for the Property
- Listings also automatically appear on Zillow, Trulia and Realtor.com

Selling:

Showings to Contract

- Showings are scheduled until a buyer is found and continue until a contract is signed.
- Buyers must produce a pre-approval document from a lender, and proof of funds for the down payment or if it an all cash deal.
- The buyer can choose to have a come inspection and if no issues, a contract will be drawn by an attorney chosen by the seller.
- The broker then sends the deal sheet with the terms of the purchase to the attorney.

Selling:

Contract

- The buyer signs the contract first, and returns it to seller's attorney with the down payment to be held by the seller's attorney in an escrow account.
- After the contract is fully signed the buyer shall complete their mortgage application with their chosen lender.
- The bank appraises the property and if everything is in order the next step is the loan commitment.

Selling:

Closing

- The buyer, seller, title company, lender for buyer, attorneys for buyer and seller and the real estate brokers attend a meeting where the loan documents and new deed is signed transferring ownership and the keys to the buyer.
- The seller is given the net proceeds from the sale and an existing mortgage if any, is paid off.