

SELLER'S *Guide*



REALTOR®
STEVE  **OATES**
— REAL ESTATE —

ABOUT Steve

As an experienced agent, Steve comes to the table with over a decade of experience and is always continuing to further educate himself and improve his craft.

Steve prides himself on his dedication, personal service and attention to his clients' every detail, which has lead him to a strong base of referral and repeat clients. Distinguished buyers and sellers entrust Steve to guide them through every step of the real estate process, and he ensures all objectives are being met with exceeded expectations.

Designations and Education:

- Graduate of the Real Estate Institute (GRI Designation)
- Member of the National Association of Realtors. (REALTOR™)
- Seller Representative Specialist Course completed (SRS)
- e-PRO Designation
- State of MA, ME and NH Brokers License
- Real Estate Negotiation Expert Course

Memberships:

- National Association of Realtors™
- New Hampshire Association of Realtors™
- Seacoast Board of Realtors
- Massachusetts Association of Realtor™
- York County Council of the Maine Association of Realtors™



Stephen Oates | REALTOR®

Direct: 603-777-7908

Office: 603-501-0463

Email: steve@soates.com

Web: SteveOatesRealEstate.com

Address: 175 Market St, Unit 1,
Portsmouth, NH 03801

NOTE: If you are currently under exclusive agency contract with a real estate broker, please disregard this mailing. It is not our intention to solicit clients of other real estate brokers.



For a sample of Steve's past properties sold, please visit SteveOatesRealEstate.com



MARKETING *Plan*

Objective: To appropriately position your home in the market so that you will net the best return on your investment with the terms that best suit your needs.

Goals: To acknowledge your needs and expectations and to exceed them.

- To earn your trust in my abilities to best represent you and your property.
- To provide a positive selling experience for you and your family.
- Your go-to REALTOR for all of your needs and feel confident in referring.

Here is an outline on how we will get your property sold:

Here are some step by step actions I will take to market and sell your property.

1. Preparing your home pictures and for sale:

Deep Cleaning:

A thorough cleaning of all appliances, floors, surfaces, windows, and fixtures is crucial to present a well-maintained home.

Decluttering and Depersonalizing:

Remove excess furniture, personal items, family photos, and clutter in closets & cupboards to create a sense of open space and a neutral environment.

Curb Appeal:

Enhance the exterior appearance by tidying the lawn, landscaping, painting the front door, and ensuring the walkway is clean.

Necessary Repairs:

Address any noticeable issues like leaky faucets, cracked walls, or malfunctioning appliances before listing. Simple tightening of loose railings, replacing burnt out bulbs, and fixing a loose handle, can go along way.

Staging Key Rooms:

Strategically arrange furniture, add neutral decor, and highlight the best features of high-traffic areas like the kitchen and living room. Allow buyers to vision themselves living there

Dedication that Moves You™

2. High Quality Photos. Pictures are worth a 1000 words. That's why I hire a professional photographer to photograph your home.
3. Just Listed & Open House - shared with all local Real Estate Board Agents.
4. Upload your property and supporting documents into the MLS (Multiple Listing Service).
5. Syndicate your listing to multiple real estate sites, such as Realtor.com, Zillow.com, Trulia.com, Homes.com, Boston.com, Seacoast-Homes.com, and many more.
6. Social Media Campaign. I take full advantage of the strength and usability of social media and I and feature your listings to Facebook, Instagram, LinkedIn and Youtube. You will be able to share these with family and friends.
7. Just Listed Post Cards. I will make sure everyone in your neighborhood knows your home is for sale and they can tell their family and friends.
8. Hold an Open House. My open house will be broadcast online to potential buyers as well as other agents. My typical Open House times are Saturday or Sunday 11-1, and is within the first few days to a week of the listing going live.
9. Post a for sale sign with my direct call/text number.
10. Old fashioned emailing and dialing. Reaching out to any agent who I think may be able to bring us a buyer.
11. Updates! I am continuously looking for ways to best represent your property and improve visibility.



YOUR LISTING



Notes:

SALES PROCESS

What can I expect?

1. Your Home is Under Agreement – CONGRATS! Contract is signed. ☐
2. Home Inspection – By Buyer (seller not home for this). Buyer & Buyers Agent present. (Inspection period on contract). 10-12 Days ☐
3. Buyer presents an official written response of items they may like fixed or repaired. Seller has 5 days to respond. 5 Days ☐
4. We've identified a buyer and negotiated a price and terms satisfactory to you. ☐
5. Once buyer and seller agree on any inspection items, contract will be adjusted or an addendum will be prepared if needed. ☐
6. Buyer provides Title Company or Attorney they have secured to prepare documents and process closing. ☐
7. Lender orders appraisal, I will meet the appraiser at your property. ☐
8. Lender proceeds to process the loan towards loan commitment. Varies 20-30 Days ☐
9. Moving preparation continues. Change of address, notify subscription, cc, loans, & schedule disconnect of utilities. 5-7 Days ☐
10. Schedule buyer walk through, occurs once seller is out and house is empty - typically within 24 hours or right before closing time. 2-24 Hours ☐
11. CLOSING sit down or remote signing with closing title company and pass papers – preparation of taxes, fuel etc. happens- title company will coordinate exchange of funds. Keys are exchange...CLOSED. 30-45 Days ☐





BUYER & SELLER *Testimonials*

"Steve was an amazing realtor. He's honest, trustworthy and extremely professional. Steve makes you feel like you are his only client, and he kept us well informed throughout the entire process. He sold our house in less than 24 hours!"

- George & Britney (Seller)

"This is our second time working with Stephen Oates and I can't say enough positive words about his character as well as realtor professionalism. This time around my husband and I were purchasing a home and from beginning to end Steve knew my vision of what we were looking for, his attention to detail, prompt delivery of responses throughout this whole process was so appreciative! Steve's genuine character as a person shows as well in his profession which to us is what is most important when working with anyone for a big life decision such as purchasing/selling a home. Steve is highly recommended from our family! Thank you

- Christina (Seller/Buyer)

"Steve went far above and beyond his responsibilities in selling our house. I highly recommend him as a professional, courteous, knowledgeable and overall great realtor to work with."

- Donna (Seller/Buyer)

Steve is a "people person" which makes it very easy and pleasant to communicate with him. He listens well and is direct, so one knows where one stands. I felt he cared for my particular needs and followed through to the best of his ability to fulfill them.

- Susan (Seller)

"We have now worked with Steve twice -- initially, to buy a home, and this time, to sell. We have found him knowledgeable, professional, and diligent. We gladly recommend him without reservation!"

- Holly & Joe (Seller/Buyer)

"Steve is one of the nicest agents I've ever dealt with. He made the process of selling my home seem so easy. He answered all of my questions and took the time to make sure I was comfortable with the progress and the outcome of my sale."

- Elizabeth (Seller)

"We were so fortunate to find Stephen. It was a pleasure working with him. He is super familiar and knowledgeable about the Portsmouth market. He quickly got a great sense of our needs/desires and read all the players on both sides well (including the sellers and their agents) making it easy to arrive at a win-win deal for all. We are thrilled with our new home and attribute a painless process to Stephen."

- Pattie (Buyer)



STEVE OATES
REAL ESTATE



Stephen Oates | REALTOR®

Direct: 603-777-7908

Office: 603-501-0463

Email: steve@soates.com

Web: SteveOatesRealEstate.com

Address: 175 Market St, Unit 1,
Portsmouth, NH 03801