

YOUR GUIDE

TO BUYING & SELLING
A HOME



THE **ODD**
COUPLE
TEAM



COLDWELL BANKER
REALTY



THE ODD COUPLE TEAM



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Service Beyond Expectations

Shane Montoya, Jason Koenig, and members of The Odd Couple Team consistently provide the highest quality, most innovative and exceptional real estate service available in the Twin Cities and surrounding areas.

Our clients' needs always come first and we strive to provide superior value. The real estate process can be emotional and we do whatever we can to make it fun, exciting, and stress-free!



BUY A HOME

You've chosen an Odd Couple Team Realtor and are excited to get started finding a new home! What are the next steps?

1. GET PRE-QUALIFIED

Connect with a mortgage loan officer to determine the price range you qualify for in a home loan. This typically includes an application and interview where the buyer provides pertinent documentation (including verification of employment) and a credit report is requested.

why pre-qualify?

We strongly recommend our buyers get pre-qualified **before** beginning their home search. Knowing exactly how much you can comfortably spend on a home reduces potential frustrations or complications!

2. GO HOUSE HUNTING WITH US!

We'll find prospective houses for you to check out based on your criteria. You can also search home listings online. Collaboration is key!



What are you looking for in a new home?

General location _____

House style _____

of bedrooms _____ # of bathrooms _____ Age of property _____

☐ Do you have children? ☐ Do you have pets? ☐ Do you enjoy entertaining?

Schools / school districts you prefer: _____

Your work location: _____

Recreational activities you enjoy: _____

3. DISCOVER YOUR DREAM HOME

Once you've found a house we'll help you write, interpret, and negotiate your purchase agreement and present an offer. Our experience and negotiating skills are powerful tools in representing your best interests.

Two areas we can typically negotiate:

PRICE: We can negotiate price based on the home condition, time on the market, buyer activity, and the urgency of the seller.

MOVE-IN DATE: If you can be flexible on the possession date, the seller may be more apt to choose your offer over others.



After presenting the offer, the seller will either:

- ✓ Accept the offer
- ✗ Reject the offer
- = Counter the offer

Our negotiators will lead the way!

4. ARRANGE A PROFESSIONAL HOME INSPECTION

A professional home inspector will examine the home for any apparent issues so there are no surprises. Use this opportunity to carefully evaluate the home to ensure that you are making an educated investment.



5. PREPARE TO CLOSE

The Odd Couple Team will orchestrate the intricate details to ensure a successful closing and title transfer. Leave this step to us!



6. CLOSING DAY

Closing day marks the end of your home buying journey! The day of closing may include a "final walk-through" to verify that the property is in proper condition. At closing, the closer will guide you through the mortgage and title paperwork. Your loan officer and Realtor will be present to provide support and answer questions.

CONGRATULATIONS HOMEOWNER!

what to bring:

- A certified check for closing costs and down payment
- An insurance binder and paid receipt
- Photo IDs
- Social security numbers
- Addresses for the past 10 years



SELL A HOME

You're ready to sell and have secured an Odd Couple Team listing agent. What are the next steps?

1. MAKE YOUR HOME SHINE

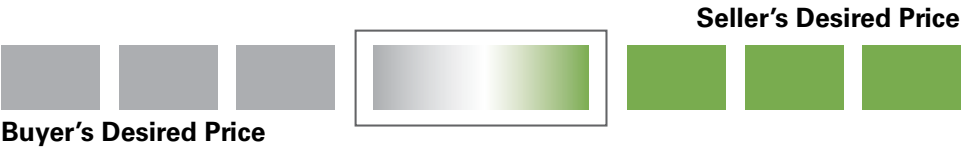
Our style expert will review your home and provide a detailed list of suggestions for each room including painting, decluttering, furniture arrangement, and more. Clients who properly stage their home typically have fewer days on the market which results in a higher sale price.

our clients
LOVE
this service!

2. SET THE PROPER PRICE

Price is the #1 most important factor in the sale of your home. Selling at the proper asking price is the single biggest factor that will determine the success or failure of your home sale.

An effective list price of a home is an overlap of what the seller hopes to get for their home and what the buyer is willing to pay.



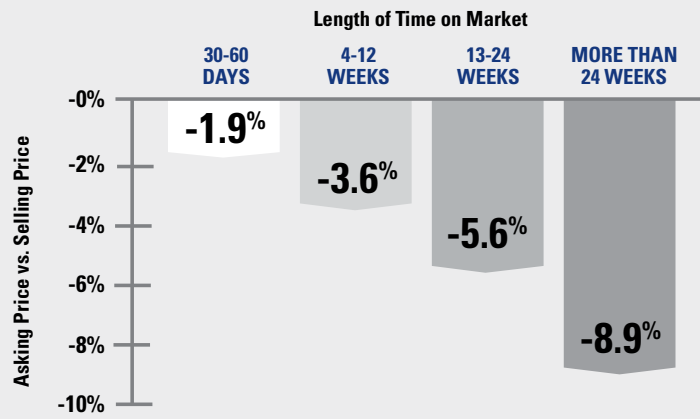
The Ingredients of a Home Sale

The successful sale of a home is determined by a combination of location, home condition, the economic market, flexibility with financing terms, and most importantly PRICE. Selling at the proper asking price is the biggest factor that will determine the success or failure of your home sale.



The Effect of Over Pricing

This chart illustrates the average percentage difference between the selling and asking price based on the length of time the home was on the market. It is important to price your home correctly and put your best foot forward immediately.



3. PROFESSIONAL PHOTOGRAPHY

Your home’s online presence must be spectacular! Our photographer is the best in the business and is known for capturing the best features, angles, and lighting.



4. IT’S SHOWTIME

Once your home is listed on the live market, we are just getting started!

Live market marketing typically includes:

- Comprehensive digital media marketing
- Open houses held regularly by members of our team
- Marketing pieces delivered to neighbors, local agents, and loan officers
- Professionally-designed brochures
- Advertising to our sphere of influence
- Listing showcased on our Grand Ave window display
- Networking your home at other open houses

We spread the word on:

- Facebook
- Zillow
- Trulia
- Realtor.com
- Homes.com

5. FIELDING OFFERS

Once a buyer has submitted an offer, we help you navigate through the negotiations of the purchase agreement.



6. INSPECTION, APPRAISAL & CLOSING

The buyer is responsible for an inspection and appraisal of your home. At closing, the closer will walk you through the mortgage and title paperwork and your loan officer and Realtor will be present to provide support and answer questions.

CONGRATULATIONS ON YOUR SUCCESSFUL SALE!



Catherine W. Reviewed on Facebook

The Odd Couple Team sells more houses in my neighborhood than any one else and they do a great job start to finish.



Helen K. Reviewed on Facebook

They went out of their way to help me sell my house and buy my new home. Their sincerity, honesty and the excellent work ethic touched our family. They were so warm and friendly that I felt they were part of our family. I would recommend them to anyone.



Tiffanie A. Reviewed on Facebook

Hands down the best team any one can ask for. It's all about the relationships:)



Chris F. Reviewed on Facebook

The Old Couple Team has helped us buy and sell three houses in the last 19 years. Each transaction was stress free, we knew we had the best team on our side. We highly recommend them, they are the only Realtors we trust.



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