



Your Roadmap From Listing to Closing





Welcome!

Introducing our Home Seller Guide – your indispensable resource for navigating the real estate market. Whether you've sold homes before or are entering this process for the first time, this guide has been customized to meet your specific needs.

Selling your home is a significant decision, and we recognize the challenges it entails. That's precisely why we've developed the Home Seller Guide – to equip you with clarity and assurance throughout the selling journey.

Our guide simplifies the selling process into manageable steps, providing clear and straightforward explanations and expert advice. Knowledge is power, enabling you to make well-informed decisions that align with your objectives.

Stay well-informed about shifting market trends, regulations, and the latest technology that can impact your selling experience. An informed seller is a confident one.

We appreciate your time and invite you to explore this Home Seller Guide as we embark on the journey to successfully market and sell your property.

Regards,

Ilya J. Rasner

www.rasnergroup.com

YAY!

Hello

About Us

Ilya Rasner, President



Allow me to introduce myself – I'm Ilya, a seasoned real estate agent proudly serving the Greater Boston area for over 20 years. With a track record that speaks volumes, I've secured a spot as a Boston Magazine Top Producer for two consecutive years. What sets me apart? My approach is friendly, genuine, and down-to-earth, a contrast that my clients truly appreciate in a sea of real estate agents. I bring a touch of humor to the table, lightening the load of buying and selling stresses.

My local market expertise is unrivaled, a testament to my deep-rooted knowledge. I harness this knowledge to provide my clients with the guidance they need to make confident choices. Regardless of whether you're a seasoned seller or a first-time buyer, I'm dedicated to being by your side every step of the journey, tirelessly working to ensure your success.

But there's more to my story. I'm not just about real estate; I'm also deeply committed to my community. As part of The Rasner Group, a portion of every goes to a charity chosen by our clients. Giving back isn't just a notion – it's a part of our DNA.

In me, you'll find a wealth of experience, industry recognition, and a dedication to making a difference. For all your real estate needs, I'm your go-to expert, ready to guide you toward your goals.

What our clients say about us:

“

It is always a great pleasure to work with Ilya and his team. They are going above and beyond to help us, both as buyers and sellers. Would highly recommend Ilya and his team. **Q.D.N.**

”

“

Highly recommend as both a buyer and seller's agent - Ilya and his team helped both the purchase and sale of our condo and did a great job in both roles. The service was above and beyond and made a normally unpleasant and stressful process as stress free as it could be. **B.W.**

”

“

The Rasner group sets the standard for buying or selling a home in Cambridge. Ilya knows the market better than anyone, gives expert advice on price, marketing, repairs, and his team (Kimberly and Kristine) are incredibly effective at coordinating all the pieces together. Seeing all of the work they did on my behalf (including physical labor to clear off my balcony!) made it clear that choosing the right partner is essential. Extremely trustworthy, highly respected in the community, and always put my interests first. Highest recommendation. **M.K.W**

”



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Deciding to Sell

The decision to sell your home is a significant one and it often involves more than just a financial transaction. It could mean saying goodbye to a place filled with memories, or taking the next big step in your life's journey.

Timing

Timing plays a vital role in the real estate market. While homes can be sold at any time, certain seasons may prove more favorable. For instance, the spring season often sees increased activity as buyers are looking to move before the start of the new school year. Furthermore, understanding the broader market conditions and economic trends can help you time your sale effectively.

Financial Implications

Prior to deciding to sell, take a comprehensive look at your financial situation. This includes understanding your equity in the home, potential selling costs, and your options for your next home. You'll need to consider agent fees, home repairs, staging costs, and closing costs in your financial planning.

Future Plans

Are you planning to buy a new home after selling? Do you need to relocate for a job? Your future plans will play a significant role in your decision to sell and your timing.

Market Conditions

I'll provide an in-depth analysis of the current real estate market conditions. This includes looking at comparable home sales (comps), recent sale prices, and the average length of time homes stay on the market.



The Roadmap



Establish a Price

- As your agent I will help guide you through this process by giving you a comparative market analysis, and together we will decide on the right price for your home



Prepare Your Home

- Declutter and clean your home
- Fix repairs/maintenance and enhance curb appeal
- We will take professional photos



List Your Home

- Your home will go live on MLS
- Have your home ready for showings
- Put away all valuables and documents



Offers & Negotiation

- We will review each offer submitted
- You will be able to accept, decline, or counter the offers



Under Contract

- Accept the best offer
- Negotiate any repairs from inspection
- Buyer will finalize the loan with lender



Closing

- Review closing documents
- Sign closing documents
- Hand over your keys & celebrate



The Timeline

An Overview

PRE-MARKETING



LAUNCHING LISTING



MANAGING TRANSACTIONS



Listing Preparations

First Impression

First impressions are everything when selling your home. A well-presented property can be the difference between a quick sale at a good price and your home sitting on the market for weeks or even months. Here's how you can prepare your home to attract potential buyers:

Deep Cleaning A clean home is an inviting one. A deep clean not only enhances the appearance but also signals to buyers that the property is well-maintained.

Decluttering Clutter-free spaces make rooms appear larger and more appealing. Consider temporarily storing excess belongings off-site.

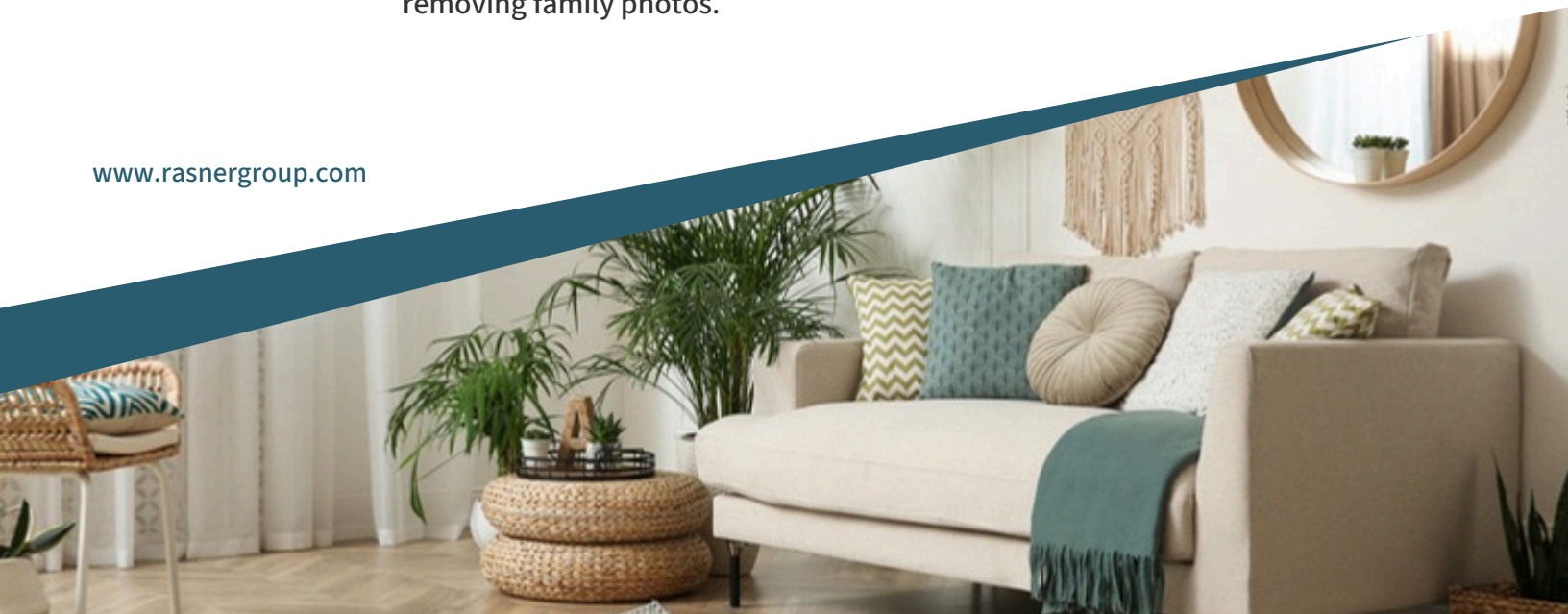
Staging Staging involves arranging furniture and decor to highlight your home's best features. Professional staging can be worth the investment, but even minor adjustments can have a major impact.

Repairs and Improvements Address any necessary repairs to prevent potential buyers from being put off. Certain improvements, like a fresh coat of paint, can also significantly boost your home's appeal.

Curb Appeal Don't underestimate the importance of the exterior. Landscaping, fresh paint, and clean gutters can all make a positive first impression.

Neutralizing Consider depersonalizing your home to help potential buyers envision themselves living there. This could mean painting over bright walls or removing family photos.

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Staging

Staging is what creates a “**wow factor**” when a buyer walks through the door of your property. It's what creates an emotional response and can often influence whether or not an offer is made. Professional stagers understand buyer psychology and market trends, making them a valuable asset. If professional staging isn't an option, there are still plenty of ways to maximize your home's appeal:

- Arrange furniture to create a sense of space and flow in each room.
- Use lighting to create a warm, welcoming atmosphere.
- Add some neutral decor to make your home feel inviting without being too personal.

Each of these steps plays a crucial role in presenting your home in the best light. A clean, clutter-free, and strategically staged home can dramatically enhance appeal to potential buyers, leading to faster sales and better offers.

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Pricing

Setting The Right Price

One of the most critical aspects of selling your home is determining the right asking price. Pricing your home correctly from the start can make the difference between a swift, lucrative sale and a drawn-out process with multiple price reductions.

Understanding the Market

The real estate market is driven by supply and demand, which varies by location, season, and economic climate. As your agent, I will help you understand the current market conditions and how they should influence your pricing strategy.

Comparative Market Analysis (CMA)

This is an examination of the prices at which similar properties in the same area recently sold. The CMA is the best indicator of what buyers are willing to pay for a home like yours.

Home's Unique Features

While the CMA provides a base, we'll also consider unique aspects of your home. Upgrades, additional features like a pool or a large garden, and the overall condition can add value.

Market Trends

Broader market trends can impact your home's price. For instance, low mortgage rates can lead to increased buying power, potentially allowing for a higher asking price.

Remember, setting the right price is both an art and a science. It's about understanding the data behind recent sales while also factoring in the unique qualities of your home. As your real estate agent, my role is to guide you in setting a price that meets your objectives, backed by a deep understanding of the market.

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Understanding Finances

When selling your home, it's crucial to fully comprehend the financial implications involved. Your net proceeds from the sale will be the selling price minus any outstanding mortgage, closing costs, and other expenses.

Agent Commission

The commission paid to the listing agent will be determined and negotiated prior to signing the listing agreement.

Home Repairs or Improvements

You might choose to invest in certain repairs or improvements to increase your home's appeal. These costs should be factored into your budget.

Closing Costs

As the seller, you're typically responsible for several closing costs, which can include a number of fees like transfer taxes, title insurance, escrow fees, and notary fees. Generally, you can expect these to total about 1-3% of the sale price.

Staging Costs

If you decide to professionally stage your home, this will be an additional cost to consider. Staging can often help a home sell faster and for more money, but it's essential to weigh the potential return on investment.

Capital Gains Tax

If your home has significantly appreciated in value, you might have to pay capital gains tax on the profits from the sale. However, there are exclusions and tax breaks for selling primary residences, so it's advisable to consult with a tax professional.

Listing Your Home

Listing your home effectively is a critical step in attracting the right buyers and getting the best price. Here are the key components of a successful listing:

- High-quality photos and a virtual tour can make your home stand out online where most buyers start their search. They showcase your home's best features and give potential buyers a sense of what it's like to live there.
- The listing description should highlight the unique features and selling points of your home. It's not just about listing facts; it's about telling a story that makes potential buyers want to see your home in person.
- The listing price should be competitive, based on the comparative market analysis (CMA), your home's unique features, and current market conditions.
- Accurately list important details such as square footage, number of bedrooms and bathrooms, lot size, location, upgrades, and unique features.
- Once the listing is live, it's time to attract buyers. This might involve advertising on real estate websites, social media platforms, direct mail campaigns, open houses, or private showings.
- Be prepared for inquiries and showings. Timely responses and flexibility in scheduling visits can make the difference in securing the right buyer.

MLS Listing

Getting your home listed on the Multiple Listing Service (MLS) is key. This platform is used by real estate agents to find homes that meet their buyers' criteria, and it feeds into numerous online real estate sites.

Market Timing

The timing of your listing can significantly impact your sale. Certain times of the year or even specific days of the week can generate more buyer interest. As your agent, I can advise on optimal timing based on local market trends.



Marketing Your Listing

Successfully selling your home involves a strategic approach to promotion, reaching potential buyers across a variety of mediums. Here's how we'll market your property:

Promotional Assets

From dynamic fliers, to lead-optimized landing pages, to beautiful postcards, to custom property brochures, we'll determine what professionally printed or digital marketing pieces will move the needle to maximize the sale of your property.

Social Media Promotion

We'll create engaging posts, eye-catching graphics, to reach potential buyers. Instagram's visually driven platform is ideal for showcasing your home's aesthetics

High-Quality Professional Photography

Crisp, clear photos will make your property pop online and maximize visual appeal. I work with highly qualified, professionally trained real estate photographers who specialize in making your house look its absolute best.

Engaging Videography

Video is at the heart of an effective digital marketing campaign and can provide a distinct advantage in a competitive market.

Open Houses and Private Showings

Whether or not an open house is where your buyer comes from, they serve a strategic purpose - aggregating interested buyers in a specific geographic area. By showcasing your property with an open house, or simply leveraging the leads generated at another nearby open house, we will create and target a highly-qualified, localized group of buyers.

Yard Signs

A professional and eye-catching "For Sale" yard sign can attract passersby and spark interest in your home.

Smart, Targeted Networking

As an active member in the real estate community and our community at large, we will market your listing to top agents and buyer specialists in the area, generating excitement and ensuring maximum exposure.

Showing Your Property

Showing your home to potential buyers is a crucial part of the selling process. This is when buyers get to see and feel what it would be like to live in your home. Here's how we can make the most of this opportunity:

Scheduling Showings

We'll work together to schedule showings at times that are convenient for you, while also being considerate of when potential buyers are most likely to be available. This often includes evenings and weekends.

Open Houses

Open houses is an effective way to get a large number of potential buyers through your door. We'll plan these strategically to generate maximum interest.

Preparing for Showings

Prior to each showing, we'll ensure your home is clean, tidy, and well-lit. It's often a good idea to vacate the property during showings, allowing potential buyers to comfortably explore and envision themselves living in the space.

Providing Property Details

During showings and open houses, we'll provide potential buyers with a fact sheet that details your home's key features, upgrades, and selling points.

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Receive and Review Offers

Once we begin receiving offers on your property, it's important to carefully review each one to understand its merits and potential drawbacks. Here's what this process entails:

Understanding the Offer

Each offer will include the proposed purchase price, financing details, closing date, contingencies, and any additional requests or conditions. It's crucial to understand all these elements before deciding how to respond.

Evaluating the Offer

Not all offers are created equal. A higher purchase price might be attractive, but the offer could also include contingencies or financing that is less secure. On the other hand, a slightly lower offer with fewer contingencies or a quicker closing date might be more appealing depending on your circumstances.

Buyer Prequalification

Consider the buyer's prequalification status. Buyers who have been prequalified or preapproved for a mortgage may be more likely to secure financing quickly and close the deal.

Reviewing Multiple Offers

If you receive multiple offers, we'll review each one carefully. Sometimes, it can be advantageous to counteroffer multiple potential buyers to create a bidding war.

Making Decisions

After reviewing each offer and considering all aspects, you'll need to decide whether to accept an offer, make a counteroffer, or reject the offer outright.

Negotiations

If you decide to counteroffer, we'll enter into negotiations with the buyer. This is a normal part of the process where both parties work to reach agreeable terms.

Each offer represents a potential sale, so it's crucial to review them carefully. As your real estate agent, I will guide you through this process, helping you understand the nuances of each offer and advising on the best course of action to reach your selling goals.

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Mastering the Art of Negotiations

Negotiating the sale of your home might feel like a high-stakes poker game, but fear not! With the right strategy and cool head, you can navigate this stage like a pro.

Understand the Dance

Negotiation is a two-way street. When you respond to an offer with a counteroffer, the potential buyer can accept it, counter it, or walk away. The back-and-forth can continue until you either land on agreeable terms or decide to part ways. Remember, it's a process!

Patience is a Virtue

Rome wasn't built in a day, and chances are, your negotiation won't be wrapped up in one either. Patience can be your greatest ally in a negotiation. It can prevent you from making hasty decisions and help you hold out for the best deal.

Know Your Non-Negotiables

Identify what matters most to you before the negotiations begin. Is it the sale price? A firm closing date? The removal of certain contingencies? Defining your priorities upfront will give you a roadmap to follow during negotiations.

Use Your Secret Weapon

A seasoned agent can be an invaluable asset during negotiations. As an experienced market insider, your agent will advocate for your best interests and offer guidance based on their industry knowledge.

Keep Calm and Carry On

Selling your home can tug at your heartstrings. It's only natural – you've made memories here! But when it comes to negotiation, try to keep emotions in check. Approach the process as you would any business transaction.

Play Nice

It might seem like a given, but maintaining a level of professionalism and respect towards the potential buyer is key. Even if the process hits a few bumps, remember, you're all working towards a common goal - a successful home sale!

Contingencies

Buyer Contingencies To Prepare For

Home Inspection

After an offer on your home is accepted, it's time for one of the most critical stages in the home selling process - the home inspection. But don't worry, we've got you covered on what to expect!

Understand the Purpose

Home inspections are designed to protect the buyer from any unforeseen issues with the property. The inspector will conduct a thorough examination of your home, looking for anything from structural problems to minor maintenance issues.

Be Prepared

Ensure your home is clean and accessible for the inspection. Clear away any clutter that might hinder the inspector's access to areas like the basement, attic, and electrical panels.

Expect Some Findings

No home is perfect, and inspectors are trained to find issues. Don't worry if the report comes back with a few (or several) items - this is entirely normal.

Appraisal

It's a moment of anticipation in the home-selling process - the appraisal! This key step gives you a concrete figure for your home's value. Here's a brief rundown of what to expect:

The Basics

An appraiser, hired by the buyer's lender, will evaluate your home based on a variety of factors including size, condition, recent comparable sales, and more. The goal? Determine your home's current market value.

Preparation

Just as you'd stage for a showing, ensure your home is clean and presentable for the appraisal. Highlight any recent upgrades or renovations you've made - they can add to your home's value!

The Outcome

The appraisal report will come in one of three ways - at value, above value, or below value. If it's at or above the contract price, great! If it's below, don't panic. We can negotiate with the buyer or even contest the appraisal.

Know Your Options

Remember, if the appraisal comes in lower than the sale price, it's not the end of the road. You can reduce your price, or the buyer can bring more money to the table. Sometimes, a second appraisal might be an option.

Closing Preparations

Smoke & Carbon Monoxide Inspection

In Massachusetts, it is a legal requirement to have working smoke and carbon monoxide (CO) detectors in residential properties. As a seller, you'll need to provide a certificate of compliance indicating that these detectors are installed and in proper working condition. This inspection ensures the safety of the future occupants and is a standard contingency in the home sale process. It's important to check and update these detectors to meet the current regulations before selling your property.

Final Water Reading

If applicable

The final water reading is a critical contingency for properties connected to public water supplies. It ensures that all water bills and charges are settled up to the closing date. This reading helps in determining the exact amount that the seller owes to the water company or municipality. It's important to arrange for a final water reading to avoid any financial disputes during the sale.

Final Oil Reading

If applicable

For homes that use oil for heating, a final oil reading is necessary to determine the amount of oil remaining in the tank at the time of sale. The buyer may wish to purchase the remaining oil from the seller or request a credit for it. This contingency ensures a clear understanding of the oil inventory and any associated costs during the transaction.

6D Certificate

Required for Condo Sale

In the case of condominiums, the 6D certificate is a crucial document. It certifies that all common fees, assessments, and dues have been paid by the seller up to the closing date. This certificate is necessary for the buyer to understand their financial responsibilities within the condominium association. It's essential to obtain and provide a 6D certificate to ensure a smooth condominium sale.

Title V

If applicable

Title V is an inspection required for properties with septic systems. It assesses the system's condition and ensures it complies with environmental regulations. Sellers must obtain a Title V certificate to demonstrate that their septic system is functioning properly. Buyers often include this as a contingency to confirm that the septic system is in good working order, which is essential for the property's value and future use.



Closing Documents

When working with an attorney in a real estate transaction, the attorney may need the following documents from you, while some documents may be provided by the attorney or the lender:

Deed

You will need to sign the deed to transfer ownership of the property to the buyer. The attorney will typically handle the preparation and execution of this document.

Seller's Disclosure Form

This document, completed by you, discloses any known defects or issues with the property. It's important for the attorney to have this document to ensure that all necessary information is provided to the buyer.

Statement of Settlement Costs

This document outlines the closing costs and is essential for the attorney to review and ensure that all financial aspects of the transaction are in order.

Loan Payoff Authorization

If you have an outstanding mortgage on the property, the attorney will need a signed loan payoff authorization form to obtain the final payoff amount from your lender.

Affidavit of Title

The attorney will often prepare and have the you sign an affidavit of title to affirm that you have a clear and marketable title to the property, and there are no undisclosed liens or encumbrances.

HOA Documents

If the property is part of a homeowners association (HOA), the attorney may need documents related to HOA fees, covenants, conditions, and restrictions, and any pending assessments.

Preliminary Closing Statement

This document provides a summary of the estimated closing costs for your and is important for the attorney to review and ensure accuracy.

It's important to maintain open communication with your attorney throughout the process to ensure that all necessary documents are prepared and signed correctly. The attorney's role is to guide you through the legal aspects of the transaction and ensure that your interests are protected.

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Estate Sale Considerations

When dealing with an estate sale in Massachusetts, there are additional considerations and contingencies that may come into play. Here are some specific contingencies and considerations for an estate sale:

Probate Process

In many estate sales, the property may need to go through the probate process. The probate process involves the court's legal recognition of the property transfer and distribution of assets according to the deceased person's will or state law. It's crucial to ensure that the probate process is complete or in progress before listing the property for sale.

Executor or Administrator Authorization

The person appointed as the executor or administrator of the estate has the legal authority to sell the property. Before listing the property, you need to verify that this individual has the necessary authorization and can legally enter into a real estate transaction.

Title Search

A thorough title search is essential to confirm the property's ownership and any liens or claims on the property. This is particularly important in estate sales to ensure a clear title for the buyer.

The specific requirements and contingencies can vary depending on the circumstances, so it's important to address all legal and logistical aspects of the estate sale.

Estate Taxes

Depending on the value of the estate, there may be estate taxes to consider. Sellers should consult with a tax professional to understand any potential tax obligations.

Personal Property Removal

In addition to the real estate, there may be personal property left in the home. The estate sale process typically involves the removal of personal items, belongings, and furniture. This should be coordinated as part of the sale process.

Estate Sale Contingency

Buyers may include a contingency related to their satisfaction with the condition of the property and personal property removal.



What buyers and sellers pay at closing

Closing costs in Massachusetts, as in many other states, can vary depending on several factors, including the purchase price of the property, the location, the specific terms negotiated in the purchase and sale agreement, and the mortgage lender's requirements. Here are some common closing costs that buyers and sellers in Massachusetts might encounter:

CLOSING COSTS	BUYER	SELLER
Real Estate Agent s The commission paid to the listing agent will be determined and negotiated prior to signing the listing agreement.		✓
Loan-Related Costs Includes origination fees, appraisal fees, and credit report fees. Estimated cost can be between \$2,000 - \$4,000.	✓	
Outstanding Loan Balance Remaining balance on seller's mortgage. The estimated cost for this will depend on the outstanding amount that still needs to be repaid on the seller's mortgage.		✓
Property Taxes Prorated share up to closing date. The buyer pays their share of the property taxes for the portion of the year they will own the property.	✓	✓
Municipal Liens and Fees Outstanding property taxes, fees, or municipal charges. Estimated cost will vary.		✓
Attorney's Fees Legal representation and closing assistance. Estimated cost may vary between \$1,000 - \$2,500.	✓	✓
Title Search and Title Insurance Both parties share the cost of the title search, which verifies the property's ownership history. Estimated between \$1,000 - \$2,000.	✓	✓
Title V Required for properties with septic systems. Costs between \$500 - \$1,000.		✓
Recording Fees Cost of recording documents with the county. Usually costs around \$100 - \$200.	✓	✓
Condo/HOA Fees (for Condo Sale only) Outstanding dues, fees, or assessments. It can either be a 50/50 split or seller pays.	50% or 0%	50% or 100%
Prorated Utilities Shared utilities up to the closing date. Estimated cost may vary.	✓	✓
Smoke/CO Detector Certificates Massachusetts law requires specific certifications for smoke and carbon monoxide detectors. Sellers are responsible for obtaining these certificates. Costs between \$50 - \$100.		✓
Repairs and Credits Costs related to negotiated repairs or credits. Cost will vary depending on agreement.	✓	✓

Final Walkthrough

Last Look!

The final walkthrough is the last milestone before the finish line in your home-selling journey. Here's what to expect:

Purpose

The final walkthrough gives buyers the opportunity to verify that the home's condition remains unchanged since their last visit, and that all agreed-upon repairs were completed.

Timing

Typically, the final walkthrough occurs 24 hours before closing. This timing allows any issues to be addressed before the transaction is finalized.

Preparation

Ensure the home is clean and vacant, barring any items included in the sale. Completed repairs should be documented for the buyer's reference.

Problem-solving

If the buyer identifies new issues, don't panic! Solutions can range from negotiating a price reduction to addressing the issue before closing.

Dealing with Unforeseen Issues

In the home-selling journey, surprises can and do occur. But don't fret - from sudden repairs to renegotiations, your real estate agent (yours truly!) is equipped to handle these bumps in the road.

l work together to address issues swiftly, keeping your sale on track. Remember, a hurdle is just another opportunity for problem-solving and growth!

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Closing Day

The Grand Finale!

Congratulations! You've made it to the end of your home selling journey: Closing Day. This is the day where ownership of your home officially transfers to the buyer.

Closing Location and Document Signing

Closing usually takes place at the office of an escrow agent, closing agent, or title company. You may not need to be present on this day, as your attorney will have made arrangements earlier for you to sign the necessary closing documents.

Funding Confirmation

The buyer's lender will provide the funds required to complete the purchase. The funds are typically delivered to the closing agent, who will oversee the distribution of funds to various parties involved in the transaction.

Signing of Documents

If you are present at the closing, you will sign the necessary documents, which may include the deed, settlement statement, and any other required paperwork. Your attorney will guide you through this process. If you are not present, your attorney or a designated representative may sign on your behalf through a power of attorney.

Distribution of Funds

The closing agent will distribute funds to the appropriate parties, including the seller, buyer, real estate agents, and any outstanding liens or mortgages.

Receipt of Proceeds

As the seller, you will receive your proceeds from the sale, typically via a check or wire transfer, once all financial obligations are met.

Closing Statement

A final closing statement will be provided to all parties, summarizing the financial details of the transaction.

Recording of Documents

The deed and other relevant documents will be officially recorded with the appropriate government office to complete the transfer of ownership.

Once all documents are signed, funds are disbursed, and the title is successfully transferred, the closing is concluded. You will receive your proceeds from the sale, and the buyer takes possession of the property.

Thank you!

Thank you for exploring our Home Seller Guide. We believe that this comprehensive resource will equip you with valuable insights and guidance as you embark on the journey of selling your property. Your selling experience is distinctive, and our commitment is to empower you with knowledge to make informed decisions. We are here to assist and support you at each stage of the process.

How to Reach Us: If you have further questions, need assistance, or are ready to embark on your real estate adventure, don't hesitate to reach out. Contact us through the following channels, and let's start turning your real estate aspirations into reality:


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Thank you for choosing us as your real estate partner. We look forward to being a part of your journey in selling your property and achieving your real estate goals.

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