



SELLING WITH

ABODE

REAL ESTATE





ALWAYS IN TOUCH

"Thomas was amazing. He was there for me every step of the way. He impressed me with his knowledge and was extremely professional."

- Jon F


In a world where everyone insists on Zoom calls and text messages, we value a phone or even in-person conversation whenever possible.

843.452.3415

thomas@abodecharleston.com

THE ABODE WAY

1. Ethics. This is our driving force. The Golden Rule 10X.
2. Empathy. Life is tough enough. Let us handle this.
3. Charity. Our community is only as good as we make it.



**"Thomas is a great realtor!
He is very responsive and
was very helpful throughout
the entire process. Would
definitely use him again!"
-IBRAHIM I.**

SELLING YOUR HOME

1) PRE-LISTING MEETING

This is your opportunity to tell us everything you'd like us to know about your desire for timing, pricing, and the marketing of your home. We may also decide to schedule a pre-listing inspection at this time.

2) LISTING AGREEMENT AND PROPERTY DISCLOSURE

Once the listing price is determined, you will sign a Listing Agreement and complete a Property Disclosure form.

3) HOME PREP

It will be important to declutter and "stage" your home prior to having photos taken and before every showing. We're happy to provide suggestions if you're unsure of what to do to prepare.

4) PHOTOGRAPHY

To showcase your home at its best, we'll schedule our photographer to capture stunning photos capturing the most enduring features of your property.

5) ON THE MARKET

With a solid marketing plan and professional photos in hand, we'll begin the process to market your home to potential buyers.

6) SHOWINGS

It's best to plan on being away from your home for 1-2 days to give potential buyers the best opportunity to tour your property.

7) OPEN HOUSE

To give an extra nudge, we may schedule an Open House on a date that's convenient for you.

8) NEGOTIATION

As offers are received, you'll be made aware as we negotiate on your behalf to reach the best outcome for the sale of your home.

9) MAKE AN OFFER

Once we have come to terms with the buyer they will schedule a home inspection and their bank will set up an appointment for an appraiser to visit your property. *(The appraisal is typically the last major hurdle for the buyer's financing.)*

10) REPAIRS

If repairs are requested by the buyer, we'll negotiate to reach a mutually beneficial outcome. *(As noted in step 1, this is often why a pre-listing inspection can save you time and money.)*

11) SCHEDULE YOUR MOVE

Scheduling movers and preparing for your move can be done anytime during the process but mostly depends on how confident we are in your buyer at each stage.

12) FINAL WALK-THROUGH

The day or two before closing the buyer will do a final walk-through to be sure the home is in order. This may also be in conjunction with a re-inspection to be sure any repairs were done correctly.

13) CLOSING

Congrats! It's our job to make the process to this point as smooth and stress-free as possible so you can celebrate the sale of your home and be off to your next adventure!

KEY QUESTIONS

These questions will help us get started with the sale of your home. Anything you provide here will be held in the strictest of confidentiality.

WHY DID YOU DECIDE TO SELL YOUR PROPERTY?

WHERE ARE YOU MOVING?

HOW MUCH DO YOU WANT TO SELL YOUR HOME FOR?

HOW DID YOU DETERMINE THAT PRICE?

WHAT MADE YOU WANT TO BUY YOUR CURRENT PROPERTY?

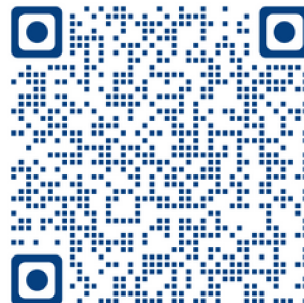
HOW MUCH DO YOU OWE?

WHAT DO YOU CONSIDER TO BE THE BEST FEATURES OF YOUR NEIGHBORHOOD AND OF THE AREA?

ARE THERE ANY KNOWN NEGATIVES ABOUT YOUR PROPERTY?

IN YOUR OPINION, WHO WOULD BE THE IDEAL BUYER FOR YOUR HOME?

WHAT IS THE MOST IMPORTANT THING TO YOU WHEN IT COMES TO THE SALE OF YOUR HOME?



**RATHER COMPLETE THIS ONLINE?
SCAN THE QR CODE**

NET SHEET

Estimated Selling Price

Amount

Encumbrances

First Mortgage

\$

Second Mortgage

\$

Estimated Costs

Seller Closing Cost

\$

Title Search/Insurance

\$

Pest Inspection

\$

Septic Inspection

\$

Repairs

\$

Home Warranty

\$

Brokerage (6%)

\$

Deed Stumps

\$

Subtotal

\$

Estimated Seller Net Proceeds

\$

5 REASONS

TO SELL YOUR HOME WITH US

1) EXCLUSIVITY

We don't participate in "dual agency" (representing both a seller and a buyer), which means we work for you exclusively -- *putting your needs and desires first.*

2) COMMUNICATION

Communication is at the heart of the selling process. You will have an open line of communication with your agent, never to an assistant or a closing coordinator. You will always be in the know, *putting your comfort level at an 11.*

3) PREFERRED VENDORS

The selling process requires a large network of contract help. We have relationships with movers, boxers, contractors, surveyors, attorneys, junk haulers, etc. In addition, our go-to photographers have the experience to capture your home *in the absolute best light.*

4) EXPERT NEGOTIATION

We negotiate for a living so you'll want to rely heavily on us to manage the communication with your buyer, *being sure to put your family's needs first.*

5) INDUSTRY KNOWLEDGE

We not only live here, but we watch market changes and conditions by the hour, giving us the ability to provide pricing recommendations quickly to ensure your home gets sold fast.



OUR TEAM



**Thomas Davis,
Broker In Charge**

**Jacquelyn Gatti,
Sales Executive**



**Melissa Barker,
Chief Marketing Officer**

HELPFUL RESOURCES

Head over to our site for useful downloads to assist in the home selling process:

The 'Parts of Town Cheatsheet' is a grid comparing various neighborhoods across 14 criteria. Each cell contains a colored star icon: green for 'Good', blue for 'Fair', yellow for 'Average', and red for 'Poor'.

	Kiawah Island	Seabrook	Downtown	James Island	Johns Island	ML Pleasant	Folly Beach	Isle of Palms	Sullivan's
15 Min to Beach	Green	Blue	Red	Yellow	Red	Red	Blue	Green	Red
15 Min to Downtown	Green	Blue	Red	Yellow	Red	Red	Blue	Green	Red
Privacy	Green	Blue	Red	Yellow	Red	Red	Blue	Green	Red
Majority Primary Owners	Green	Blue	Red	Yellow	Red	Red	Blue	Green	Red
Top Rated Schools	Green	Blue	Red	Yellow	Red	Red	Blue	Green	Red
Affordability	Green	Blue	Red	Yellow	Red	Red	Blue	Green	Red
Golf	Green	Blue	Red	Yellow	Red	Red	Blue	Green	Red
Tennis	Green	Blue	Red	Yellow	Red	Red	Blue	Green	Red
Parking	Green	Blue	Red	Yellow	Red	Red	Blue	Green	Red
Shopping	Green	Blue	Red	Yellow	Red	Red	Blue	Green	Red
Fine Dining	Green	Blue	Red	Yellow	Red	Red	Blue	Green	Red
Nightlife	Green	Blue	Red	Yellow	Red	Red	Blue	Green	Red
Walkable to Dining and Shopping	Green	Blue	Red	Yellow	Red	Red	Blue	Green	Red

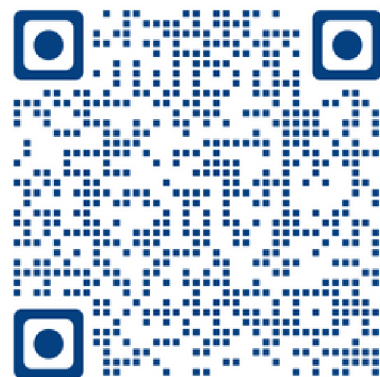
Parts of Town Cheatsheet



Explore Parts of Town



Weekender's Guide



SCAN TO ACCESS

Why Real Estate?

I've moved a lot...32 times to be exact! I love the feeling of moving into a new home, the smell of fresh paint, and getting to know the area around my home. There's nothing like walking around my new yard after work and planning out what plant will go where. I enjoy meeting my new neighbors and getting to know the people who run the shops and restaurants close by. Through my experience, I intimately understand the anxiety and hard work that can come from a move, but also the fun and immense joy it can bring. I chose to go into residential real estate because as it turns out, I've been doing it my whole life already! Abode RE helps take the fear and unknown away from the home buying and selling process and replaces it with joy.

Why Abode?

I started Abode through a sense of duty to my clients. I've been with companies that were endlessly talking about their bottom lines and incentivizing us to "sell more." Instead, Abode is about integrity. It's about service, professionalism, honesty and just being a decent human being. It's not about selling more. It's about being more. I chose the hummingbird to represent Abode because these tiny birds can change direction instantly, without losing momentum. They aren't weighed down by policy and overhead. Abode brings a wealth of knowledge in the real estate field, but an absolute commitment to doing what is right, and a sense of duty to treat everyone with respect.



**Thomas Davis,
Broker In Charge**



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