



FROM JUST
LISTED TO

Sold

IS THE TIMING RIGHT??

YOUR HOME SELLING GUIDE

MIA WOLFE
REALTOR®
S.0188075

Your Home Matters

"I believe in going above and beyond to provide top tier service & an exceptional client experience."

As an active Realtor here in Las Vegas, Nevada, I understand the market very well.

I continuously educate myself on what is going on so that i can provide you with the most updated market status.

Beyond my constant education, I am a people person. I love helping everyone get on the same page so that everyone feels happy and confident in every decision made.

For me, It's not **only** about selling homes, it's about the trust I gain and the lasting relationships I make.



Mia Wolfe

REALTOR®
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Client Testimonials

MEET SOME OF OUR HAPPY CLIENTS

"We closed in 10 days"

Mia Wolfe is an outstanding realtor!! Very responsive and on top of her paperwork, the details matter!! Not only did we come in under asking price, but we closed within 10 days!! What a BLESSING she is!!!

-LISA CRAIG

"She answered every question we had"

Mia is the best. Working with Mia was nothing but a great experience buying our first home. She answered every question we had, was there when we needed her and made the whole process a breeze. So glad we had her!!

-RENITA RAPP



-COLBY & JAMIE KURAU

MIA WAS THE VERY BEST! I TRUST HER WITH MY LIFE! SHE TOOK BETTER CARE OF ME THAN I COULD'VE POSSIBLY IMAGINED. I RECOMMEND EVERYONE TO TRUST HER LIKE I DID. SHE WILL DEFINITELY NOT STEER YOU WRONG!!

-KATHY TRAN



-THE RAPP FAMILY





Client Testimonials

MEET SOME OF OUR HAPPY CLIENTS

"Mia honed in on what we wanted and found us the perfect house!"

Mia was fantastic to work with! We had to find a house in Las Vegas from three states away. She previewed homes for us and sent us video walk-throughs. Pretty quickly Mia honed in on what we wanted and found us the perfect house! After our offer was accepted, she was with us every step of the way through closing. We highly recommend her!

- PATRICK MOONEY

"Mia is the agent you want ..."

Mia is the best! She's super knowledgeable with the areas we viewed homes in and was always prepared to show homes and truly excited for our family's new adventure to Las Vegas. Mia is the agent you want when purchasing your home.

- JESSICA GARCIA



Meet Our Team

WE CAN'T WAIT TO WORK WITH YOU



"Real Estate has changed my life and gives me the opportunity to help others achieve their Real Estate goals."

Mia Wolfe

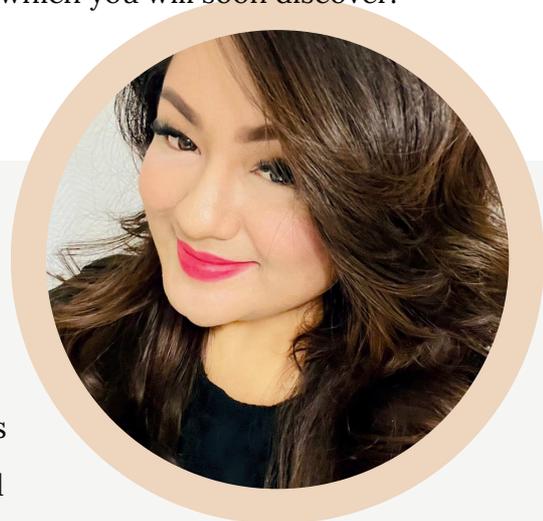
REALTOR®

Mia moved to Las Vegas 13 years ago and fell in love with the desert! She is an active member in her community as well as her church. She has built her business on **Communication, Trust** and **Transparency**. Married for 20 years with four beautiful children, her "Wolfepack" is her backbone! Mia has a background in Ministry and Psychology which contributes to her ability to provide excellent and hands on client care. She thrives in learning new negotiation skills and loves technology. Mia is a **Top Ranked Agent** and has appeared in magazines as well a TV Shows but her clients home Buying/Selling experience is what matters to her most. From starter homes to multi million dollar homes, she treats each and every client like family, which you will soon discover.

Michelle Corpus

TRANSACTION COORDINATOR

Michelle is a Licensed Transaction Coordinator and Real Estate Agent. Originally from Hawaii, she brings the Aloha spirit to Las Vegas. She is very detail oriented, knowledgeable and experienced in all aspects of a traditional Real Estate transaction. She is very kind and communicative. Michelle is here to help walk you through the process of your Transaction from contract to closing in a smooth and timely manner.



The Mia Wolfe Experience

Our Proven Home Selling Timeline

OUR SIGNATURE PROCESS

Step One

Listing Consultation

After viewing your home, I will suggest recommended improvements, and present you with a Comparative Market Analysis. Together we will determine the best listing price, whether staging could benefit the home and when your home will go active on the market.

Step Two

Professional Photography

After your home is prepared and staged, we will have your home professionally photographed by the top local real estate photographer. These photos will be used for the MLS listing, which means high-quality photos are a must.

Step Three

Our Marketing Plan

Your home will now be live on the MLS and viewable to potential buyers. We will use a strategic marketing plan to ensure maximum exposure. We will run social media ads, hold an open house, contact potential buyers, and commence our unique marketing plan specific to you.

Step Four

Showings

It's important that you allow showings at your property, whether it be virtual or in-person. It's particularly beneficial to leave showings to an agent as we are trained in how to best show your home to potential buyers.



Step Five

Receive an Offer

You will be notified when an offer is received. We will review all offers together and I will help you understand all the terms of the contract to decide if you would like to accept, reject or counter the offer.

Step Six

Inspections

The buyer will schedule any inspections during the time period negotiated in the contract. We will negotiate any repairs requested. Keep in mind, if the contract is contingent, the buyers are entitled to walk away from the offer if any big issues arise.

Step Seven

Appraisal

The mortgage lender will typically order an appraisal to determine the value of your home. I will educate you on your rights as a seller and will offer you alternative routes to take if the appraisal should go wrong.

Step Eight

The Closing

You will need to fulfill any closing obligations including: fixing agreed upon home repairs, submit disclosures, review closing costs, and move out. After you sign the documents, it's time to celebrate because the home sale is complete.





About Your Home

HELP ME UNDERSTAND YOUR HOME

✓ What drew you to this home when you bought it?

✓ What is your favorite feature of your home?

✓ What do you like most about your neighborhood?

✓ What are some nearby attractions and amenities?

✓ What don't you like about your home?

Helping You Navigate This Season

About Your Situation

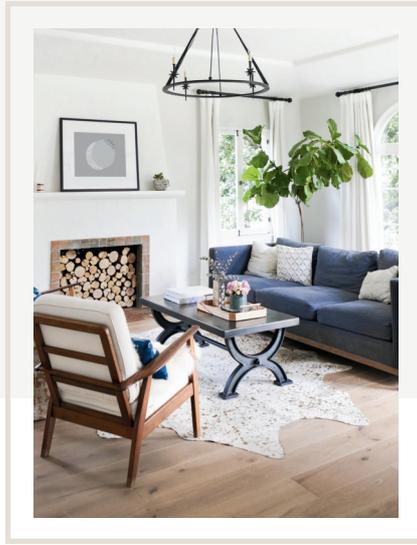
UNDERSTANDING YOUR GOALS



01

Your Why

Why are you moving? What is the deadline for needing to move by?



02

Your Plan

What will you do if your home doesn't sell in the expected timeframe?



03

Obstacles

Do you anticipate any major challenges or issues with selling your home?

As your **Real Estate Agent**, my number one goal is to help you achieve your Home Goals. I make it my priority to understand **your** situation when it comes to selling your home so we can accomplish your goals. Emotions are not overlooked in my



Strategy in Pricing



Our Strategy

Strategic Pricing

PRICING YOUR HOME TO SELL

As the seller, it's easy to let emotions influence what you believe your home is worth. Pricing your home too low can cost you money while pricing too high can cost you buyers.

As your REALTOR®, you can trust my pricing strategy to be unbiased, and with my skill set, I can list your home at an accurate price, which will benefit you in the long run. I will also determine the best strategy for you with genuine and practical intentions. Your home will warrant its own particular pricing strategy based on several factors.

Pricing Factors To Consider

01.

THE MARKET



Your local area's current housing market conditions will play a large factor in helping determine the best price for your home to be listed at.

02.

THE COMPETITION



We will look to see what other homes are on the market to determine how your listing will compare to other listings in your area.

03.

YOUR TIMELINE



We will determine your urgency and flexibility for selling your home to set the best listing price for your home to meet your goals.





Selling Your Home

Our Top Priority

PRICING IS CRUCIAL

We will work together to establish a fair market value for your home and make sure that you feel confident in the price that we set to list your home at. Our goal is to attract the greatest amount of buyers as soon as your home hits the market.

Our goal is to price your home correctly the first time.

From Just Listed to Sold

Our Proven Marketing Plan

KEY COMPONENTS TO OUR STRATEGY



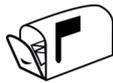
Create a professional listing flyer & in-home marketing book



Informative & engaging MLS listing description



Expose to my associates at bimonthly business meeting



Strategic & targeted post card campaign



Hold Open House 1-2 weeks after placing property on the market



Promote at a Realtor Open House Luncheon



Use high resolution, professional quality photography and videography



Target one-to-one social media advertising



Door-knock the neighborhood & pass out listing flyer

Video



Video



Video



Nothing showcases your house and community better than video. I use my expertise to formulate a plan to market your home through professional and organic video for Social media platforms and you tube.

Selling Your Home

Photo Prep Checklist

PREPARING FOR PROFESSIONAL PHOTOS



- Clean the entire house
- Create a list for the photographer of areas of your home you want them to capture (and any areas you do not)
- Turn on all lights, lamps and overheads. Be sure to replace any burned out bulbs
- Shutters and blinds should all be set to matching angles
- Clean all glass mirrors
- Declutter all counter spaces in kitchen and bathrooms
- Turn off all ceiling fans
- Remove your furry friends from the areas being photographed
- Store away pet supplies, food bowls, toys, etc.
- Cut the lawn and make sure your patio furniture is arranged
- Sweep the porch and exterior area



Your Home Matters

Thank you for choosing me to help you in the task of selling your home. I look forward to working with you to help you achieve all of your real estate goals.

My number one priority is Client satisfaction and getting your home sold for the most amount of money in the least amount of time and with the least bit of stress for you.....



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