

# TERI HARRIMAN



## MY PLEDGE TO YOU:

*To sell your home for the best price possible, as quick as possible with honesty and integrity. I want my clients to understand each step of the selling process. I will give you the most comprehensive information available to advise and help you make the best decisions for you and your family. I am emphatic and believe in treating everyone as if they were members of my family.*

# About Me:



I am a long time resident of Decatur moving here from South Miami in 1992 (yes the year Alabama beat Miami Hurricanes for the National Championship). Decatur took some getting use to, adjusting to small town life and getting use to dead grass and trees in the winter. Now you couldn't pay me a million bucks to go back to the hustle and bustle of big city life. I love the "small town" life! It's wonderful to feel safe, it's like Cheer's where everyone knows your name! Decatur is a great place to raise a family with friendly neighbors and community.

I am very proud of my 3 boy's Brandon, Brian and Brentlyn, 1 "adopted" son Eric, 2 daughter in laws, Annette and Ashley and 2 grand children, Lola 1.5 and Jayce Dean 6 months.

I started with Re/Max Platinum in 1996 as a real estate assistant and received my Real Estate License in 2000. I am proud to be a leader for Children's Miracle Network and part of the #1 giving Remax office in Alabama. I am involved with Habitat For Humanity in Morgan County and many other local charities. I believe in giving back to my community that has helped me along my journey.

I am dedicated to helping buyers/sellers understand each step of the process of buying and selling a home and easing their stress throughout the transaction. I am a firm believer in treating others the way I would want to be treated with honesty and integrity.

# Staging Tips:

## You Never Get a Second Chance to Make a First Impression

### ↑↑ **First Impression will be your front yard**

- Mow, edge, trim and remove clutter.
- Take out dead leaves and shrubbery.
- Plant beautiful /colorful flowers.

### ↑↑ **Front of The House**

- No flaking paint.
- Knock down any spider webs on porch or windows.

### ↑↑ **Front Door**

- Very important because they will be standing there waiting to unlock the door.
- Paint or stain front door.
- Flowers in pots by the front door is always a plus.

### ↑↑ **Inside of Home**

- I recommend air fresheners or candles to make home smell fabulous.
- Have home as bright and shining as possible. Open curtains and have all the lights on.
- I know I hate this too but remove pictures and magnets off of refrigerator. Makes for better photographs .
- Most Important! Kitchen and Bathrooms! Make as much space as possible and clean!

### ↑↑ **Declutter, Declutter, Declutter**

- LESS IS MORE
- People will get distracted looking at your things and not your home.
- Limit family pictures.
- Have baseboards and windows clean. Put away pet cages and clean out boxes
- Tidy up closets and box up what you don't need. Over crowded closets suggest inadequate storage.

# Advertising

**Advertising Your Home is Our Priority!**

Please check out these websites:

- \*TeriHarriman.com
- \*RemaxPlatinum.com
- \*Facebook—Teri Harriman
- \*Facebook –Teri Re/Max Platinum
- \*ValleyMLS.com
- \*Zillow (not always accurate)
- \*Realtor.com
- \*Trulia.com (run by Zillow)
- \*Redfin.com
- \*Craigslist.com
- \*ReMaxAlabama.com
- \*RemaxGlobal.com
- \*Circlepix.com
- \*HomeFinder.com
- \*Vast.com
- \*Realstate.AL.com
- \*RealEstateshowcase.com
- \*Yahoo.com
- \*Youtube Channel

There are many more websites we are learning about everyday. We continue to learn about the hottest and newest trends going on. We are in the process of hiring a video editing company to help us make internet commercials. So if you see it online please post and share on your Facebook page!

We also advertise in our local newspapers and Showcase Magazine.

# First Steps of Listing Your Home

- Call Teri Harriman at 256-227-6007, Thank you!
- Learn About Your Realtor at Remax Platinum:
- De-clutter Your Home, Prepare/Stage Home for Photos
- Freshen and Brighten up Your Home
- Review Market Analysis
- COMPLETE LISTING PAPERWORK!

## Realtor Will Need:

- Copy of Survey if Available
- A List of Improvements You Made While You Owned Your Home
- A List of Any Special Features of Your Home
- Two Keys to Your Front Door
- Deed From When You Last Purchased Your Home
- Cooperation For Scheduling Showings

## What I Will Do For You Next:

- Place a Sign and Lockbox at Your Home
- Have Professional Pictures Made
- Have Home Measured by a Professional If Needed
- Input your home into Multiple Listing Service (MLS)
- Send out 50 to 75 Just Listed Postcards With Your Home's Picture and information on the front
- Put "New Listing" Ad in The Decatur Daily
- Make A Visual Tour of your Home
- Post On ALL Websites Possible
- Advertise Home In The Real Estate Showcase Magazine
- Keep you Informed With Feedback From All Showings
- Hold A Realtor Open House And Open House For The public
- Provide You With Professional Brochures For Potential Buyers

- Monitor Homes Listed And Sold In Your Area That Are Comparable To Your Home
- READY FOR CONTRACT!

## Preparing For Closing:

- Review Offers And Have Estimated Sellers Net Sheets For Each Offer
- Confirm Purchasers Are Qualified To Purchase Home. Contact Mortgage Company And Get Approval Letter In Hand
- Schedule Any Inspections With Buyers And Sellers
- Review And Negotiate Repair Request
- Help Seller Find And Schedule A Licensed And Bonded Contractor To Make Any Necessary Repairs
- Coordinate Closing with Sellers, Buyers, Mortgage Company, Agents, And Closing Attorney
- We Order Mortgage Payoff, Termite Letter, And Home Warranty
- Review Settlement Statement Together As Soon As Received From Attorneys Office
- Schedule Final Walk Through Between 48 And 72 Hours Before Closing

**SEE YOU AT CLOSING!**

*My Strategy Includes "Personal Service on an Individual Basis"*



TERI  
HARRIMAN