FROM LISTED TO SOLD

SELLER CONSULTATION

Legacy Group INTERNATIONAL

eXp® REALTY

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INTERNATIONAL

Legacy Group International is a premier network of real estate professionals committed to delivering exceptional service. As your trusted agent, I leverage cutting-edge technology, expert mentorship, and proven strategies to ensure a seamless selling experience.

ABOUT ME



Audrey Schultz, Realtor®

I bring over a decade of real estate expertise and experience in various Michigan markets with a background in interior design, construction management, and real estate investing. As a Michigan State grad and Howell local, I know how to help sellers highlight their home's best features to attract the right buyers. As an investor in both long- and short-term rentals, I understand what makes a property stand out.

When not working with clients, you'll find me gardening, blogging, and spending time with my three kids. My goal is to help you sell with confidence and maximize your home's value.



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ListWithAudrey.com

💡 Check out my blog **ModernFrontierswoman.com** for inspiration on real estate, financial independence, and sustainable living.

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MY COMMITMENT TO YOU

My promise is to guide you through every step of the home-selling process with professionalism, clear communication, and expert advice, ensuring a smooth and stress-free experience.

CORE VALUES

- **Client First Mentality**
- **Abundance Mindset**
- **Authentic Relationships**
- **Community Impact**

THE KEY TO A SUCCESFUL TRANSACTION IS COMMUNICATION





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SELLING TIMELINE

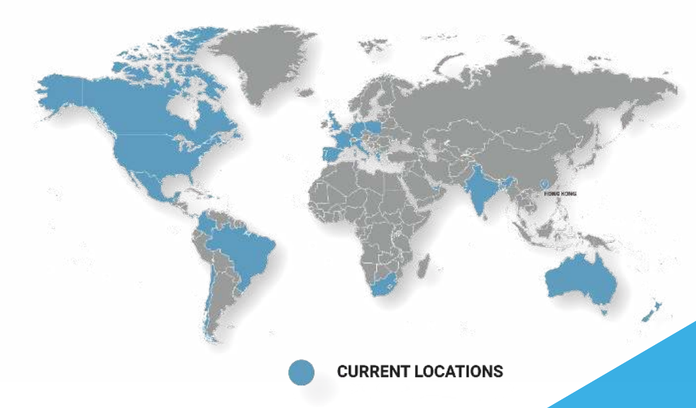
Reverse engineering your listing timeline

1. Establish Price
2. Getting Market Ready
3. List for Sale
4. Integrated Marketing Plan
5. Offers & Negotiation
6. Under Contract
7. Appraisals & Inspection
8. Final Details
9. Closing

The **largest** independent brokerage **on the planet**

eXp REALTY

- ONE Brokerage
- 82,000+ Agents
- 25 International Locations
- Powerful International Referral Network
- NASDAQ Listed Company



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STAGE 1: PRE-LISTING

ESTABLISH PRICE

I provide a detailed **Comparative Market Analysis** (CMA) and walk you through market trends so we can set a price that attracts buyers while maximizing your return. My goal is to position your home competitively so it sells quickly and for top dollar.



GETTING MARKET READY

From staging advice to recommending cost-effective improvements, I help you prepare your home to shine. With my background in interior design and construction, I know how to **highlight your home's best features** and make it appeal to today's buyers.

LIST FOR SALE

I handle all the details of getting your home **officially on the market**. This includes professional photography, compelling listing descriptions, and making sure your property is showcased in the MLS and across major home search platforms.





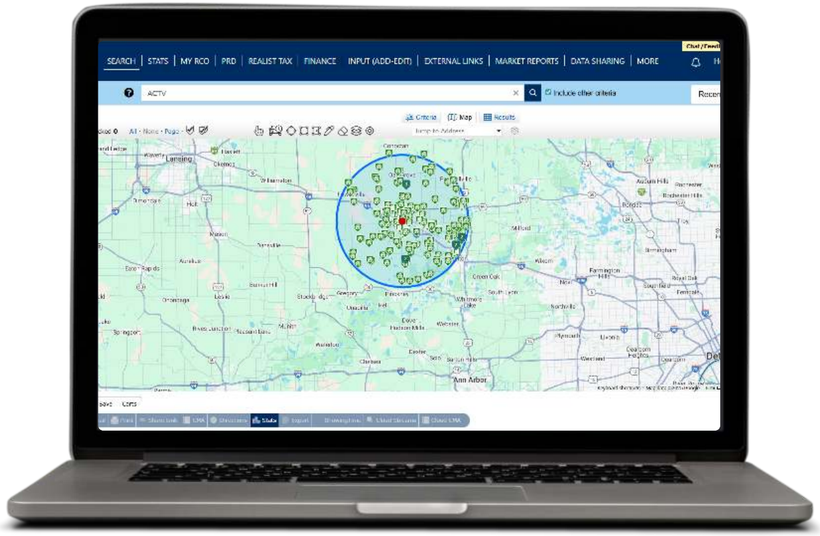
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MARKETING PLAN
FOR LISTINGS

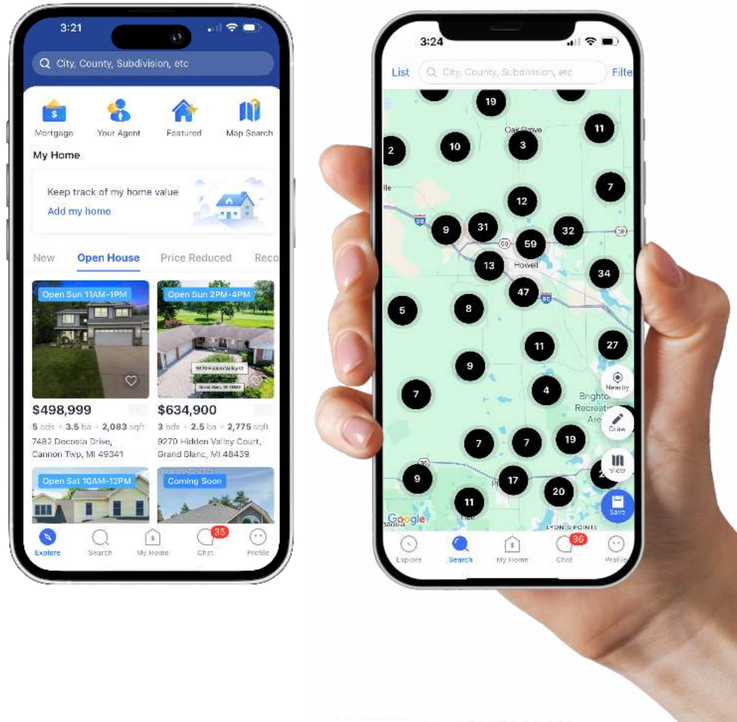


Your home deserves more than a sign in the yard. I create a **customized marketing strategy** that combines online advertising, social media promotion, open houses, and my network of buyers and agents to **maximize exposure**.



Marketing Checklist

- Professional Photography & Video
- Staging & Cleaning Consultation
- Online Advertising & Social Media
- MLS Listing & Syndication
- Virtual Tours & 3D Walkthroughs
- Open Houses & Private Showings
- Email & Network Marketing



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OFFERS & NEGOTIATION



1

Review Every Offer

I carefully evaluate each offer, looking beyond just price at contingencies, financing strength, closing dates, and timelines.

2

Compare with Seller Net Sheets

I provide clear net sheets for each offer so you can see what you could expect to walk away with after expenses.

3

Explain Terms Clearly & Strategize

I break down the fine print and highlight both the advantages and risks, so you feel confident in your decision.

4

Negotiate for You

I use proven strategies to protect your interests, strengthen your position, and secure the best possible price and terms.

TRANSACTION
COORDINATION



Bernice Guerra | Transaction Coordinator II

Bernice is the dedicated Transaction Coordinator who helps ensure every step of your real estate sale runs smoothly from contract to closing. She manages the behind-the-scenes details—tracking deadlines, organizing documents, and communicating with all parties involved—so nothing falls through the cracks. Her support allows me to focus fully on marketing your home and negotiating on your behalf, while she keeps the process organized and stress-free.

¡Hablo Español!

Business Hours: Monday–Friday, 8:00 AM – 5:00 PM EST
Email: BGarcia@skyslope.com | **Website:** skyslope.com



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OUT OF POCKET EXPENSES



- REAL ESTATE COMMISSION
  - Listing agent commission is 3% of the sale price.
  - Buyers may work with an agent, and you may decide whether or not to offer compensation.
- OUTSTANDING MORTGAGE PAYOFF
  - This includes the remaining balance on your mortgage, any second mortgage or HELOC, plus prorated interest to the closing date.
- TITLE & CLOSING FEES
  - Includes title insurance (owner's policy), settlement or escrow fees, and deed recording charges.
- TRANSFER TAXES / STATE & LOCAL TAXES
  - State and county transfer taxes based on the sale price, calculated at $4.30 for every $500 (or fraction thereof).
- PRORATED PROPERTY TAXES & HOA DUES
  - Seller typically pays property taxes and HOA fees up to the closing date.
- HOME WARRANTY
  - Optional, but sometimes included as a seller incentive ($500–$800).
- REPAIRS & CONCESSIONS
  - Credits to the buyer for inspection items or agreed repairs and seller concessions toward buyer's closing costs (if negotiated).
- UTILITIES & MISCELLANEOUS
  - Sellers keep utilities active through closing.

💡 **Seller closing costs typically run 6%–10% of the sale price once you factor in commissions, fees, and taxes.**

CLOSING PROCESS

TITLE INSURANCE

Title refers to how ownership of a home is legally transferred during a real estate transaction. In Michigan, a title state, an independent third party—a title company or an attorney—handles the closing process, ensures the title (legal ownership) is clear of any issues, and issues title insurance to protect both the buyer and lender. This process ensures that the home is legally transferred to the buyer with no outstanding claims, liens, or disputes.

FIRST AMERICAN®

First American Title™



Zach Bux | Account Executive
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First American Title
134 North 1st Street, Ste. A
Brighton, MI 48116



ROAD
TO CLOSING



Clear to Close

1 **Inspection & Appraisal**

I help you navigate issues to minimize surprises and keep the deal on track.

2 **Final Details**

I coordinate with the title company and manage the final steps for a smooth closing.

3 **Closing Day**

I'm by your side at the closing table to make sure you walk away with confidence.

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AGENCY



When you list a home with a real estate agent, they work under something called an "**agency relationship**." This just means they are legally and professionally committed to helping you and protecting **your best interests** during the selling process.

As your listing agent, my agency relationship with you is built on **trust**, **loyalty**, and **confidentiality**. I am legally and ethically bound to represent only your best interests throughout the entire transaction. That means I'll provide honest guidance, keep your personal information strictly confidential, and stay loyal to your goals every step of the way. My role is to be your **advisor** and **advocate**—negotiating on your behalf, protecting your interests, and giving you the knowledge you need to make confident decisions. You can rely on me to handle the details, anticipate challenges, and keep the process smooth while working to secure the best possible price, terms, and timeline for your sale.



CLIENT
TESTIMONIALS

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Audrey helped me buy and launch a long term rental that has been very successful for the past 5 years, generates $1,700/mo net profit, and is now worth 3x the purchase price. I have also used her interior design and business investing services. She is great at design , sales, and investing. A unique combination you wont find elsewhere. Very smart, helpful, professional, and responsive to your specific needs.

★★★★★

Working with Audrey Schultz has been an absolute pleasure from start to finish! She’s not only professional and highly knowledgeable about the real estate market, but also genuinely dedicated to the success and well-being of her clients. If you're looking for an agent who will advocate for you, guide you with honesty, and treat your goals like her own, Audrey Schultz brings calm, clarity, and confidence to every step of the process.

★★★★★

As a home inspector, we’ve had the pleasure of working with many real estate professionals over the years, and this agent truly stands out. Audrey is not only knowledgeable and organized, but she genuinely cares about her clients. Her communication is clear, professional, and always collaborative, which makes the entire process smoother for everyone involved. It’s a pleasure to work alongside someone who values thoroughness and integrity as much as we do.

★★★★★