



BRODSKY TEAM

BrodskyTeam.com

Seller Questions

Q: Can I sell home As-Is?

A: Yes. Vera will tell you what to do to maximize profit. Sometimes it's as simple as de-cluttering, cleaning, and staging. Home is your biggest investment, and you don't want to take it lightly. Please reach out to Vera as soon as you are thinking of selling. You can start with a simple over the phone conversation.

Q: Can I sell my home within a year from purchase?

A: Yes, but we always suggest you talk to your tax advisor about any tax liabilities. Each situation is different and there are different tax codes. Your tax advisor will give you the best advice. BUT it is very important to call Vera before you talk to your tax advisor so that we can estimate the value of your home. This will help you when you speak with your tax professional about potential tax payments.

Q: Should I sell my home to cash buyers vs buyer with financing?

A: Vera suggests to always look at the whole offer and not just the financing portion. Cash offer does not mean it's the best offer. Vera will guide you through the process of determining which offer has the best possibility of closing timely. Call Vera to discuss the best offer scenarios and what to look for when selling a home.

Q: Do I have to pay taxes on the sale of my home?

A: Excise tax is paid by the seller at the time of closing. It is % of the sale price NOT profit. Taxes on profit are determined by your tax professional based on your income. Call Vera before you reach out to your tax advisor so that we can discuss estimated value and net profit at the time of the sale. This will help you with understanding estimated tax payment at the time of the sale.



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Q: Should I sell my home before I get divorced or after?

A: You should speak to your attorney to determine what is best in your situation. There are options to sell before or after divorce. Make sure you call Vera to determine the estimated value of your home and net profit at the time of closing. This will help when speaking to your attorney and tax professional.

Q: Is there a home selling checklist?

A: Yes, Vera put one together for sellers. Please reach out to Vera for more information. We used years of experience to come up with best practices when listing a home for sale. Even if you are a year or two from selling, getting home ready can take time. Starting early will assure top dollar when home comes on the market. Vera will guide you through the process from start to finish. Vera would love to hear from you.

Q: Are online estimates correct?

A: Online estimates can give you an idea of what your house is worth, but they will never give you true picture of the value. You should reach out to Vera for an in-home visit. She will be able to give you a much better estimate with hands-on suggestions on how to improve value. Vera will be with you every step of the way as you get your home ready for sale and suggest small and big improvements to increase the value of your home. Calling Vera can be your start to put more money in your pocket.



**COLDWELL
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