

*Dart Homes*

REAL ESTATE

Seller's  
Guide

# Hello!

Your home is one of the biggest investments of your life, and when it comes time to sell, you need experts on your side. We're thrilled that you're considering partnering with the Dart Homes team. We have a big heart and our goal isn't just to get your home sold, but also to make it an stress-free experience with a team you come to rely on.

We understand how overwhelming this process can be, which is why we've created this Seller's Guide to answer some of your questions prior to getting started.

Before you jump into the following pages, here's my personal commitment to you:

- We invest in our clients
- We deliver on our promise, and
- We are high-touch point agents and an unforgettable team

In an industry riddled with gimmicks, shady practices, dishonesty and false promises, we pride ourselves on being different. It's time to get excited about the next chapter of your life!

We look forward to earning your business and welcoming you to our ever-growing family of satisfied clients!

Cheers,  
Nathan Dart



*NATHAN DART*

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# Meet the Dart Homes Team

The Dart Homes team is recognized as one of the best in the nation and consistently ranks in the top 3 in the Washington, DC region, top 5 in the Mid-Atlantic, top 50 in the U.S. and top 50 in the world.

We offer a wide range of real estate services from buyers agents and listing services, to investment guidance.

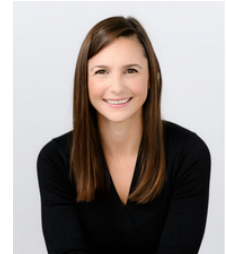
## Leadership Team



Nathan Dart  
Owner & Team Lead



Mike Blauer  
Managing Partner



Kyle Barber  
Marketing Director



Dani Press  
Client Care Coordinator



Eileen Kerwin  
Inside Sales Agent



Jake Blauer  
Inside Sales Agent

## Agents



Ana Dubin



Bobby Taylor



Bryan Low



Kevin Conley



Carrie Lagas



Mike Begley



Duaeno Dorsey



Nikki Taylor

# The Dart Homes Difference

We stand for  
something  
bigger!

What we do is bigger than real estate. As a team, we strive to be the best we can be for ourselves and our clients. We're intentional and passionate about the relationships we get to build and purposeful and driven in our growth as individuals and a team.

## Why Choose Dart Homes?

1.

We bring experience and expertise. We're full-time agents with deep roots in the community. On average, we sell 150 houses per year for \$27,000 more than the average agent.

2.

We bring professional negotiation skills. A good negotiator can be the difference between the successful sale of your house or a contract that falls apart. Our job is to act as your advocate to reach your end goal.

3.

We bring law and contract knowledge. Once you accept an offer, there are particular deadlines and criteria that need to be met. Our knowledge will keep your transaction on track.

4.

We're available at any time. Real Estate is not a 9-5 job. This is one of the benefits of working with a team. There is always a group of people with knowledge of your deal to make sure nothing slows down.

5.

We strive to exceed expectations. Preparation, follow through and good communication give our clients the confidence they deserve. You won't meet a more determined & diligent group of real estate agents.

6.

We provide our Preferred Partner Network. 35+ years of local experience resulting in cultivated relationships with top industry professionals from mortgage brokers, financial planners, title companies, contractors, movers and more.

Finding a trustworthy agent that has a plan can be hard. Then overwhelm and frustration sets in and before you know it, you're putting in more effort than you ever expected...





We provide a stress-free real estate experience with a team you can rely on.

# The Dart Homes Process

## Step 01

### Schedule a Meeting and Present Your Plan

- When do you want to move?
- Where do you want to buy?
- Discover your "why"
- What are your expectations of your agent?
- Create and present a plan (pricing and strategy)
- Agree on list price and execute listing agreement

## Step 02

### Start the Process

- Declutter and deep clean
- gather estimates from contractors
- Evaluate what's necessary
- oversee the completion of the work

## Step 03

### Get your home ready to sell

- Schedule lockbox, photos, 3d virtual tours, yard signs, brochures and marketing collateral
- schedule showing times/days and expectations
- Approve MLS listing
- receive and review timeline from Dart Homes support team

## Step 04

### Go Live!

- Publish on digital platforms
- Receive showings
- Set deadline for offers to drive competition
- Follow up with agents for feedback
- Overcome objections from feedback

## Step 05

### Accept Your Offer

- Review offers
- Contact lenders to verify financing
- work through offers with your agent or the Final Offer platform to pick the best one

## Step 06

### Sold!

- Offer is ratified
- Verify buyer's earnest money
- Notify seller of inspections
- Verify financing is approved
- Schedule settlement date and time
- Final walkthrough
- Settlement



**“The entire process was seamless and efficient.** The team stayed on top of things and walked us through the process step-by-step. Our house was sold for maximum value



Visit our  
YouTube  
channel for  
more videos!

**"Our family has worked** with Dart Homes for over 12 years through two home purchases, several rental property listings, and ongoing real estate advice. His knowledge of the real estate market is unbeatable."



# Questions You Should Be Asking Your Agent

## How many houses do you sell per year?

The number of years in the business does not always equate to experience or results. The average agent sells 4 houses per year. Dart Homes sells 150.

## Have you worked in my area?

Neighborhood expertise is key because all neighborhood markets have different quirks. Ask how many houses they worked with in the last year in your particular neighborhood, with similar houses to your own.

## What is your experience?

An experienced agent has handled all sorts of transactions and knows what to do to sidestep or overcome any bumps along the way.

## How many days does it take you to sell a home?

The longer your home sits on the market, the more it costs you. An experienced agent knows how to price your home so that it sells quickly, with more competition and therefore more offers.



## What is your communication style?

It is important to hire an agent that is responsive and informative and gets good constructive feedback to ensure that your property is positioned properly.

## Will you be available to me when I need you?

Real Estate is not a 9-to-5 job, and you need an agent who is available whenever you need them. That is one of the benefits of working with a team. If your agent gets sick or has to leave town there is always a group of people backing them so nothing slows down.

## How will you market my home?

Your agent should have an aggressive, innovative marketing plan and understand the various ways to market a property effectively.

## What makes you different?

Real estate agents are a dime a dozen, so be careful who you choose. You want someone who genuinely cares about you and your goals, not just their own bottom line.



Space sells! It's as simple as that! The biggest thing you can do to improve the marketability of your home is declutter, clean and organize! Here are 5 action steps to get your home ready to sell!

# Preparing Your Home Checklist



## Declutter! It's time to get rid of the excess!

- Remove personal items that are visible and put them in storage or drawers
- Move extra furniture into the attic, basement, or off-site storage
- Pack up off-season clothes, any toys, and knick-knacks
- Toss out items from the pantry, under sink, and cabinets that are not coming with you
- Remove books from bookcases
- Put daily essentials in a small box that can be stored when not in use



## Make the house sparkle! A little elbow grease goes a long way!

- Wash windows inside and out
- Clean out any cobwebs
- re-caulk tubs, showers, and sinks
- Polish fixtures, hardware, and mirrors
- Clean out the refrigerator
- Vacuum daily
- Wax floors
- Dust furniture, ceiling fans, light fixtures
- Replace worn out rugs
- Hand up fresh towels



## Organize! An orderly home will appear larger and more welcoming.

- Remove small appliances, cookware, and items from counters. Limit to three items at most
- Fold linens and stack by color
- Make sure shelves and laundry area are orderly



## Check curb appeal! How the outside looks, matters!

- Keep sidewalks cleared
- Rent a pressure washer and spray down decks and walkways
- Keep lawn maintained and weed-free
- Paint faded window trim
- Trim bushes and trees
- Make sure your house number is visible
- Mulch and plant flowers



## Make minor repairs! Fix all the things you've been putting off.

- Replace cracked floor tiles
- Patch holes in walls
- fix leaky faucets
- Replace air filters and wipe down vents
- fix door and drawers that don't close properly
- Consider painting walls and neutral color
- Replace burned out lightbulbs

### Bonus Insider Tip:

Rent a storage unit! Almost every home shows better with less furniture. Leave enough furniture so the purpose of the room is clear.

**Let's Get Started!**

It's time you look forward to the next chapter of  
your life with peace of mind!



darthomesteam



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