

PL



Realtor Lic 00989980



Patricia LaFosse

Experience | Knowledge | Integrity



BIO

Patricia LaFosse has over 30 years of combined experience in the Real Estate and Mortgage Industry. She has experienced several shifts in the real estate industry and understands the importance of adapting to change. Shifting quickly by learning new skills and strategies allows her to stay relevant in the business and continue to be essential to her buyers and sellers.

Patricia is always looking to stay at the top of her game and continues to take additional educational classes to prepare herself to work with various types of clients and meeting their real estate needs. She has been awarded the Seniors Real Estate Specialist (SRES) designation tailored to the unique issues that are involved when helping seniors and their family with later-in-life transition, and a Certified Distressed Property Expert (CDPE) designation with knowledge of foreclosure avoidance and options available to homeowners, providing solutions, specifically short sales, for homeowners facing market hardships.

Using her years of experience, education, combined with strong negotiating and communication skills to ensure a profitable and seamless transaction for all her clients. Patricia has built her business on a foundation of high integrity, knowledge, and professionalism. The core of her business continues to come from repeat and referral clientele.

And when it's time to relax, she and her husband enjoy cruising the harbor on their boat and taking in the fresh ocean air or a quick get-a-way to the Central Coast participating in food & wine tasting. But the absolute most rewarding time is enjoyed with the family including the grand kids and their adorable Pomeranian MAX.



Patricia LaFosse

Patricia LaFosse
Real Estate Specialist
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REDEFINING SERVICE IN REAL ESTATE

Selling a home in today's market can be challenging. While the market can be challenging, still hundreds of homes are sold each week. What's the difference between selling your home or failing to do so?

The Details! Whether it's my proven effective marketing campaigns, or utilizing my extensive network, no detail is overlooked. I pride myself in the use of technology and innovation to maximize the exposure of your home. I created this guide to help educate you as a Seller, and empower you to make the right decision when selecting the best agent to market and sell your home.

When I say, "redefining service in real estate," I mean it! My clients come first. I will educate you on what needs to be done to have a successful sale of your home. There are many components to a successful real estate transaction; you can count on me to be there every step of the process and make sure no detail is overlooked.

With a proven track record, the right skill set, and years of experience, I have the right tools to successfully sell your home. If you're serious about selling your home, I am serious about getting the job done!

Now more than ever, who you work with matters!



Patricia LaFosse

REALTOR®

Lic# 00989980

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Step-by-Step Process To Selling Your Home

With *PATRICIA LAFOSSE*

1. Listing Interview and Presentation

Schedule appointment with all decision makers present. Discuss and clarify your plans and expectations before starting any process. If you are thinking about buying a replacement property you might need to speak to a loan officer to get pre-qualified for a loan or a CPA for tax advice. Whatever your reason for selling I am here to guide you through the process.

We will visually inspect the property together to determine if repairs, cleaning, de-cluttering or staging is needed and ways that might increase value.

As an example, selling without repairs or cosmetic updating "As-Is" condition will bring in a lower price versus a home that is updated and in "Move-In" condition which will attract a higher selling price. We will review the Comparative Market Analysis to determine current value and you can decide if investing additional money will bring in a higher return or selling "As-Is" makes more sense depending on your circumstances.

I can provide you with a list of professional contractors, handymen, cleaners, stagers, packers, movers, gardeners etc.

2. Sign Listing Agreement

Once we review all the above and agree on Sales Price, Sellers Net Proceeds and terms, you will sign the Listing Agreement along with numerous property disclosures and put me to work.

3. Marketing Your Property To Sell

Appointment will be scheduled for Photos/video, 3D virtual video and possible drone. These will be used to post and advertise the property on various Internet, social media sites and marketing brochures and postcard mailing campaigns. We aim for maximum exposure to bring in as many qualified buyers and generate multiple offers.

4. Showing your property

A professional yard sign will be installed with a direct phone number to my office so that we can screen all calls and schedule only qualified showings.

A Mega Open House will be scheduled for the first showing. Thereafter, we will determine if a secure supra lock box will be installed to allow other Realtors to show your home to their potential buyers or if showings will be scheduled by appointment only. It is important to be flexible for showings keeping in mind that the more your home is shown the more likely you will receive an offer or multiple offers and you will get your property sold in a timely manner.



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5. Received Offers

Once an offer or multiple offers are received I will schedule an appointment with all decision makers to review and negotiate. I will explain all terms, conditions and contingencies. With today's technology, I can present the offers electronically or over the phone or in person with you and your trusted advisors/family members always included to decide which offer you will accept.

6. Escrow Process

Once an offer is accepted we will start the escrow process and buyers will wire their earnest deposit.

7. Inspection Process

There will be several required buyer inspections. The most common are Termite Inspection, Home Inspection, Appraisal Inspection but there could be others that are recommended. All utilities must remain on during the entire sales process.

8. Disclosures and Documents

There will be a numerous amount of disclosures along with escrow documents which will need to be completed, signed and returned in a timely manner to remove contingencies. You might be asked to provide additional information necessary to clear title requirements. Such as death certificates, trust records, bankruptcy and divorce decrees, mortgage statements, property tax bill, or other tax or mechanical lien documentation. We ask for this information to prevent any fraud or misrepresentation.

9. Timelines

There are various timeline which I will go over with you when we review the offer(s). These timelines could vary and I will oversee and make sure they are being met. If anything changes I will discuss it with you before proceeding to assure a prompt and successful closing date.

10. Closing your transaction

Once all the inspections, repairs (if any), and loan approvals have been completed, the buyer will release contingencies and a final walk through inspection will be scheduled and arrangements to transfer utilities and property keys to buyer will take place.

Closing can take 30-40-60+ days but if it is a cash offer it could be as soon as 10-20 days after acceptance of the offer.

Escrow will notify us that all buyer funds have been received and payoffs have been confirmed. The Title Officer will set up a recording to turn over title to the new buyer.



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Your proceeds will be wired directly to your bank account and your final settlement documents will be prepared.

11. Vacating Property

Depending on what was mutually agreed upon on the accepted purchase agreement you will start moving out on the day of closing or already be out of the property.

12. I have a team working for you

I will be communicating with you throughout the transaction but at times you might be contacted by our Escrow Officer or Transaction Coordinators which are overseeing the process and are helping tie in all the pieces.

Finally

It is important to understand ahead of time that each individual transaction is different with unforeseen variables that could occur and at times seem overwhelming.

My promise to you is that I will be with you every step of the way to help navigate and guide you throughout the process to lessen any stress and worry and ensure a successful closing of your escrow.



WE MAKE YOUR HOME STAND OUT!



- Professional Photography, Video, Drone, 3D Virtual Tour
- Your own property website
- Staging Guidance or Professional Vendor referral
- Maximum push to all Internet and Social Media Real Estate Sites :
Re/max.com, Realtor.com, Zillow.com, Trulia.com. Homes.com, Facebook, Instagram etc.
- Professional Property Flyers/Brochures
- Market to National/International Re/Max Brokerage Network
- Promote Mega Open House/Just Listed with Mailing Campaign



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Call Now for further details
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