

HOMESELLERS GUIDE

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meet OUR TEAM



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meet YOUR AGENT



Ethan is a dedicated real estate professional known for his straightforward, hardworking approach and commitment to excellence. With a strong emphasis on clear communication and a keen eye for detail, Ethan ensures his clients feel informed, confident, and supported at every stage of their real estate journey - whether buying, selling, or exploring new opportunities.

A proud Duluth native, Ethan brings invaluable insight into the local market and a deep appreciation for the area's unique charm. His strong community ties allow him to offer clients a truly local perspective. In addition to his residential expertise, Ethan is a certified commercial drone pilot with a talent for videography, giving him a distinct edge in real estate marketing. His ability to craft compelling visual content sets him apart in showcasing properties at their very best.

Ethan's combination of local knowledge, modern marketing tools, property management experience, and client-first mentality makes him a trusted guide in today's real estate market. Whether you're planning your next move or simply exploring your options, Ethan is ready to help - with professionalism, creativity, and care.

Let's Connect

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RE/MAX RESULTS
2516 LONDON RD
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TEAM EXPERIENCE

12 | Years Selling and
Buying Real Estate

180 | Yearly Average
Transactions

\$40 | Million Dollars in
Sales Volume for 2024

SPECIALTIES

Real Estate Sales, Seller
Representation, Buyer
Representation,
Negotiation, Real
Estate Investing

GET READY TO SELL

WE'RE HERE TO GUIDE YOU THROUGH THE
PROCESS, EVERY STEP OF THE WAY.

THE HOME SELLING PROCESS

AS YOUR AGENT, I WILL GUIDE YOU THROUGH EACH STEP OF THE HOME SELLING PROCESS.

STEP 1: PRE-LISTING



CHOOSE AN AGENT

- Consultation, Strategy, and Goal Exploration



MARKET ANALYSIS

- Review Market Analysis & Comps

Analyze data for neighborhood and property history, compare similar 'solds' in the area, and consider market trends/forecast.



ESTABLISH A SALE PRICE

- Lock In Listing Price

Pinpoint the perfect price to meet your real estate goals.



SIGN LISTING AGREEMENT

- Review & Sign Listing Documents

Confirm partnership and give permission to list your home.

STEP 2: PRE-LISTING



MARKETING CAMPAIGN

- Launch Marketing Campaign
Kick-start tailored marketing strategy. See 'Marketing Plan' for details.
- Install Yard Sign
- Go Live on The MLS
- Open House & Private Showings



CHOOSE AN OFFER

- Receive and Negotiate Offer(s)
- Accept, Sign and Deliver Offer

STEP 3: UNDER CONTRACT



HOME INSPECTION

- Licensed Inspector Examines Your Home
The offer you accept will most likely be contingent upon inspection. Issues that arise during the inspection can be negotiated if need be.



HOME APPRAISAL

- Confirming the Lending Value
Most lenders require an appraisal before approving the purchase.



TITLE COMMITMENT

- Title History Check
- Remove Contingencies
A title company will address and remove any roadblocks associated with a home's title.



CLOSING DAY

- Sign Closing Documents

PRE-LISTING PREPARATION

- 1 Schedule a tour of your home with your agent.
- 2 Discuss any potential repairs, upgrades or staging to be completed before listing your home.
- 3 Establish an asking price based on the current market and comparable property listings.
- 4 Prepare your home to be photographed and put on the market.

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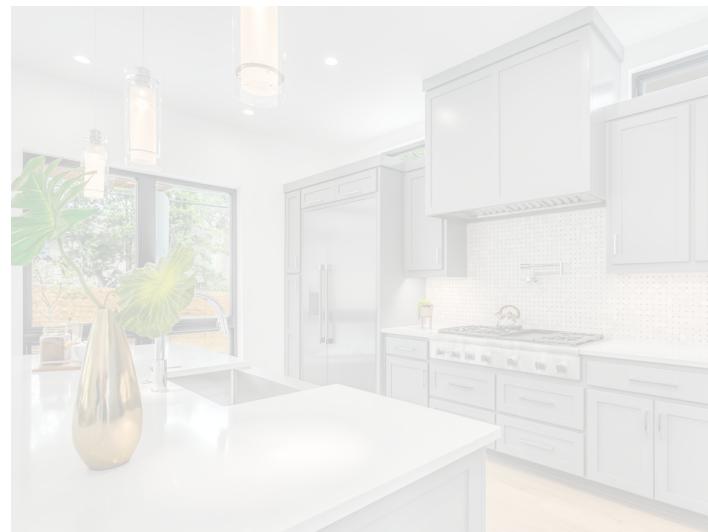
RE/MAX RESULTS

JORDAN DeCaro
REAL ESTATE TEAM

PRICING YOUR *home* TO SELL

THE MARKET VALUE OF YOUR HOME IS BASED ON A COMBINATION OF FACTORS INCLUDING:

- The Current Market
- Comparable Listings
- Location
- Neighborhood
- Age of the Home
- Condition of the Home
- Improvements



WHAT DOES NOT AFFECT PRICE?

COST

What you paid for your home makes no difference.

PROCEEDS

How much you need to net from the sale makes no difference.

COLLATERAL

How much you owe on your property makes no difference.

OPINION

What you or anyone else thinks it's worth makes no difference.

IT'S IMPORTANT TO UNDERSTAND THAT THE AMOUNT YOU WANT FOR YOUR HOME MAY NOT BE A REALISTIC PRICE FOR THE MARKET, AND THE AMOUNT OF MONEY YOU HAVE SPENT ON IT DOES NOT DETERMINE THE MARKET VALUE.

FAIR MARKET VALUE

A HOME THAT IS PRICED AT A FAIR MARKET VALUE WILL ATTRACT MORE BUYERS, AND IS MORE LIKELY TO GET MULTIPLE OFFERS AND SELL FASTER.

7 EASY CURB APPEAL TIPS THAT WILL MAKE BUYERS FALL IN LOVE

1

FRESH COAT OF PAINT ON THE FRONT DOOR

Make a great first impression of your home with a freshly painted front door. Evaluate the condition of your home's exterior paint as well as the front steps, patio and railings. A fresh coat of paint can make all the difference!

2

ADD FLOWERS TO THE FRONT PORCH

Sometimes the simplest things can make the biggest difference. New planters on the front porch filled with beautiful, vibrant flowers will make your home appear more inviting, warm and welcoming.

3

PRESSURE WASH THE DRIVEWAY

While a dirty, oil stained driveway gives the impression of a home that may need some work, a pressure washed driveway and walkway presents a clean, well maintained home.

4

UPDATE EXTERIOR LIGHT FIXTURES

Replace faded, builder grade exterior lighting with new, up to date fixtures. Shiny new fixtures will brighten up your home at night, and look clean and polished during the day. Evaluate the front door handle and lockset as well.

5

KEEP THE LAWN & GARDEN TIDY

An abandoned looking yard makes buyers think the home might be neglected, but a freshly cut lawn and well manicured gardens shows a well cared for home. Be ready for showings by staying on top of lawn mowing.

6

ADD OR REPLACE HOUSE NUMBERS

Clear, crisp numbers that can be seen from the street make your home easier to find as well as giving the overall appearance a little boost. You may also want to evaluate the condition of your mailbox.

7

ADD A WELCOME MAT

Add a brand new welcome mat to greet buyers as they walk through the front door. Even the smallest details like these can make a home feel more inviting.

PHOTOS & SHOWINGS PREP

IN TODAY'S MARKET, PROFESSIONAL PHOTOGRAPHS ARE A REQUIREMENT FOR EVERY SUCCESSFUL LISTING. WE'VE PUT TOGETHER A CHECKLIST TO HELP GET YOUR HOME PHOTO-READY, AS WELL AS PREPARING TO SHOW TO POTENTIAL BUYERS.

PHOTOS & SHOWINGS CHECKLIST

THINGS YOU CAN DO AHEAD OF TIME

INSIDE

- Clear off all flat surfaces - less is more. Put away papers and misc. items.
- Depersonalize: take down family photos and put away personal items.
- Clear off the refrigerator: remove all magnets, photos and papers.
- Replace burnt out light bulbs and dust all light fixtures.
- Deep clean the entire house.
- Touch up paint on walls, trim and doors.

OUTSIDE

- Increase curb appeal: remove all yard clutter and plant colorful flowers.
- Trim bushes and clean up flower beds.
- Pressure wash walkways and driveway.
- Add a welcome mat to the front door.

PRO TIP

Don't be tempted to shove things inside closets! Curious buyers look in there too.

ON THE DAY OF PHOTOGRAPHY OR SHOWINGS

KITCHEN

- Clear off countertops, removing as many items as possible.
- Put away dishes, place sponges and cleaning items underneath the sink.
- Hang dish towels neatly and remove rugs, potholders, trivets, etc.

BATHROOMS

- Remove personal items from counters, showers and tub areas.
- Move cleaning items, plungers and trash cans out of sight.
- Close toilet lids, remove rugs and hang towels neatly.

IN GENERAL

- House should be very clean and looking it's best.
- Lawn should be freshly mowed and edged.
- Move pet dishes, toys and kennels out of sight.
- Make beds, put away clothing, toys and valuables.
- Turn on all lights and turn off ceiling fans.

PRO TIP

Before a showing, make sure there are not any lingering cooking aromas, pet odors, or other strong smells. This can be a deal breaker to some buyers.

TOP 5 WAYS TO PREP YOUR HOME TO SELL FAST

1 START WITH THE RIGHT PRICE

Homes that are priced strategically from the beginning are much more likely to sell faster than those that are priced too high for the market. Comparing similar homes in your area that have sold and that are currently for sale will help determine a fair market price to list your home.

2 DEPERSONALIZE & MINIMIZE

To make your home feel more spacious, try to minimize as much of your belongings as possible. No clutter around the house lets buyers see your house and not your things. They need to be able to picture your home as their own, so put away the family photographs. Evaluate what you can potentially live without for the next several months and start packing. It all needs to be packed anyway, so you might as well get a head start!

3 CLEAN, CLEAN & THEN CLEAN SOME MORE

Everyone loves a clean home, so clean yours like you've never cleaned before! Show your home at its best with a spotless kitchen, super clean bathrooms, and shiny floors. You don't have to live like a clean freak forever, but buyers are sure to appreciate your efforts!

4 MAKE HOME MAINTENANCE A PRIORITY

Preparing to sell often requires putting some money and work into your home. When buyers see repairs that need to be done, they start looking for what else could be wrong with the house. This could cost you thousands off your asking price or even risk losing the sale. Being proactive and completing home repairs before listing will help selling go smoother and quicker. You can even have a pre-listing inspection done if you want to avoid the possibility of surprises later on.

5 BE READY & WILLING TO SHOW

Showing your home is an important part of the selling process, and being accommodating to showing requests will increase the likelihood of finding a buyer. Keep your home as "show ready" as possible at all times so that you can quickly tidy up on short notice and leave your home (taking your pets with you) before the potential buyers arrive.

LISTING & MARKETING

WHEN WE LIST YOUR HOME, YOUR LISTING WILL RECEIVE MAXIMUM EXPOSURE USING OUR EXTENSIVE MARKETING TECHNIQUES.

LISTING YOUR HOME



MLS LISTING

Your home will be put on the MLS where it can be seen by other real estate agents who are searching for homes for their buyers. Your listing will also be posted on websites like Zillow and Realtor.com where potential buyers will be able to find your home.



SIGNAGE

A For Sale sign will be placed out in front of your home, as well as Open House signs before an open house takes place.



LOCK BOX & SHOWINGS

A lock box will be put on your door once your home is on the market. It's best for sellers not to be present at the time of showings, and a lock box allows agents who schedule showings to access your home with interested buyers.



OPEN HOUSE

An open house will be strategically scheduled to attract attention to your home. Open houses are a great way to generate interest and get more potential buyers to see your home.



ONLINE MARKETING

Your home will be featured in our email newsletter as well as sent out to our active buyers list of clients who are currently looking for homes. We will post to our two major platforms facebook and instagram.

SHOWING & APPOINTMENT SETTINGS

APPOINTMENT REQUIRED, CONFIRM WITH ANY

Permission must be obtained from ANY of the designated listing contacts (Owner(s)/ Occupant(s)/ Listing Agent(s)) before the appointment request can be confirmed. Typically used for occupied homes.

APPOINTMENT REQUIRED, CONFIRM WITH ALL

Permission must be obtained from ALL designated listing contacts (Owner(s)/ Occupant(s)/ Listing Agent(s)) before the appointment request can be confirmed.

COURTESY CALL

Appointment requests are documented and immediately confirmed. A phone call will be placed to designated listing contacts informing them of the confirmed appointment. Typically used with homes whose occupants are very flexible.

GO AND SHOW

Appointment requests are documented and immediately confirmed. No additional calls will be made. Typically used for vacant homes on lockbox.



INNOVATIVE DIGITAL MARKETING

We have the resources to create high-traffic ads. We post more often, and perform the extra steps that ensure your listing comes up fast and to the right demographic.

To reach the 98% of buyers who search online, we market every property in four key places:

1. Brokerage Websites



Our technology allows us to showcase your property on all major brokerage websites like Redfin, KW.com, Sothebys.com, Century21.com, Better Homes and Gardens, ReMax.com and more.

3. Listing Portals



We showcase your property on popular sites like Zillow, Trulia, Realtor.com, and 350+ additional real estate search sites. We want to make sure your property is showing up wherever buyers may be searching.

2. Search Engine Optimization



Google. Bing. Yahoo. Nobody knows search engines better! Most international buyers and high-priced sales come through local keyword search. We are experts in both organic and paid results.

4. Social Media



Listings will be posted onto both of Facebook and Instagram. We market your property through the most popular social networks, through paid posts, and our already existing large audience. We will also provide you with great marketing tools to share your property with your own social media world.

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RE/MAX RESULTS

THE *Open* HOUSE



BENEFITS OF AN OPEN HOUSE

An Open House is a great way to show off your home to a wide pool of potential buyers. Here are top reasons why an Open House is an important marketing vehicle when selling your home.

SET YOUR HOUSE APART

While a picture is worth a thousand words, nothing beats seeing a home in person. Open houses give you the opportunity to show your home at its best.

REDUCE MARKETING COSTS AND TIME

More eyes on your home in a short duration of time will often mean a faster sale. An open house allows you to skip weeks of individual showings and enjoy the benefits of a one-day affair that optimizes the audience.

SHARE ADDED EXTRAS

Buyers are usually interested in learning about neighborhood amenities as much as the house itself. The look and feel of your home's community often clinches the deal for many a buyer.

SOCIAL SITUATIONS EASE TENSION

With multiple prospective buyers in your home at one time, lookers feel less self-conscious. Your agent can casually chat with visitors and their agents, offering casual tours in a low-key environment.

IMMEDIATE MARKET FEEDBACK

Provides real estate professionals a chance to collect important data and contact information so they can stay in touch with prospective buyers. It's also a great way to gather feedback on your home. What do people like about it? What potentially quick fixes can be made to problem areas?

CLOSING COSTS: WHO PAYS THAT?

Closing costs are various fees charged by the lender, the title company, real estate agents, and other service providers in order to complete a real estate transaction and are paid through escrow. Which party pays for specific closing costs can be negotiable between the buyer and seller.

THE BUYER CUSTOMARILY PAYS:

- Title insurance premiums
- Escrow fee
- Document preparation (if applicable)
- Notary fees
- Recording charges for all documents in buyers' names
- Tax proration (from date of acquisition)
- All new loan charges (except those required by lender for seller to pay)
- Appraisal fee
- Interest on new loan from date of finding to 30 days prior to first payment date
- Assumption/change of record fees for takeover of existing loan
- Beneficiary statement fee for assumption of existing loan
- Prorated HOA dues, if applicable
- Inspection fees (roof, pool, property inspection, pest, geological, etc.)
- Home warranty (according to contract)
- City transfer tax (according to contract)
- Fire insurance premium for first year

THE SELLER CUSTOMARILY PAYS:

- Real estate commission
- Document preparation for deed
- Documentary transfer tax
- Payoff of all loans against property
- Interest accrued on loans being paid off, reconveyance fees, and repayment penalties
- Home warranty (if specified in contract)
- Any judgment or tax liens against seller
- Property tax proration
- Prorated HOA dues, if applicable
- HOA fee for providing all updated homeowner's documents, if applicable
- Bonds or assessments
- Delinquent taxes
- Notary and recording fees
- Third party Natural Hazard Disclosure Statement and California Tax Disclosure Report
- Pre-sale inspection fees
- Negotiated credits to buyer, if any
- Negotiated repairs, if any

OFFERS & NEGOTIATIONS

BEING FLEXIBLE WILL HELP THE OFFER AND
NEGOTIATION PROCESS GO SMOOTHER,
MOVING YOU ONE STEP CLOSER TO
FINALIZING THE SALE OF YOUR HOME.

FACTORS TO CONSIDER

Accepting the highest price offer may seem like the logical choice, but there are many factors to consider when reviewing an offer and knowing your options lets you come up with a plan that works best for you.

CASH OFFER

Some sellers accept a lower priced cash offer over a higher priced loan offer because there are typically less issues that come up, like for example a loan falling through. Consider your timeline and finances to evaluate if it is worth accepting a lower offer for a faster closing and often a much simpler process.

CLOSING DATE

Some buyers may be looking to move in as soon as possible, while others may need more time in order to sell their own house. You may be able to select an offer based on a timeframe that works best for you, or you might have to be more flexible in order to close the deal.

CLOSING COSTS

Closing costs fall under the buyer's list of expenses, but buyers may ask the seller to pay for a portion, or all of this expense, as part of the sale negotiation.

CONTINGENCY CLAUSES

A contingency clause is a qualifying factor that has to be met in order for the buyer to move forward with the sale. Contingency clauses often include details of financing, inspections and home sales, and the terms can be negotiated between the parties. The contingency allows the buyer to back out of the contract without penalty if the terms are not met.

UNDER CONTRACT

ONCE YOU AND THE BUYER HAVE AGREED ON TERMS, A SALES AGREEMENT IS SIGNED AND YOUR HOME IS OFFICIALLY UNDER CONTRACT.

STEPS BEFORE CLOSING

INSPECTION

Property inspections are done to make sure that the home is in the condition for which it appears. If the property inspector finds any issues, the buyer can decide if they want to back out of the contract or renegotiate the terms of the sale.

POSSIBLE REPAIR REQUESTS

After an inspection, buyers may have repairs they would like completed before purchasing your home. Typically there is room for negotiation, but some of these items can be deal breakers. It is necessary for both parties to come to an agreement on what will be repaired and what will not, and if there will be a price deduction in order to accommodate for the repairs.

APPRAISAL

If the buyer is applying for a loan, the bank will request an appraisal to confirm that the home is worth the loan amount. The appraisal takes into account factors such as similar property values, the home's age, location, size and condition to determine the current value of the property.

FINAL WALK THROUGH

Before a buyer signs the closing paperwork, they will come to the home to do a final walk through. This last step is to verify that no damage has been done to the property since the inspection, that any agreed upon repairs have been completed, and that nothing from the purchase agreement has been removed from the home.

SELLER REQUIREMENTS AND INSPECTIONS

Depending on where your home is located, you may be required to complete the following:

PRIVATE SEWER INSPECTIONS

Sellers are typically required to conduct inspections of both the septic tanks and sewer lines. This involves assessing the condition of the septic system to ensure it functions properly and doesn't pose any health or environmental risks. Additionally, sewer line scoping helps identify any blockages or damages that could lead to future issues.

INFLOW AND INFILTRATION (I&I) INSPECTION

I&I refers to the unintended entry of stormwater and groundwater into sewer systems. Sellers may need to address any issues related to I&I to prevent drainage problems and maintain the efficiency of the sewer system.

WELL WATER TESTING

If your property relies on well water, it's crucial to conduct testing to ensure its quality and safety. This may involve testing for contaminants such as bacteria, nitrates, and other pollutants that could affect the health of occupants.

INSPECTION OVERVIEW

During the home selling process, various inspections are typically conducted to assess the condition of the property thoroughly. Here's an overview of the essential inspections:

HOME INSPECTOR

A qualified home inspector evaluates the overall condition of the property, including its structure, plumbing, electrical systems, HVAC, roofing, and more. The inspection report provides valuable insights into any potential issues that may need attention.

WATER AND WELL INSPECTOR

This inspection focuses on assessing the quality and safety of the water supply, including well functionality, water pressure, and the presence of contaminants. It ensures that the water source meets regulatory standards and is suitable for consumption.

SEPTIC/SEWER SCOPING INSPECTORS

A specialized inspector examines the septic system and sewer lines using cameras to identify any blockages, leaks, or structural defects. This inspection is crucial for ensuring proper wastewater management and preventing costly repairs in the future.

RADON/LEAD/ASBESTOS TESTING

These inspections focus on identifying hazardous substances that may pose health risks to occupants. Radon testing assesses indoor air quality, while lead and asbestos testing identify potential sources of contamination that require mitigation.

CLEARED TO CLOSE

CLOSING IS THE FINAL STEP IN THE SELLING PROCESS. ON THE DAY OF CLOSING, BOTH PARTIES SIGN DOCUMENTS, FUNDS ARE DISPERSED, AND PROPERTY OWNERSHIP IS FORMALLY TRANSFERRED TO THE BUYER.

REAL ESTATE COMMISSION EXPLAINED

Whether you're buying or selling a home, you are likely to work with a real estate agent. It's important to understand the fees associated with real estate services and who pays what.



Who you hire to represent and market your home is the most important decision you can make with the financial future as it relates to your home sale. The experience of your listing agent will directly affect the ability for your home to successfully close. The more experienced the listing agent, the better chance you have of selling your home for more - so the commission amount is actually paid for with the higher sales price. And, the good news is that the real estate commission is only paid when your home is fully sold and closed.

It may seem like taking a real estate agent out of the equation may cut your costs and save you money, but the real estate agent is vital to the process to facilitate the negotiations, manage the paperwork, and maximize chances for sale of the house through staging, professional photography, virtual tours, and other marketing activities.

When a real estate agent represents a buyer, that buyer has the best possible chance of finding a house the buyer will absolutely love based on their needs. It increases the chance of a successful sale. Likewise, when a real estate agent represents a seller, that ensures the seller's best interests are met, top dollar received for the home, and all requirements are upheld under real estate law without a hitch. You need a representative that can ensure the process is fast, smooth, and easy.

To understand commission further, as your listing agent, I pay for all of your advertising and marketing expenses. We offer a competitive commission to the buyer agents. The amount is split between your listing agent and the buyer's agent. The listing agent and the buyer's agent then pay a portion of their received commission to each of their respective real estate companies to pay for company expenses.

JORDAN *DeCaro*

REAL ESTATE TEAM

client REVIEWS

"Jordan guided me through the process of being a first time home buyer. He got to know my personal tolerance for work needing to be put in as well as my tastes and needs. He also put an appropriate focus on future resale and pointed out flaws as well as features for an honest picture of what possible costs might be. He's easy to work with, friendly, knowledgeable, and very quick to respond which was key in a fast paced market!"

"Jordan was a fantastic realtor for my fiancé and I. As first time homebuyers, we had countless questions and Jordan was always quick to get back to us with answers. Jordan worked late into the night negotiating with the seller, and was able to work out a deal for us. We will be recommending Jordan to all of our friends!"

"Jordan was amazing. He is accessible and responsive. Whenever we had questions he always responded promptly. He is knowledgeable about the market and willing to go the extra mile to get your offer accepted. He took our dreams and made them a reality."

"Jordan helped us navigate a really difficult market where homes we were looking for were going 30-40,000 over asking price regularly and was able to help find the right home for our family at asking price with seller's covering closing cost. He was on the hunt constantly and worked without our crazy life schedule to get showings at any and every house we expressed interest in with honest reviews and opinions of each home we toured. If we ever look to sell and buy another home - Jordan is our guy"

"Jordan Decaro is professional and highly communicative. Jordan makes the selling and the purchasing process easy. Jordan was always available to answer all of our questions."

"We successfully completed two recent real estate transactions with Jordon. His market knowledge, commitment and guidance were well needed and appreciated. Jordon accomplished what we wanted, when we wanted and was always immediately available to answer questions. We have worked with real estate agents in the past but Jordan sets a very high standard the entire real estate business should follow. THANK YOU Jordan."

"Our experience was absolutely wonderful! Jordan is easy to work with, flexible with times to see houses and always available when needed. We would highly recommend!!"

"Jordan is a great real estate agent! He truly understood what my husband and I wanted and he delivered! He was available at any time of day, we got to every single home we wanted to see, there was nothing Jordan couldn't help us with! He is very personable and is truly interested in his clients' happiness and success. I will recommend him to everyone and would definitely hire him again!"

"Jordan has been the best person to work with as far as scheduling, meeting our needs, and knowing his way around the process! He is a been there done that kind of guy and really has the best personality! He will sell your home for too dollar and get you into your new home for a great price too! He really is the guy you want to deal with when going through the home buying and/or selling process if you want it to go as smooth as possible! He's got a great team and a great set of resources for the whole process!!"

"It has been a wonderful experience buying my 1st home working with Jordan. He was very knowledgeable and went above and beyond throughout the entire process. He was very accommodating with my busy work schedule and during this very competitive market. He was great at advocating for us and he was there every step of the way to make sure we found the perfect house for my family. We love our new home! Thank you so much Jordan!"

[VIEW MORE REVIEWS ON ZILLOW.COM](#)



JORDAN DECARO REAL ESTATE TEAM