

Congratulations

A HELPFUL GUIDE TO SELLING YOUR HOME



The Knoll Team
Madison & Company Properties
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MEET THE TEAM



 PIPER@THEKNOLLTEAM.COM

PIPER KNOLL, REALTOR®

During my first visit to The Parade of Homes, I knew I wanted a career in Real Estate and became a REALTOR® in 2005. With a background in insurance, top notch service has always been a priority to me. I use systems that not only help smooth out the challenges of a real estate transaction but also help keep our buyers and sellers informed and updated during the process. As a “systems nerd”, I feel that knowledge is power and our systems ensure that we answer your questions before you know to ask them.

I currently serve as a Director for the National Association of REALTORS®, NAR Young Professional Advisory Board 2020 Chair, and CAR Metro District 2020 Chair. My service allows me to advocate for our clients at a higher level while making a significant impact on NAR’s fight to protect homeownership rights, which is so important to me.



 RICHE@THEKNOLLTEAM.COM

RICHE AVERILL, REALTOR®

I grew up in the rural South training horses, fishing, playing sports and being a good ol’ southern boy. Although helping people has always been a focus of mine, being a REALTOR® in a rapidly growing metro area was not on my radar. At the age of nine I launched my first business – a lemonade stand on a small two lane road. That ignited an entrepreneurial spark that took nearly 20 years to be realized. I currently serve as the Colorado RPAC YPN Chair and the CAR 2021 Government Affairs Division Chair.

Prior to real estate, I worked in the wireless industry delighting clients and teaching sales professionals how to stay client-centric. This experience uniquely positioned me for a tech-savvy transition into real estate, and ensures I stay one step ahead so the experience is positive, rewarding and fun for everyone.



 PAM@THEKNOLLTEAM.COM

PAM MEIER, REALTOR®

Since 1973, I have been helping my clients buy their first home, their dream home and all of their homes in between. I always treasure the opportunity to be a part of their personal and significant real estate event and many of my clients have become lifelong friends who turn to me as their trusted real estate advisor. I am a proven negotiator, clear communicator and have an unwavering devotion to my buyers and sellers, every step of the way, ensuring a smooth and successful transaction. I use systems and experience to make certain that no details are missed and that I am able to focus on my client’s most pressing needs.

My husband Jim and I have been blessed with 14 grandchildren and they never cease to fill our lives with love and laughter. In my spare time (spare time with 14 grandchildren?) I enjoy yoga, reading, traveling and spending time with friends and family.



 JOHN@THEKNOLLTEAM.COM

JOHN CHAPMAN, REALTOR®

As a fourth generation Denverite, I grew up exploring Washington Park, playing sports, and adventuring around town with friends. I saw firsthand what the strength of a tight knit community can have on an individual and it was, and still is, an honor to be from the-Mile-High city, the place I always knew I would call home.

Professionally, my careers have allowed me to focus on two areas I am deeply passionate about, a tremendous love for my hometown and bringing people together. Something that gives me a unique advantage in a market lacking so much native knowledge. Real estate was always in my blood (my dad was in Denver real estate for over 40 years), and even though it took a bit to get here I am excited to share these passions with my friends and clients.



 JUSTIN@THEKNOLLTEAM.COM

JUSTIN KNOLL, REALTOR®

I was born and raised in Denver, into a family of Realtors, before it was “cool” to be from the Mile-High City. Neighborhoods like RiNo, LoHi and the Highlands were just called the “North-side” and the Broncos and Nuggets were the only games in town.

As a 4th generation Realtor, I learned the importance of homeownership and my family’s role in helping people achieve it. For over 20 years I have sold, managed, recruited, led companies, merged associations and my favorite “job” - coaching.

Having such an amazing team allows me time to collaborate and strategize with some of the best Realtors and companies in the market. When we are not working, Piper and I spend time at Coors Field watching the Rockies or hanging out with her two amazing daughters.



 BRANDON@THEKNOLLTEAM.COM

BRANDON CARTAGENA, REALTOR®

I am from Colorado Springs but have lived and traveled all over the state. Being raised by a single-mom, I have witnessed the meaning of sacrifice and hard work. With that foundation, I earned a football scholarship to the University of Northern Colorado in Greeley. I gained a background in business and graduated with a Bachelor’s degree in Criminal Justice.

Before joining Madison & Company, I worked in juvenile corrections. I was able to add many valuable tools to my skillset such as conflict resolution and negotiating skills. Through my experience with sports, servicing others and recently becoming a father, I have learned some key values. The importance of attention to detail and adaptability. Trust me... no one can change a diaper in the dark like me.

Teamwork makes the dream work because success is not independent. I am confident that as a team, we can provide you with the right guidance to buy or sell your home.



 REBECCA@THEKNOLLTEAM.COM

REBECCA CHAPMAN, TRANSACTION COORDINATOR

My name is Rebecca Chapman, I’m the Transaction Manager for The Knoll Team. Although I’m not officially a Denver native, I have lived here for almost 20 years and call it home! I grew up in Harrisburg, Pennsylvania and went to the University of Colorado at Boulder for my undergrad. After graduation I never really left Colorado, only to go back east to visit family from time to time. I love everything about Colorado from the weather to the mountains and all the fun things you can do here. Plus Denver is not so big of a city where one gets lost, it has such a small town feel which I love and appreciate.

I have a Master’s degree in Counseling from Regis University and had a private counseling practice for a few years before my first son was born. I love having discussions about anything psychology related and believe very strongly in the power and value of healthy human relationships. I am always on a quest for personal healing and growth and love finding people who have a similar curiosity about themselves and others.

OUR PROMISE TO YOU

As REALTORS®, we strive to make the home buying and selling experience as smooth and as fun as possible for our clients. We believe that real estate should be fully *cooperative*, and for that reason, we work as a team on every transaction. We choose every day to work with honesty, integrity, and at a very high level of *accountability* so that we never miss a step.

We believe every person needs and deserves an *advocate* while buying or selling a home. This means that as our client, you can rest assured knowing that your interests are protected, and you will receive well-informed, experienced, and above all, honest advice. As REALTORS®, we abide by a strict Code of Ethics which influences our every action while practicing real estate. With our many years of experience coupled with our commitment to *honesty* and *teamwork*, we can confidently promise you that our services will go above and beyond your expectations.



We are dedicated to helping you reach your goals. Please help us reach ours! If you are pleased with your experience in working with us, we ask that you please consider giving us a 5-Star Review, a referral, or a brief testimonials.

The Knoll Team has made selling our house an easy and straightforward process. They came out to meet with us and gave us a specific timeline with what we needed to complete to get our house on the market, and following their instructions we were able to go under contract very quickly. The team is quick to respond, very organized and great at communicating updates. I would strongly recommend using The Knoll Team when buying/selling your house. I know we will be using them again in the future!

Sarah L.



THE KNOLL TEAM

KNOLL WHO YOU'RE WORKING WITH

TEAM

We're a family-based team and we work together. You may not meet everyone on the team, but collaboration between team members to deliver exceptional results is a hallmark of our business model. We believe the sum of all parts is greater than the whole.

HISTORY/EXPERIENCE

Four generations of Colorado Real Estate buying and selling tradition shared amongst our founding partners, and a combined 100+ years of Real Estate Experience between active team members. Every year we help dozens of families buy and sell homes – we look forward to working with you to do the same.

LEADERSHIP

Most of our team holds leadership positions within the industry. Justin served as the Chair of the Colorado Association of REALTORS® and Piper was Chair on a National Committee while other members are involved at the local level. We are fortunate to be recognized and respected in the community and as a result - other agents like to work with us.

HOW WE OPERATE

Our approach is systems driven. While we understand every client and transaction is different, the contractual obligations during the process are the same. Each situation may be customized based on client's needs, but the process remains as predictable as possible throughout allowing us to manage expectations while avoiding surprises.

WHAT TO EXPECT

Since we are all REALTORS® we operate and hold ourselves to the highest ethical standards, industry accepted best practices, and execute good faith dealings always. Our advice is based on years of experience and the benefit of a robust volume of transactions each year. During the process we will always give you options and guidance giving you the confidence to make the best decisions for you.

RESULTS

Your success is our success. We are a 100% referral-based business. Our goal is to deliver beyond what was promised and create lifelong relationships with every client we work with. Expect the exceptional.

MADISON & COMPANY PROPERTIES

YOUR BOUTIQUE REAL ESTATE FIRM



Madison & Company Properties is the finest boutique real estate firm in the Denver metro area. Our company is comprised of experienced and knowledgeable real estate brokers and staff who provide our clients with the highest level of personal service and expert advice. Whether you are buying, selling or investing, The Knoll Team at Madison & Company Properties is here to provide expertise in all your real estate needs.

COMMITTED

At Madison & Company Properties, we are committed to providing our clients with an outstanding real estate experience. We pride ourselves on being experts in the Denver real estate market and we are dedicated to passing our knowledge along to you. Whether you are an experienced investor, a first time buyer or seller, The Knoll Team of Madison & Company Properties are here to provide you with the best service possible.

TRUSTED

Integrity is our core value at Madison & Company Properties. We know there are many real estate companies to choose from and we take your trust in us very seriously. Buying or selling a home is one of the most important decisions you can make in your life. Our experienced and trustworthy team at Madison & Company Properties is here to guide you through the process every step of the way.

COMMUNITY

Madison & Company Properties has multiple strategically located offices for convenience and to better serve our clients and community. Come visit us in Wash Park, Brighton, Cherry Creek North, DTC, Evergreen, Estes Park and our commercial office in Glendale.

HOME SELLING FAQ'S

WHAT IS A SELLER'S AGENT AND WHY DO I NEED ONE?

A Seller's Agent is a Real Estate Broker who will represent and protect you, as well as walk you through every aspect of your home sale. Your REALTOR® on The Knoll Team has your best interests in mind while providing expertise and negotiation on your behalf, as well as informing you of all of your rights, options, and responsibilities during your home sale and beyond. At The Knoll Team, we strive to provide excellent advice and coaching through every step of your sale so that you feel empowered to make informed decisions regarding the sale of your home.

WHAT IS A REALTOR®, AND WHAT MAKES THEM DIFFERENT FROM A REAL ESTATE BROKER?

Not all Real Estate Brokers are created equally! There is a significant and valuable difference between a REALTOR® and a licensed Real Estate Broker. All REALTORS® are Real Estate Brokers, but not vice versa. The actions of a REALTOR® are regulated by the National Association of REALTORS®, who provide a strict Code of Ethics for practicing real estate. This is a standard which REALTORS® are held to while representing clients, while a Real Estate Broker is not. Every broker in The Knoll Team is a REALTOR®. When choosing representation in your home sale, the choice of working with a REALTOR® over working with a Real Estate Agent may save you a lot of frustration down the road.

WHAT ARE THE COSTS ASSOCIATED WITH SELLING A HOME?

In the majority of real estate transactions, the seller pays the success fee to both the listing firm and the buyer's agent. In addition to the success fee, the seller is typically responsible for the Title Insurance Policy for the buyer, prorated taxes and home owner association dues, and some closing fees. Upon hiring us to represent you in the sale of your home, you will receive an estimated seller settlement statement, showing approximate costs involved as well as an estimated net proceeds amount.

WHAT IF THE BUYER BACKS OUT OF THE CONTRACT?

The Colorado contracts are written to protect the buyer, and there are a variety of reasons that they can elect to terminate, including property title commitment, inspection, due diligence items, appraisal and loan objection. It is never fun to have a buyer terminate, and we will do all we can to prevent that from happening. If the buyer terminates for a valid reason, we would return their earnest money and go back on the market. All parties should work in good faith, meaning with the intent to cooperate and resolve issues, but there are some things that are out of your control.





HOW LONG DOES IT TAKE TO SELL A HOME AND WHEN DO I MOVE OUT?

Typically, it takes most sellers a few weeks to get their home ready for sale. Once you are ready to hit the market, we will have professional photos taken, prepare our extensive marketing of your property and go active in the MLS. Once we begin showings, buyers agents will be prompted to provide feedback which may be used to adjust our strategy. After you accept an offer, barring any inspection, title or appraisal issues most loans close within 45 days. Cash transactions can be as quick as 7 days from contract to close. Possession is usually given at closing, but that can be negotiated to give you more time if necessary.

WHEN I MOVE OUT, WHAT IS EXPECTED OF ME?

When you turn over possession to the buyer, there are a few things to consider. We need to be diligent to make sure all the inclusions listed on the contract remain in the home (like window coverings, garage door openers and appliances). When you vacate the home, you do need to leave it in move in ready condition, with no personal items, trash or debris left behind. We encourage all of our sellers to leave the home in a condition that you would be happy having it turned over to you if you were the buyer. Before closing, we will provide a detailed reminder of inclusions and further information.

WHAT SHOULD I EXPECT AT CLOSING?

Typically a few days prior to closing, you will receive a final settlement statement from the title company. This settlement statement will include your final loan payoff, prorated taxes, hoa fees, success fee, and other closing costs associated with the sale of you home. After your home closes, the title company will wire the payoff to your lender, transfer the water and HOA to the new owner, and record the deed which transfers ownership from you to the buyer. Your proceeds can be paid in two ways - wire or cashier's check. If you would like the funds wired, be prepared with the wiring instructions from your bank. Ask your bank if they charge a wiring fee, prior to initiating the transfer. There is chance your bank may place a hold on the cashiers check for up to 10 days. Please plan on allocating at least 2 hours for closing.



Home sellers who sold their home after March of 2020 were more likely to report the main reason for selling was because their home was too small.

THE SELLING PROCESS



Sixty-seven percent of sellers found their agent through a referral from a friend, neighbor, or relative or used an agent they had worked with before to buy or sell a home.



Preparing Your Home



Showings/Open Houses



Offer Received



Earnest Money Due



Disclosures



Title Commitment



Property Inspection
& Due Diligence



HOA Documents



Home Warranty



Property Insurance



Property Appraisal



Loan Termination



Final Walkthrough



Closing



A HELPFUL OVERVIEW OF THE SELLING PROCESS

Expectations - Process - Results

PREPARING YOUR HOME FOR MARKET. During this process, we will give you guidance and tips on how to make your home show in its best light. Decluttering and removing personal items allows a buyer to see themselves living in your home, therefore increasing your chances of receiving an acceptable offer. For your convenience, we have provided a guide of items to address prior to listing your home.

SHOWINGS. Once we hit the market (typically on a Thursday) we will start showings bright and early on Friday morning. The more showing availability we can offer, the better the chances of a successful sale of your home. The first week your home is on the market is the best chance you will get an offer at the highest prices/best terms.

AN OFFER IS RECEIVED. This is an exciting part of the Journey - a buyer likes your home enough to submit an offer to purchase. While there is a chance we will get multiple offers on your home, our goal is to get the offer that will close. When we receive an offer, we will call the buyers agent, speak to their lender in order to verify their ability to buy and provide you with information to help you decide if an offer is acceptable to you.

EARNEST MONEY DUE - USUALLY WITHIN 1 TO 3 DAYS OF OFFER ACCEPTANCE. After you have accepted an offer, the buyer will deliver their earnest money to the Title Company. This deposit will be applied to the buyer's cash needed to close. In the event the buyer terminates in good faith, all the earnest money will be returned to the buyer. Conversely, in the event the buyer defaults, the money may be retained by you.

TITLE COMMITMENT - USUALLY WITHIN 7 DAYS OF BEING UNDER CONTRACT. An integral part of the process is verifying that the property title is clean and that you as the seller can sell the home and transfer ownership to the buyer. We will provide you a resource at the Title Company that will be able to answer property, title and deed specific questions.

DISCLOSURES - USUALLY DELIVERED WITHIN 2 DAYS OF BEING UNDER CONTRACT. As part of the documents needed to sell your home, you will complete a variety of disclosures to provide to your buyer. It is imperative that you take the time to provide accurate information on these disclosures. Failure to disclose may create unwanted legal liability for you. **If you have to ask if you should disclose something, then you should definitely disclose it.**

PROPERTY INSPECTION AND DUE DILIGENCE - USUALLY COMPLETED WITHIN 10-14 DAYS. The buyer will have the opportunity to do a variety of home inspections and Due Diligence on the property. This is the opportunity for the buyer to really get to know the home and its systems. You may leave out copies of Due Diligence documents at the inspection. **We recommend you start gathering your due diligence documents early.** We will receive any property objections the buyer has in writing. Once we receive this we will work through their requests and try to get a resolution that works for everyone. **There are five possible resolutions: you agree to fix everything, you agree to fix some of the things, you decide to fix nothing, you will provide credit in lieu of repairs to buyer to address items or the buyer may choose to walk away.**

HOA DOCUMENTS. If your home is part of an HOA, you are obligated to provide to Buyer the HOA Documents at your expense, on or before Association Documents Deadline. Please see the list of required documents near the back of this guide.

HOME WARRANTY. One way to protect your home while it is on the market and under contract is to purchase a home warranty. We encourage you to explore your options and see if a Home Warranty may be of value to you. A home warranty can be used in the marketing of your home and is highly recommended.

A HELPFUL OVERVIEW OF THE SELLING PROCESS

PROPERTY INSURANCE - TYPICALLY NEEDED TO BE SECURED IN 14 DAYS. Now that you are under contract, the buyer will need to secure a homeowners insurance policy. During this process, don't be surprised if a representative of the insurance company comes to your home. They are looking for insurability concerns like downed fences, trees encroaching the property and roof issues. The buyers insurance agent can provide them with a C.L.U.E. Report, which will show any claims against the home or you personally. If you have previous claims of any type, please let us know.

APPRAISAL - IN MOST CASES, THIS IS COMPLETED WITHIN 20 DAYS. The appraisal is ordered by the buyers lender. In a nutshell, the appraisal is ensuring that the home is worth what they have agreed to pay. **In the event the home does not come in "at value", there are four possible resolutions: you agree to come down to the appraised price, the buyer will have to bring additional funds up to the purchase price to cover any gap, you and the buyer will meet in the middle or the contract can terminate if no agreement is reached.** We will work hard to come to a resolution with the buyer for you.

LOAN TERMINATION - TYPICALLY 5 TO 7 DAYS PRIOR TO CLOSING. In the event the buyer cannot qualify for their loan, they can terminate without risking their earnest money. Past this date, the earnest money can be at risk. We don't often need to use this contingency, but it is there to protect you against unexpected situations like buyer job loss. We stay in contact with the lender at all times. But this is out of our control.

FINAL WALKTHROUGH. Per the contract, prior to closing, the buyers have an opportunity to visit the property and make sure that the home is in the condition in which they agreed to purchase it, and that any agreed upon inspection items have been addressed to their satisfaction. **If damage occurs while under contract, the seller is obligated to repair it.**

CLOSING DAY - USUALLY 30-45 DAYS AFTER OFFER IS ACCEPTED. *Congratulations!!* This is the day that you sign all of your documents and "close" on the sale of your home! For sellers, closing typically takes less than an hour. Normally, you will receive your proceeds from the sale at closing, in the form of a wire or cashiers check, however if you close after 2pm, closing will typically fund the next day. **Please plan on taking at least half a day off and be aware that closings are scheduled from 8am - 3pm.**

POSSESSION - OFTEN THE DAY OF CLOSING, BUT UP TO 60 DAYS AFTER CLOSING. About half the time, possession is given at the time of closing, but there are situations that allow you a few days post-closing to move out. Also, it has become fairly common to allow you to "rent back" the property after closing to allow you to find a replacement home.

HOME CONDITION AT POSSESSION. In Colorado there is no requirement on the cleanliness of a home at possession. We believe in good karma so please keep the home in the same condition you would want it in if you were buying it.

"Everyone at the Knoll Team is absolutely a dream to work with! Every moment made me feel like I was their only client in the world. My questions and concerns were always answered quickly and the personal attention was absolutely through the roof without leaving me feeling pressured. I was handed all the information I needed about successfully selling my home and given comprehensive, useful information every single step of the way. The process of getting our home to market was a breeze and The Knoll Team was instrumental in walking me through offer review and negotiation. The day of the closing was amazing. I will only ever work with this team in Colorado!"

Morgan W.

PRE-LISTING PROCESS IN A PERFECT WORLD

MONDAY

Last Minute Details

Photography is the best way to get people interested online. We want to make sure that your home will shine for the photos. If we don't put your home in the best light online, we will not get the showings your home deserves and that we need to fetch your home's top dollar in this market. Clean, clean, clean!

TUESDAY

Photo Day

Today is photo day! Our photographer will be out to take your hi definition photos today. Please refer to the Photo Checklist for tips on making the photo shoot as quick and painless as possible. We can't wait to see how your homes pictures turn out!

WEDNESDAY

Sign Day

This is a big day! Our sign installation team at Axium will be out to install our for sale sign! If this process hasn't felt real yet, it will now. Our sign is very tasteful and we hope you are proud to have it in your yard!

LET US HANDLE THE DETAILS

Here are a few things included in our listing fee:

- **HOUSE CLEANING** - You have your choice of a pre-listing cleaning to help get your home ready to sell or before move out to leave your home clean for the new owners.
- **PROFESSIONAL ORGANIZATION** - You can choose to have 3 hours with a professional organizer to declutter your home, pack for your move, or unpack after your move.
- **VENDOR NETWORK** - You get access to our large network of vendors. Whether you need handymen, landscapers, movers, cleaners or local restaurant recommendations, we work with the best of the best!

THURSDAY

Listing Goes Live

We will have your home listed in the MLS today, and prospective buyers will begin seeing your home online on ReColorado, Realtor.com, Zillow, Trulia, Redfin and every other real estate site out there. We will do all we can to maximize your properties exposure and attract as many potential buyers as possible.

FRIDAY

Showings Begin

Showings will start today! We ask that you have your home "Show Ready" beginning at 9:00am on Friday. Please have beds made, counters cleared, dishes away and trash removed for showings. The more pristine you are able to have your home, the more interest buyers will have. We want them to visualize their family in your home. Showings will continue as needed, hopefully we will have offers to present within the first few weeks.

WEEKEND

Showings Continue

Showings continue during the weekend. Please keep the house in showing condition. As you come back after showings, be sure and sanitize the entire house, especially surfaces that people touch like door knobs, cabinet doors and counter tops.

MARKETING

Our goal is to provide a comprehensive targeted marketing strategy that will put your home in front of as many buyers as we can in order to sell your house quickly and make it as easy as possible for you.

- We will announce your property to all of our Madison agents, asking them to let their clients know about your home.
- We will install an electronic lockbox on your front door.
- We will prepare and start our targeted online marketing campaign including email campaigns, Facebook and Instagram posts, stories and ads. This gets your listing in front of thousands of prospective home buyers looking in your area.
- We can create custom marketing pieces with information you share with us about your home and community if you are willing to share that information with us.

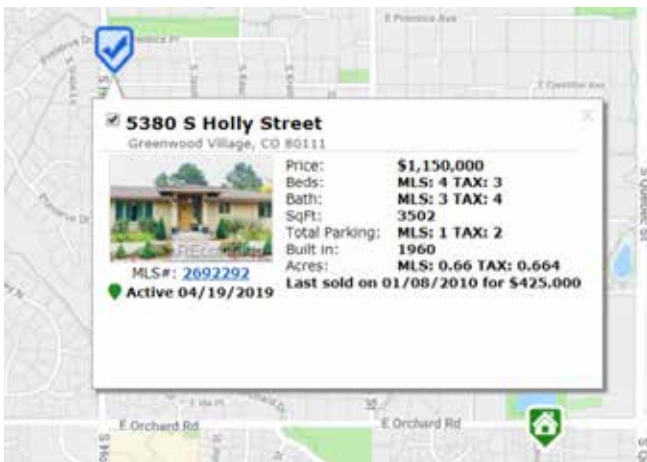
PHOTOGRAPHY

You only get one chance to make a great first impression. Photography is one of the most important steps in listing your home. Our photographers will make sure your home shows well by using beautifully framed, well lit photos for maximum eye appeal.



MLS LISTING

Your home is listed on REColorado, Colorado's Multiple Listing Service (MLS) and is available to all REALTORS® in the metro Denver area. By listing your home on the MLS, your property will also be syndicated to third-party sites such as REALTOR.com, Homes.com, Nextdoor.com and Denverpost.com. A comparable market analysis from The Knoll Team and a professional appraisal of the home are the best ways to learn its value.



RE  COLORADO®



Ninety-one percent of sellers listed their homes on the Multiple Listing Service (MLS), which is the number one source for sellers to list their home.

EMAIL MARKETING

We use email marketing to get your listing out to clients and the REALTORS® in our network utilizing photos and links to your listing to gain interest in your home.



1029 E. 8th Ave Unit 1204
Denver, CO 80218

1 Bedroom | 1 Bathrooms | 739 Sq Ft
Listing Price \$299,500

SOCIAL MEDIA



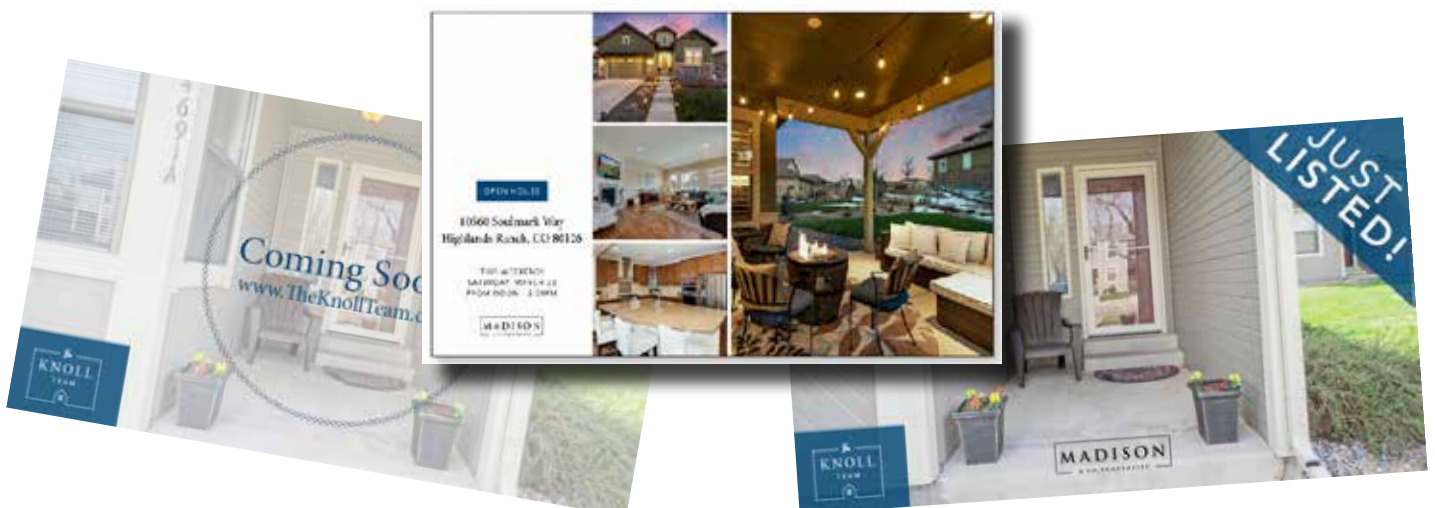
4,800+ Followers

We use social media as an integral part of our marketing campaign to sell your home. We use Facebook to communicate with potential buyers and promote your home through ads.



1,900+ Followers

We also use Instagram to promote your listings via posts, stories and highlights.



PRINT MARKETING

Marketing your home the most professionally and accurately is very important to attracting the right buyer. We use various print marketing to get more eyes on your home.

Beautiful, professional photos of your home will be on display in a personal brochure for your home. This can be used to display in your home for showings and open houses.

GREAT HOME FOR ENTERTAINING IN COMMERCE CITY

Sunset

OPEN HOUSE

10811 Chambers Way Commerce City, CO 80022









Please Join Us For a Tour and a S

WEDNESDAY, MAY 15TH
FROM 6:00PM - 8:00PM

Welcome to this beautiful 5 bedroom, 5 bath home in Reunion! The open floor plan is so w room and formal living room off the entrance. The gourmet kitchen features granite counte steel appliances. The inviting family room is perfect for entertaining or relaxing! Upstairs yo the master retreat with luxurious bath. There are 2 more bathrooms and 3 more nicely sized b features an excellent rec space, full bathroom and additional bedroom. The large back yard range, great entertaining space and a pergola. Don't miss your opportunity to view



SEE YOU THIS WEEK AT THE OPEN HOUSE!
Madison & Company Properties, LTD
303-918-4889 | tr@astats@gmail.com
www.TheKnollTeam.com

8 THINGS YOU NEED TO KNOW ABOUT 2290 HOLLY ST

01 WINE COUNTRY
Grape Expectations is a wine and liquor store nearby that does tastings twice a week. Spinnelli's Market and Cafe down 23rd pairs their meals to go with wines from Grape Expectations, at a discount.

05 APPLE TREE
The apple tree in the front yard has delicious apples! It has even caused impromptu produce trades with the neighbors.

02 TABLES RESTAURANT
Just four blocks away is Tables Restaurant, a cozy bungalow-style spot with patio that serves New American cuisine.

06 HOLLY ST BLOCK PARTY
Every year the neighbors close the block for a block party pot luck. A great chance to meet the neighbors and make some new friends.

03 HOLIDAY PARADE
On the 4th of July, 23rd is shut down for a parade which means a close up view without ever leaving the house.

07 LOCAL BREWERIES
Two local breweries are located in Park Hill. Hefion Beer Company is a cute boot-themed brewery. Long Table Brewery is a dog-friendly establishment with a 5 person taphouse and 75 person patio.

04 QUICK RIDE TO UNION STATION
The number 20 bus line right outside takes you right to Union Station which makes accessing Downtown Denver events very convenient.

08 LOCATION, LOCATION
This house is less than 1.5 miles to the Denver Zoo, City Park and The Denver Museum of Nature & Science. City Park hosts Jazz in the Park all summer long. And best of all, Park Hill is a great pet-friendly community!





During the listing process, we will send you a home and community questionnaire.

We will use your answers to create custom marketing pieces like the one seen here.

LISTING DOCUMENTS

Prior to listing your home, we will need you to fill out, review and sign several documents. Some of these will be used to disclose information about your home to the future buyer, while others contain the details of your listing agreement and the types of brokerage relationships available to clients.

Please keep in mind that we cannot list or market your home without a fully signed Exclusive Right to Sell Listing Contract in place. The majority of the documents just need to be reviewed and signed. If you have any questions on any documents, just let us know! For your reference, here is a little description of each of the disclosures.

EXCLUSIVE RIGHT TO SELL LISTING CONTRACT

This is the document that hires us to represent you on the sale of your home, and is the contract between the listing broker and the seller. In this contract, you will see the listing price, inclusions, exclusions, listing period, and success fee as well as the marketing details.

DEFINITIONS OF WORKING RELATIONSHIPS

This is a disclosure letting you know of the different ways brokers can represent sellers in the state of Colorado. Per the Exclusive Right to Sell Listing Contract, we will be representing you as a Sellers agent.

CLOSING INSTRUCTIONS

This disclosure specifies the title company that we partner with to provide the Commitment of Title Insurance and facilitate the closing. Typically, the Real Estate Closing fee is around \$350 and is split 50/50 between the buyer and the seller.

SQUARE FOOTAGE DISCLOSURE

This disclosure is providing the recorded square footage of your home to potential buyers. We use the measurement from the county assessor's office. There may be a slight variance between the actual square footage and the recorded square footage, this document advises the buyer where the measurement was obtained and gives the opportunity to verify the square footage if they choose.

SELLERS PROPERTY DISCLOSURE

The Sellers Property Disclosure is the only form you will need to fill out for us. It will need to be completed to the best of your knowledge, as this form does carry significant liability. Please disclose anything that you know about the property. If there were any issues (even small items) it is best that you disclose them to avoid any issues down the road. If an item was repaired (like water damage, roof from hail) please add that and put in notes where possible explaining the repair.

SOURCE OF WATER DISCLOSURE

This disclosure specifies where the home's source of potable (drinkable) water is and the contact information of the provider.

WIRE FRAUD DISCLOSURE

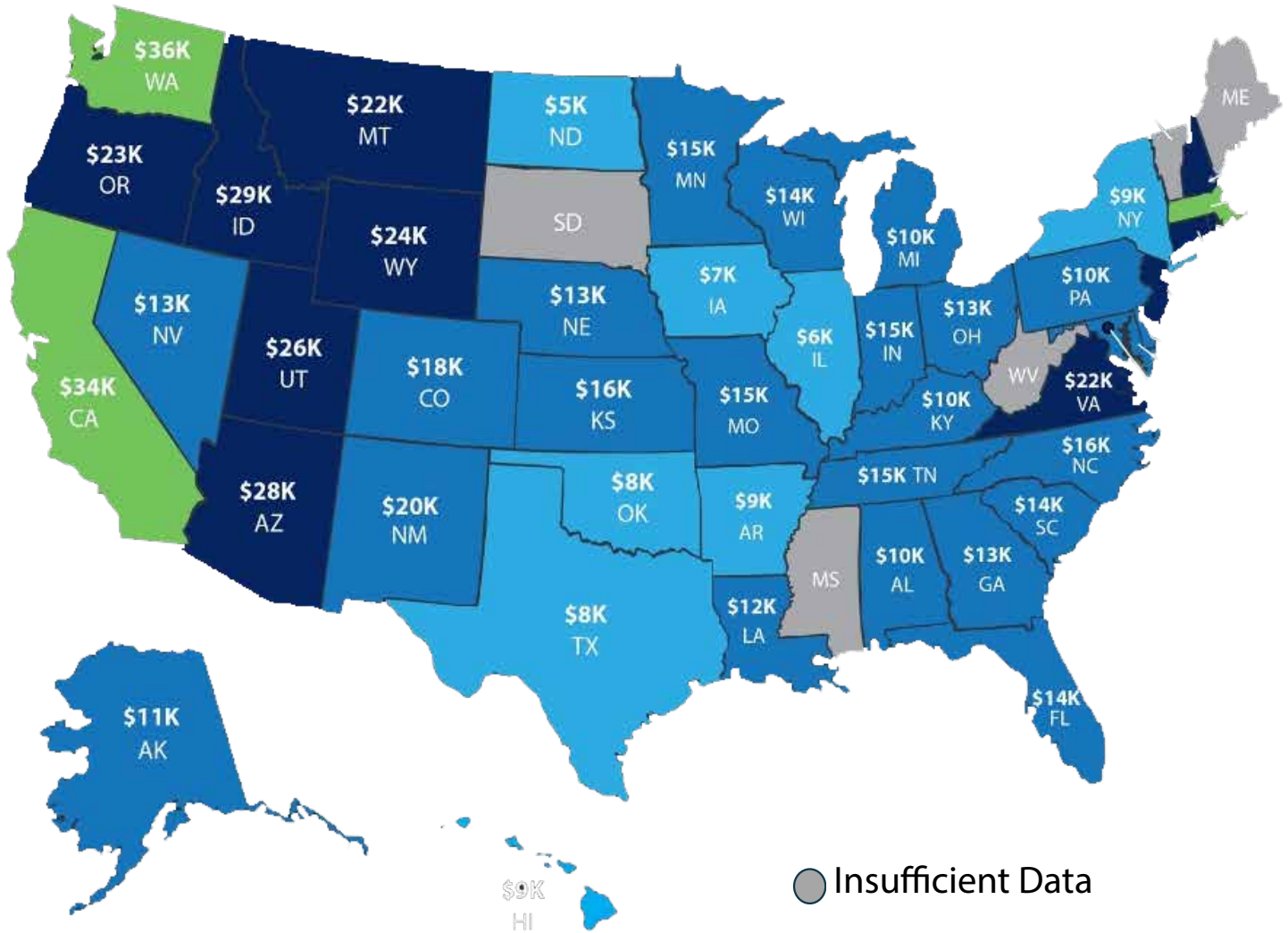
This disclosure provides instructions regarding the use of wire transfers and how we handle wire transfer and avoid fraud.

LEAD BASED PAINT DISCLOSURE

This disclosure requires you to acknowledge if you have knowledge of lead based paint in your home. If you do not have documents/knowledge, you can select that you do not know of lead in your home.

HOME EQUITY IS GROWING

This is how much equity homes across the U.S. have gained in the past year according to CoreLogic.



SOME INTERESTING NUMBERS



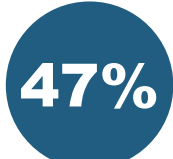
INTEREST RATE
Interest rates are currently at a 50-year low.



APPRECIATION RATE
Average based on projections from Fannie Mae, Freddie Mac, MBA & NAR



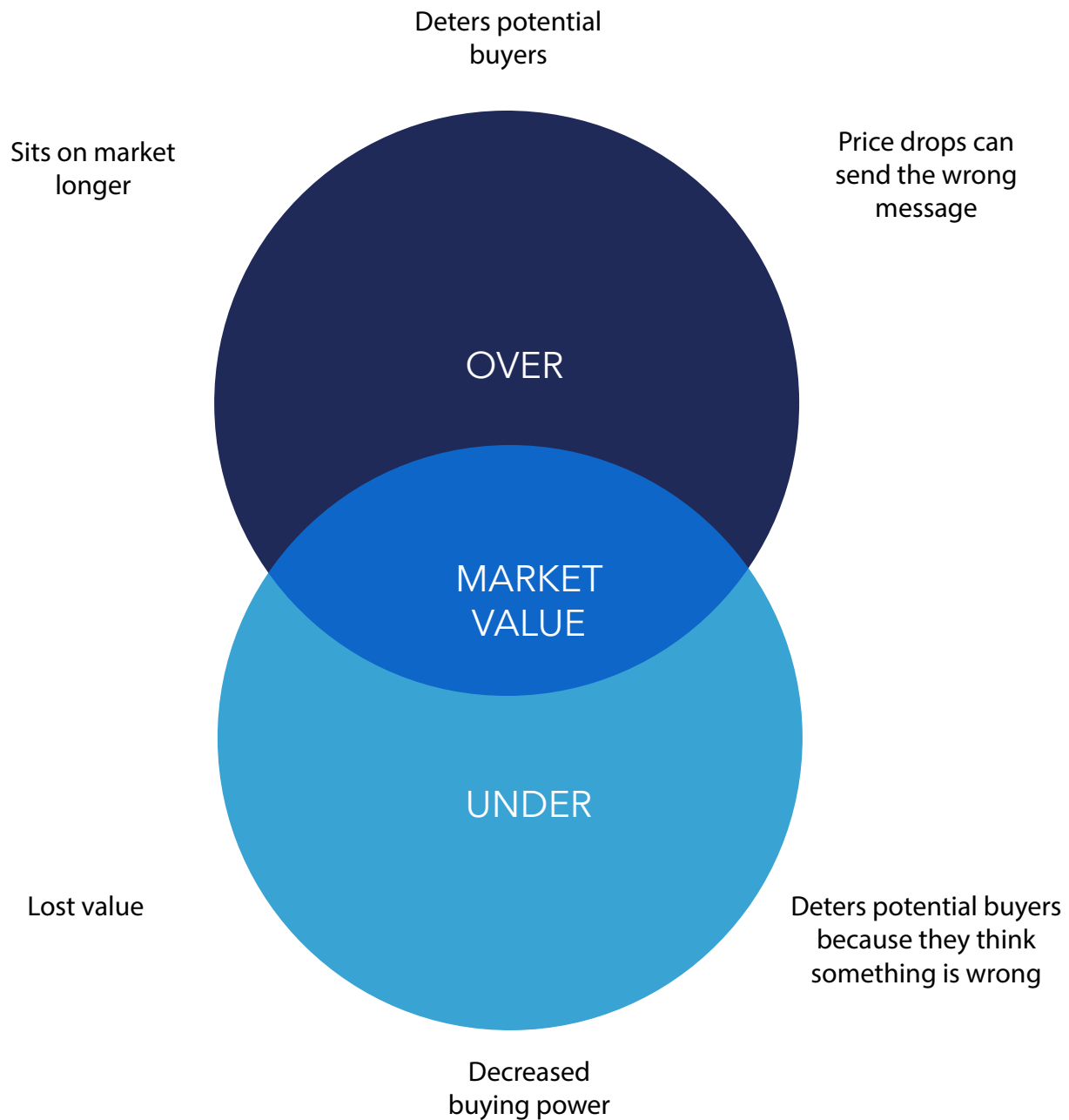
MONTHS OF INVENTORY
For single family homes. Since a normal market is 6 months, this means it's a seller's market.



of homes listed with high quality photos receive a higher asking price.

WHY PRICING RIGHT MATTERS

When it comes to pricing your home, setting it at or slightly below market value will increase the visibility of your listing and drive more buyers your way. This strategy actually increases the number of buyers who will see your home in their search process.





HOME PREPARATIONS

Before we take photos and put your home on the market, there are steps you can take to make your home show in its best light. You will need to do a deep clean of the whole house. The next step is to go through your home room by room and make as many of the following changes as you can to show off your home to potential buyers. Your deep cleaning should include dusting ceiling fans, cleaning all appliances inside and out, dust, clean and/or repair blinds, Clean windows and tracks, baseboards and clean the carpets. Also remove all of the following: family photos, prescription meds, guns, recreational drugs, jewelry, your kids favorite toys, awards, personal documents, recognitions and other items with personal information on them and finally items that can be polarizing such as religious and political items.

Front Yard

- Clean up the yard - remove dead leaves and fallen branches.
- Sweep walkway, patio and porch
- Power wash siding
- Clean windows
- Clean up trash
- Put in fresh bright light bulbs
- Clean up cobwebs
- Make sure door and locks are working smoothly

PRO TIP: Make entrance inviting (welcome mat, wreath, etc) and add some flowers & fresh mulch.

Back Yard

- Clean up pet messes
- Trim branches on overgrown trees or trees touching the house
- Fix falling/broken fence
- Clean and set up outdoor furniture as you would use it
- Cut grass, plant flowers, refill mulch
- Address any issues with the sprinkler
- Minimize stuff in poor shape or not used regularly and add some flowers & fresh mulch.

Living Room/Family Room

- Vacuum
- Dust
- Clean carpets
- Remove knick knacks and other clutter
- Keep a light fresh scent (citrus, vanilla, lavender are good choices)
- Be sure to clean your fireplace

PRO TIP: Colorful throw pillows on your couch brighten up the room

Kitchen & Dining Room

- Clean thoroughly
- Reduce clutter on the countertops and refrigerator
- Clean appliances inside and out
- Sweep and mop floors
- Clean sink and counters
- Organize pantry, cupboards and drawers

PRO TIP: Place clean, colorful hand towels out

Bedrooms

- Clean bedroom thoroughly
- Clean and use matching bedding
- Clear out clutter
- Remove any jewelry, personal documents, cash or other valuable
- Be sure carbon monoxide detectors are placed within 15 feet of any sleeping rooms
- For kids bedrooms, clear out as many toys and unnecessary items as you can
- Remove any identifying information (including names on walls as decoration)

PRO TIP: Put kids favorite toys into a laundry basket and keep in car to use and put away as needed

Bathrooms

- New light bulbs
- Fix any leaky faucets
- Deep clean toilet, sink and tub
- Clean shower doors or curtain
- Clean mirror & fixtures
- Remove your bath/body products from the tub, shower and sink
- Place clean white towels
- Remove prescription medication

PRO TIP: New white towels make a huge difference

Basement & Utility/Laundry

- If unfinished, pack, label and store boxes neatly in a corner. Allow rough in plumbing to be seen
- Finished - Same as living spaces. Set up basement how you use it.
- Replace furnace filter
- Clean washer and dryer and empty lint trap
- Check dryer vent for blockages
- Clean and organize the room



FSBOs typically sell for less than the selling price of other homes; FSBO homes sold at a median of \$217,900 last year (up from last year), and significantly lower than the median of agent-assisted homes at \$242,300.

PRE-SHOOT CHECKLIST



Most of these are recommendations, some are simply suggestions. The more you can do, the better your photos and showings will be!

EXTERIORS

- Close garage doors
- Remove cars from driveway and front of home
- Clean up landscaping (mow, trim, rake)
- Remove visible water hoses
- Clean up dog waste
- Remove dog leashes
- Put trash bins in where they won't be seen
- Clean porch furniture, tidy cushions
- Clean pool, remove hoses
- Clean up dog waste
- Remove toys, dog toys, soccer goals, etc.

INTERIORS

- Open window shades, curtains
- Turn all lights on
- Turn all ceiling fans off
- Replace burned light bulbs
- Hide shoes from entries
- Clean windows
- Fresh flowers make a great impression

LIVING/FAMILY ROOM

- Remove stacks of magazines, papers, etc
- De-clutter fireplace mantle
- Arrange furniture pillows neatly
- Remove kid toys

DINING ROOM

- Clear table, dust
- Straighten all chairs
- Remove booster seats
- Stage the table with tableware, placements

KITCHEN

- Clear countertops completely
- Clear off refrigerator
- Hide garbage cans in closet or pantry
- Put all dishes away
- Remove rags and sponges from sink
- Remove scatter rugs to show flooring

BEDROOMS

- Make beds
- Tuck in all sheets, straighten comforters
- Clear nightstands of personal items, remotes
- Hide computer/phone charging cables
- Remove clutter from tops of dressers
- Clean under bed, remove items that may show
- Remove posters/stickers from walls, doors

BATHROOMS

- Clear countertops completely
- Put toilet seats down
- Close cabinet doors
- Remove shampoo, soap, razors, etc. from showers and bathtubs
- Leave out neatly arranged, clean or new towels
- Empty visible garbage cans
- Remove towels, robes from back of doors
- Remove scatter rugs to show flooring

PETS

- As much as we love pets, there should be no evidence of them in your home
- Remove foods bowls, beds, litter boxes and toys
- Remove pet hair from furniture

GREAT HIDING SPOTS

Closets, washer/dryers, cupboards, pantries, dishwasher, garages, sheds

ASSOCIATION DOCUMENTS CHECKLIST

As a seller, if your home is part of an HOA, you must provide buyers with the homeowners association documents for review. We can have the title company order the documents for a fee, but as a homeowner you are able to get the documents from the HOA for free. The following documents need to be provided to the buyers.

- Declarations
- Articles of incorporation
- Bylaws
- Articles of organization
- Operating agreements
- Rules and regulations
- Party wall agreements
- Responsible governance policies adopted under § 38-33.3-209.5, C.R.S.
- Minutes of the annual owners' or members' meeting; such minutes include those provided under the most current annual disclosure required under § 38-33.3-209.4, C.R.S. and minutes of meetings, if any, subsequent to the minutes disclosed in the Annual Disclosure. If none of the preceding minutes exist, then the most recent minutes, if any.
- Minutes of any executive boards' or managers' meetings; such minutes include those provided under the most current annual disclosure required under § 38-33.3-209.4, C.R.S. and minutes of meetings, if any, subsequent to the minutes disclosed in the Annual Disclosure. If none of the preceding minutes exist, then the most recent minutes, if any.
- List of all Association insurance policies as provided in the Association's last Annual Disclosure, including, but not limited to, property, general liability, association director and officer professional liability and fidelity policies. The list must include the company names, policy limits, policy deductibles, additional named insureds and expiration dates of the policies listed.
- A list by unit type of the Association's assessments, including both regular and special assessments as disclosed in the last Annual Disclosure.
The most recent financial documents which consist of:
 - (1) the Association's operating budget for the current fiscal year
 - (2) the Association's most recent annual financial statements, including any amounts held in reserve for the fiscal year immediately preceding the Association's last Annual Disclosure
 - (3) the results of the Association's most recent available financial audit or review
 - (4) list of the fees and charges (regardless of name of title of such fees or charges) that the Association's community association manager or Association will charge in connection with the Closing including, but not limited to, any fee incident to the issuance of the Association's statement of assessments (Status Letter), any rush or update fee charged for the Status Letter, any record change fee or ownership record transfer fees (Record Change Fee), fees to access documents
 - (5) list of all assessments required to be paid in advance, reserves or working capital due at Closing
 - (6) reserve study, if any.
- Any written notice from the Association to Seller of a "construction defect action" under § 38-33.3-303.5, C.R.S. within the past six months and the result of whether the Association approved or disapproved such action.

KNOLL YOUR NEIGHBORS

Recent Client Successes

730 Newark St
26530 E Arbor Dr
22295 E Oberlin Pl
7958 S Jackson Gap St
10041 E 23rd Ave
1621 S Idalia Cir #A
6941 S Robertsdale Ct
26566 E Peakview Dr
6859 S Coolidge Ct
4307 E Fremont Dr
220 Zion St
2060 S Danube Way
5410 S Valdai St
1410 S Cathay St
12194 E 2nd Dr
23626 E 5th Pl
1767 S Salida Cir
4410 S Valdai St
128 New Castle Way
1627 Dallas St
2450 S Espana Ct
8233 Depew Way
6931 Welford Pl
185 Vista Cliff Cir
118 Baldwin Court
5951 S Helena Ct
8080 Brighton Rd
6708 N Alan Dr
510 W Prestwick Way
1228 E 33rd Ave

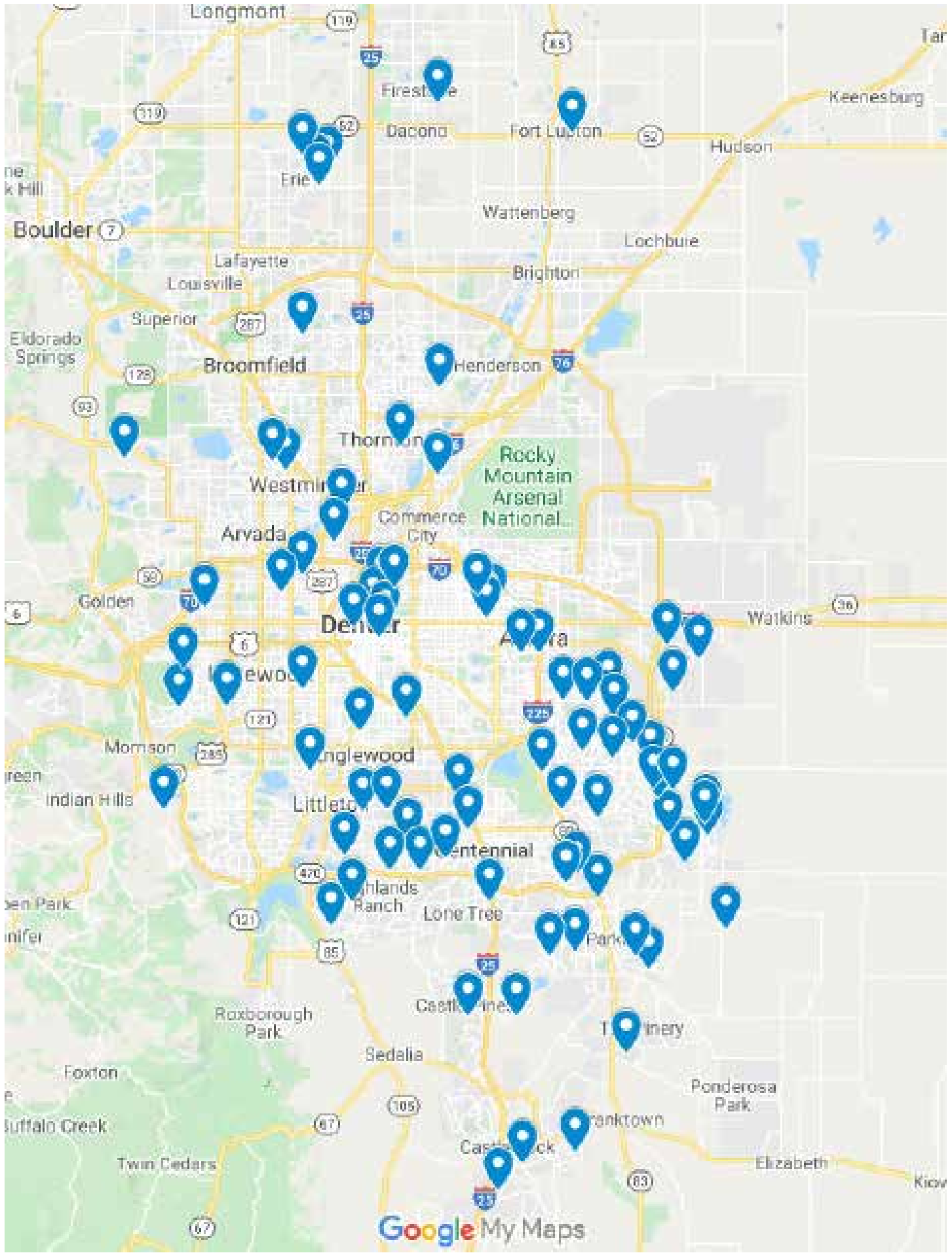
100 Park Ave W #1108
1301 Speer Blvd #706
3820 W Radcliff Avenue
1275 S Tennyson St
1427 Franklin St #5
930 Eva Peak Dr
663 Boulder Peak
91 Morgan Cir
162 Starlight Cir
6814 Poudre St
299 Bighorn Terrace
10422 Hyacinth St
258 Rockhurst St #310
10280 W Jewell Ave #C
1974 S Deframe Way
6016 S Bannock
8021 S. Cedar St
2185 Steele St
54 Skyhawk Way
12094 Mosey Ln
5147 Aster Ct
11577 Terrawood Lane
5953 Willowbrook Dr
11618 Callicotte St
11385 Jersey Dr
9725 Albion Ln
2661 Barnhart Street
808 S Albert Ave
1892 Lake Drive
2350 W Moffat Place

5455 Landmark Pl #1201
11580 Tyrolite Lane
6901 W 87th Way #302
4144 Tennyson Street, Unit 11
5057 Uinta St.
5199 S Elk St
9287 Twenty Mile Road #401
21024 E. Greenwood Pl
10005 Yampa Ct
1981 Canyonpoint Ln
8443 Wheatgrass Circle
8862 Antero Ct
406 Cameron St
8777 Ginkgo Loop
2929 S Delaware St
1982 E Phillips Drive
13477 King Lake Trail
8875 E 29th Pl
13992 E Stanford Cir M10
3340 Gaylord St
7770 Monaco Street
1389 S Coolidge Cir
3953 S Espana St
3160-3170 Ingalls St
12025 W 22nd Place
9474 Winding Hill Ave
176 Tall Pine Cir
1029 E 8th Ave #1204
486 S Cole Ct
17150 E Jarvis Pl



The Knoll Team was extremely helpful with navigating the entire experience of selling my house. They were so thorough that the first weekend of the showings there was an offer and that offer ended up buying. The team was quite supportive and informative. A truly great team all the way around!! I would highly recommend them to everyone!!

Heidi W.



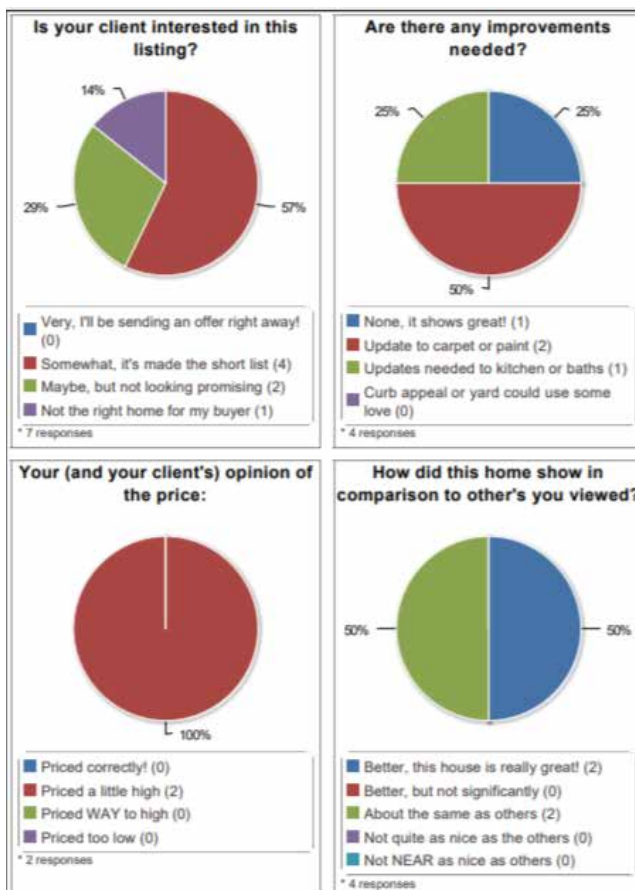
A GUIDE FOR HOME SHOWINGS

When deciding how to show your property, there are several options for how your home showing scheduling can be handled. The choices vary in the frequency of contact you receive from the showing service, as well as your involvement in showing approval. You are free to choose what works best for you, and your preferences can be changed at any time, including alteration of showing time restrictions, instructions to showing agents, and showing appointment approval options. Please know that it is critical that you leave your home during showings. Buyers do not feel comfortable with sellers being home, and you may feel that you are being helpful, but it most often hurts you in the end.

Go: This option will allow showings to be scheduled without notifying you in advance. If you know that there are hours that will always be ok to show (if you will be working, out of town, or if the home is vacant) we can set up using this option. We can send you daily or weekly reports detailing the showing activity at your request.

Courtesy Call: With this option, Centralized Showing Service will call you to let you know about the requested appointment, but will assume it is ok to show. Approval is NOT REQUIRED, but if an appointment will not work for you, you do need to inform Centralized Showing Service so they can cancel the appointment.

Appointment Required: If you would like to approve each showing request, this is the best option. Centralized Showing Service will call to inform you of the appointment, and your APPROVAL is REQUIRED prior to the appointment being scheduled. The showing service will call until they obtain your approval.



Each Monday, we will send you a detailed report with the activity and feedback that we receive on your home. We will review the feedback and make adjustments as needed. Please keep in mind that feedback is very subjective, and it could be the other agent's view or their buyers.



Showings can be stressful to sellers, so we have some guidelines to follow to help get to your end goal of offers in hand as quickly as possible. We also want to let you know some of the challenges that we see during showings.

#1 Make sure you can leave the house for showings

While it is never enjoyable to be forced out of your home for extended periods of time, often with short notice, it is critical that you leave the home during scheduled showings while we market your home. Numerous studies done by The National Association of REALTORS® indicate that the most uncomfortable showing experience for a buyer is running into the seller during a viewing.

#2 Make sure pets (and their messes!) are not present for showings

Not only can pets be a distraction to a perspective buyer, they can also be a liability. Some buyers are fearful of or allergic to dogs or cats and if they see your pet, they may not even tour your home. It is a good idea to do a quick "yard check" as well- you don't want any pet surprises tracked back into your home by a buyer that didn't watch where they stepped while checking out your yard. Cats typically can stay for showings, but we do ask that dogs are taken with you for showings.

#3 Make sure your home is show ready!

You only have one chance to make a good first impression, and that could not be any truer when it comes to selling your home. For showings, please make sure the house is picked up, smelling good and inviting. It is important that you remove any personal info- buyers are nosy and you don't want to give them any reason to judge you. Limiting family photos is also helpful- we want buyers looking at your homes features, not your personal property.

#4 Make sure the key is in the lockbox

Nothing is more annoying to a buyer then getting to the house only to find out the key has gone missing. Your key is safe in the lockbox, but if you do remove it, please make sure it is back in place prior to showings.

POTENTIAL SHOWING CHALLENGES

We will do all that we can to ensure that your home is secure and respected during showings. We use electronic lockboxes, which adds an extra layer of security that gives us the ability to control and track who accesses the lockbox and when. But there are still things that come up from time to time that are less than desirable for our sellers.

#1 YOUR HOME IS LEFT UNSECURED

This is by far the most frustrating thing that you may experience during showings... you come home after a day of showings and find the back door left unlocked.

We request all agents secure your home after showings, but in a crazy market, this may not get done.

Please make sure you return to your home nightly so we can make sure your home is secured. If you are out of town for showings, please have a friend or neighbor help out with this.

#2 SOMEONE USES YOUR BATHROOM

Buyers may be out for hours looking at homes and they may need to use your restroom. Please make sure your toilet is in good working order and there is toilet paper available, just in case. We don't want someone flushing something else in a pinch. If you are not ok with your restroom being used, please let us know and we will put up signs in your restrooms asking buyers to refrain from using the facilities.

#3 SOMETHING GETS BROKEN, DAMAGED OR TAKEN

Typically, buyers are very respectful of homes they tour but we prefer to be proactive on this piece. We ask that you remove any fragile items that may get bumped by a buyer, or a buyer's kiddo. It is in your best interest to remove any items of value, monetary or sentimental. Please remove any medications, firearms, jewelry and your kid's favorite toys for showings.

#4 PEOPLE MAY TRY TO PEEK IN YOUR WINDOWS

We are in a really crazy market right now and unfortunately agents and their buyers can act in some pretty desperate ways, especially when there are no showings available. This is unacceptable behavior and you should let us know if this happens.

"I just closed on my first house with The Knoll Team. I have two friends that have also worked with them and they came highly recommended. I couldn't have done it without their help and expertise. I wouldn't trust anyone else to buy or sell a home. A++"

Estelle C.

SELLER TIPS

SETTLEMENT STATEMENTS:

Prior to closing, you will receive a preliminary settlement statement, which will be reviewed with you by your agent. This will indicate the amount of proceeds you will be receiving from the sale of your home. In the event you need to bring money to the closing, the amount due must be in the form of cashier's check made payable to the Title Company.

CANCEL AND TRANSFER SERVICES:

Inform applicable service providers (public service, cable, alarm, trash, etc.) so that your accounts can be closed or transferred. We have included helpful resources below for your convenience. We are available to help with cancelling and transferring service

MORTGAGE PAYMENT WITHDRAWAL:

The Title Company will ensure your existing loan(s) on the property is paid in full; however, the department handling automatic withdrawal for lenders is sometimes not informed. It is a good idea to consult your lender to ensure automatic withdrawal is ceased after your closing date.

VACATING THE PROPERTY:

Unless the Buyer is taking possession of the property post-closing, you must make arrangements to completely vacate the property prior to the closing date. The property must be completely clear of all personal property so that the Buyer can move in immediately upon possession.

LEAVE BEHIND FOR THE NEW OWNER:

Collect any instruction booklets, warranty information and other documentation for property appliances, mechanical equipment, and other improvements, and leave for the new owner (we recommend leaving these on the kitchen counter or in a kitchen drawer).

CHANGE OF ADDRESS:

It takes about 30 days for a change of address to go through so you need to fill out the change of address form with the USPS. You can do it all online for a small fee at <https://moversguide.usps.com/mgo/disclaimer>. The other option, which is free, is to pick up the forms at your local post office.

Resources

Xcel Energy
1-800-895-4999
www.xcelenergy.com

Comcast
303-930-2000
www.comcast.com

US Postal Service
www.usps.com

IREA
1-800-332-9540
www.irea.coop

Century Link
1-800-244-1111
www.centurylink.com

Denver Post
Newspaper
303-832-3232
www.denverpost.com

SELLING A HOME WITH SOLAR

If you purchased your home solar system outright with cash, you're ready to put your house on the market! Home solar systems purchased with cash function just like any other appliance in your home when it comes to closing the sale. If you purchased your home solar system with a lease and you're still making payments on the loan, there are typically a couple of options. We recommend you contact your solar representative to discuss your options.

POTENTIAL PROBLEMS SELLING A HOUSE WITH SOLAR PANELS

1

You might need to buy out the lease before selling. If you're worried about would-be homeowners feeling nervous about your solar contract, the smart path might be to pay off the rest of the lease before you sell the property. This reduces the new owner's responsibility and allows you to transfer your panels outright.

2

You can transfer solar leases. If you're not willing to pay off the lease and you find a buyer who is ready to take it over, the next step is to transfer it into their name. This is a simple process, although it requires the cooperation of both the buyer and the seller.

3

Your new buyer will need to meet some credit requirements. If you're planning to transfer your solar lease to a new buyer, they'll need to meet specific credit requirements set by your third-party solar installer. While this isn't usually an issue, it can be a problem for buyers with low credit scores.

4

You'll want to maintain your panels before you sell. If your panels need any routine maintenance, carry this out before you sell your property. This makes them more attractive and accessible to new homeowners.

GLOSSARY

Adjustable-rate mortgage (ARM) - A mortgage loan with an interest rate that can change based on market fluctuations throughout the loan's lifetime.

Appraisal - A written justification of the price paid for a property, primarily based on an analysis of comparable sales of similar homes nearby.

Appraisal contingency - Very important protection for the buyer! This is how you make sure that the property is actually valued at the price that was agreed-upon per the contract. If the property ends up appraising for less than the agreed-upon amount, the contract can be terminated.

Appraisal gap Coverage - The difference between the contract price which covers an agreed-upon difference between the purchase price and appraised value. This is often used to accommodate appraised values that aren't able to keep up with fair market value.

As-is - The seller is selling the property or home in its current condition - i.e. they are not going to make any repairs or changes before the sale. Heads up, sellers don't usually use the term "as is" if the listing is in perfect condition so this may be a red flag or it may be a great opportunity.

Assessed value - The value assigned to a property that is used to determine its property tax rate.

Attached home - A structure that shares a common wall or walls with another unit. Examples include townhomes, condominiums, row houses, apartment buildings and high-rise residential towers.

Backup Offer - A backup offer occurs when a seller is already under contract with a buyer, but accepts a contract with a second potential buyer to have as a backup in case the first contract falls through.

Bi-level - Not to be confused with a split-level, a bi-level, also known as a raised ranch, has two (bi) levels with an entrance between the two floors.

Broom Clean - A description of the condition that property is to be in such as floors cleared of trash and swept when being turned over to the buyer or next tenant.

Buyer Agent - A Buyer's Agent is a Real Estate Broker who will represent and protect you, as well as walk you through every aspect of your home purchase.

Closing (also referred to as completion or settlement) - The final step in executing a real estate transaction, which includes finalizing mortgage agreements, paying applicable transaction fees and signing on the dotted line to close the deal.

Closing costs - The fees due at the closing of a real estate transaction. Both the buyer and seller will incur expenses during the closing process including application fees, inspection fees, homeowner's insurance, property taxes and the agent commission for the seller's portion of the transaction.

C.L.U.E. Report - C.L.U.E. is a claims-information report that contains a seven-year snapshot of info about you, including a list of any claims you've made. It also shows information on claims made on the house.

Comparable (or comp) - A recently sold property is used to determine the value of a similar property. Comparables are often used to find the fair value of a home.

Comparative market analysis - A process used to determine the value of a home based on the sales prices of similar properties in the area.

Concession - A benefit or discount offered by the buyer or seller to help sell a home.

Covenants, Conditions & Restrictions (CC&Rs) - A set of limits and rules established by a builder, developer, homeowners association or neighborhood association that govern residences in a particular neighborhood or condominium building.

Due Diligence - during this period of the transaction on the buy side we will ask the seller for any/all information they may have regarding their property and its inclusions. Specifically: If in seller's possession, seller to deliver any warranties, manuals, permits, inspections or reports, blueprints, receipts for work done correlating to the property and/or its inclusions.

Earnest Money - Earnest money is a deposit paid by the buyer, usually within one to three days of your offer being accepted.

Exclusion - Items that are excluded from the sale of a home or property. These may include appliances, chandeliers, electronics, furniture and/or personal property.

For sale by owner (FSBO) - A property listed for sale by the homeowner without the representation of a real estate agent or REALTOR®.

For sale by agent - A property listed for sale by a real estate agent or REALTOR® who is listing their own property sale on the open market.

Good Faith – when a buyer and seller mutually execute a contract, they agree to act in good faith during all dealings therein. Essentially you are promising to engage the other party in a straightforward and honest manner, without any malice or desire to defraud.

Highest and Best - we use this to describe how we like to write offers (and encourage you to do so as well). This is your walk away price, or to say if someone beat you by \$500 you would be ok walking away from the property.

Homeowners insurance - Insurance that covers losses and damages to a homeowner's home and home assets. It also provides liability coverage against accidents in the home or on the property.

Home warranty - A contract with a home warranty company that insures a homeowner with discounted repair and replacement service on major home functionality, such as plumbing and electric.

Improvement Location Certificate (ILC) - An ILC is an inspection of a property conducted by a Colorado Professional Land Surveyor, to locate improvements in relation to boundary/deed lines. This is usually done to meet some requirements of either a title insurance company, lender, investor, property buyer or as stipulated in a contract to buy and sell real estate.

Inclusion - Any removable home asset that the seller has thrown into your contract, possibly to sweeten the deal or to save them the hassle of removing it.

In Severalty - Absolute and sole ownership of property by a legal entity, without co tenants, joint-tenants, or partners.

Inspection - A professional examination of a property's condition, usually paid for by a buyer before closing.

Joint Tenancy - A form of ownership or taking title to property which means each party owns the whole property and that ownership is not separate. In the event of the death of one party, the survivor owns the property in its entirety.

Mediation - Mediation is the term used to describe a relatively informal form of dispute resolution that occurs outside of the court system. In mediation, the parties to the dispute are assisted by a neutral third person called a mediator.

Pre-approval letter (also called a pre-qualification letter -W A document from a lender that expresses tentative willingness to approve the borrower for a loan up to a certain amount.

REALTOR® - A REALTOR® is a real estate agent who specifically is a member of the National Association of REALTORS®. NAR has a code of standards and ethics that members must adhere to.

Seller disclosure- A document presented to the buyer which details all known issues with a home as well as all the home improvement projects they have completed during their ownership.

Special Assessment – when an HOA charges an additional fee on top of the monthly HOA dues to account for an unplanned project or expenditure that was not budgeted for and/or a deficit exists.

Split-level (also called a tri-level) - A home layout that has at least three levels that are staggered. The third level will be directly over the first while the second will be off to the side, connected to both by stairs.

Tenants in Common - As opposed to joint tenancy, when there are two or more individuals on title to a piece of property, this type of ownership does not pass ownership to the others in the event of death.

Title insurance - Insurance that protects the lender (lender's policy) or the buyer (owner's policy) against loss arising from disputes over ownership of a property.

Transaction Broker - A transaction broker is a mutual resource in a real estate transaction. Technically, they do not represent either the buyer or the seller. Instead, they can give both parties information and advice.



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