



SELLER'S GUIDE

YOUR ULTIMATE GUIDE TO SELLING A HOME

*Welcome*





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# ABOUT ME

I believe in an approach to selling your home as unique as you are.



- Born & raised in Spokane, WA
- Licensed Realtor since Jan. 2018.
- Passed my Real Estate exam during winter break of my Junior year of college.
- Graduated from EWU with a bachelors degree in Finance and MIS in 2019.
- To-date, I have sold over \$30 million in volume and been a part of over 100 transactions. Over 50% has been first time buyers!
- Purchased my grandparents home on the North side of Spokane in 2020 that we completely gutted and remodeled.
- Investing - Started flipping homes end of 2022 and also purchased an Airbnb at Priest Lake Summer of 2023.
- Wife and I got married in Puerto Vallarta, Mexico May 2022
- We own two french bulldogs, Winnie and Gus
- We love to travel and try new restaurants!
- In my free-time, I enjoy hanging out with friends, playing basketball, playing video-games, working on house projects, & watching sports

# THE NUMBERS

A little informative snapshot of how we sell.



My listings have sold on average for 7% over asking!

34

Total number of houses I sold last year.



Our houses sell faster than 65% of other homes on the market



Over 200 new friends made



# THE STEPS

Let's take a closer look at the steps to selling your home.



## STEP ONE

### *Preparing*

Make repairs and updates and give your home a thorough cleaning so it shows well.



## STEP TWO

### *Pricing*

We will review comparable listings together and arrive at a price you feel comfortable with.



## STEP THREE

### *Photography*

Professional photos & video are crucial to show your home online. I have a great photographer that will make your home look its best!



## STEP FOUR

### *Showings*

This is often the crucial part of selling. Your home has to remain organized and presentable daily.



## STEP FIVE

### *Review Offers*

Agent collects all offers. Your Agent negotiates on your behalf and reviews all offers with you and manages the winning contract details through closing.



## STEP SIX

### *Closing Day*

Schedule the closing, transfer title, hand over the keys, collect the proceeds!



**SOLD**

# THE MARKETING



## PROFESSIONAL PHOTOS & VIDEO

95% of home searches start online. Your home needs to look great in order to appeal to widest audience possible. We only use the best professional photographers.

## VIRTUAL TOURS/OPEN HOUSES

We can show your home virtually or in real time. Your comfort level is our priority.



## NEIGHBORHOOD FLYERS/POSTCARDS

We make sure your hood is informed first so they can spread the word to their families and friends.



We have a unique marketing system that takes all of your home's needs into consideration.

## SOCIAL MEDIA

Social media is a crucial step to getting your home sold and our social media presence is growing everyday which means your home gets in front of more eyes.

JUST LISTED

77 KING STREET

OPEN HOUSE

SATURDAY 2-4 PM



MODERN LIVING



77 KING STREET  
77KING.COM

URBAN LIVING

amet, consectetur adipiscing elit, per incididunt ut labore et dolore 1 ut 1 ipse ullamcorper malesuada dolor sed morbi ipsum nulla. Ac nibhulum mattis ullamcorper velit pellentesque id nibh tortor id aliquet 1 ipsum morbi ut magna apte arcu. Ut nec sed enim ut. Voluptate ut quam id. Etiam tempor orci eu!

LIVING ROOM | 20' X 10'  
DINING ROOM | 20' X 10'  
KITCHEN | 9' X 10'  
BEDROOM | 15' X 10'  
2ND BEDROOM | 12' X 12'

Expanded into and then to ceiling windows with combined living/dining



Separate kitchen with eat-in area and overlooks main room



SARAH KING  
REALTOR  
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SARAHKING.COM

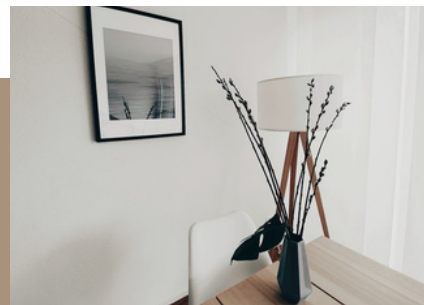


## PROPERTY BROCHURES

We use professionally created brochures for your home, so potential buyers can walk away feeling more impressed with your home.

## STAGING DONE WELL

We assess your staging needs during our first meeting and get the job done regardless of whether you need a little spruce or a large overhaul.



# • THE APPROACH

How we go about selling your home from beginning to end.

## HOME VALUATION

We'll give your home a good once over, make a list of everything we think needs to be addressed before listing, including small and large renovations, landscaping, tidying and small updates that could mean a better return.



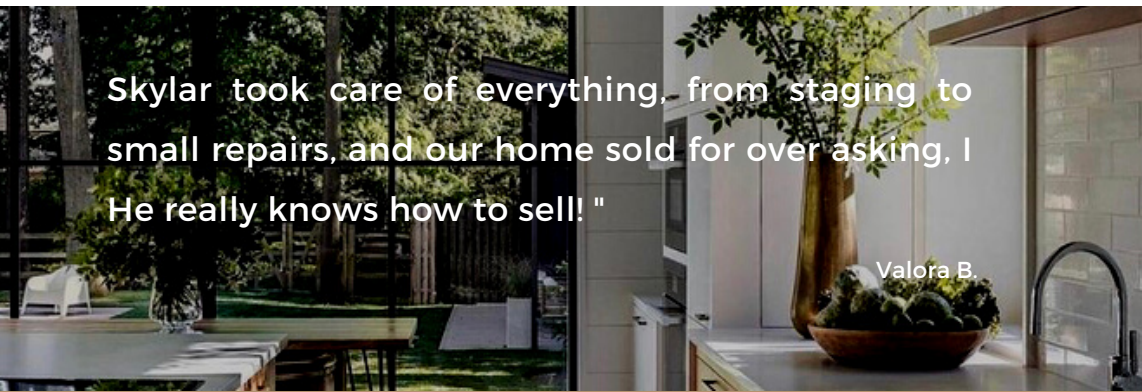
## PREPARATION

Once we've agreed on the tasks that need to be done, we'll get to work on getting your home ready for sale. This usually includes staging, small repairs and storing personal items to make your home as neutral as possible.



## LITING TO SELL

Once your home is in tip-top shape, we're ready to hit the market. Our unique selling strategy is unique to each home and may include, open houses, social media marketing, virtual walkthroughs and print marketing that reach audiences far and wide.



Skylar took care of everything, from staging to small repairs, and our home sold for over asking, I He really knows how to sell! "

Valora B.



# THE STAGING



BEFORE



AFTER

from messy and cluttered to chic and modern



BEFORE



AFTER

A dark and dated room turns into a clean and bright area



BEFORE



AFTER

A complete revamp took this room into a magazine worthy vision

# THE COMPANY

# 4 DEGREES

Park Place is a great real estate agency. We care about your sale.

4 Degrees was founded in the Spokane area in 2018, and has grown steadily over the last 5 years with over 100 agents!

The mission of 4 Degrees is to be the most innovative, knowledgeable and service oriented real estate company in the pacific northwest. As leaders in the marketplace, our goal is to establish a new standard in the industry.

4 Degrees is driven by a team of quiet professionals providing unparalleled service while creating positive impacts on our community. Every person has a vested interest in the success of the organization. When you work with a 4 Degrees professional, you have the power of the entire team behind you!

We are a full service firm dedicated to raising the bar!



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# THE WORDS

What our clients had  
to say about our  
selling process

— ” —

Skylar did an amazing job from start to finish! He was not only able to get us over 6% above asking price but he was also very knowledgeable and kept great communication through the process of selling.

-Michael A.

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— ” —

I truly believe it was his quick action that got us into our new home. He also sold our house with in two days which was awesome!! I 10/10 recommend.

-Jazmin R.

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— ” —

Let's be honest...getting your house ready to list can be a bit daunting. But Skylar is so encouraging, flexible, and genuinely nice that you will never feel pressured in any way.

- Brian S.

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— ” —

Working with Skylar was very easy. He answered all my questions quickly. He is a very respectful and honest person. Sold my house quickly and provided signs and booties to keep my home neat while doing showings.

-Correne S.

---

”

Skylar was patient, compassionate, detail-oriented, and professional.

Overall, he was a real person; down to Earth, kind, and transparent. He handled everything in a very accessible way- explaining things to my family and I every step of the way. He was everything you would want in a realtor.

-Hannah S.



Skylar is a great guy to work with. Makes everything painless and easy. Responds when you ask questions, goes above and beyond. Definitely a 5 star realtor!

-Nathan T.



He did so well we decided to keep him as our listing agent and guys... it was sold in 1 weekend! WELL ABOVE asking price!! If your looking for someone who will walk you through the entire process, are scared or second guess because of the unknown , this definitely is your guy.Hands down best experience I've ever had. Thank you Skylar!!! We love our new home and we're so grateful you didnt mind the drive and late night conversations!!! You rock!

-Jessica Y.

”

”

He stood out as the best Spokane has to offer and was very knowledgeable about the market. My house had multiple offers within the first day way over asking. He made the whole process very easy and stress free!

-Eric M.





# THE FAQs

All of your questions  
answered!

## HOW LONG DOES THE PROCESS USUALLY TAKE?

There are many factors which affect home sales, but our homes generally sell in less than 3 weeks on average.

## WHAT IS A BUYER VS SELLER MARKET?

A seller's market happens when there's a shortage in housing. A buyer's market occurs when there are more homes for sale than buyers.

## WHAT CAN I EXPECT WITH OPEN HOUSES?

We have strict systems in place where no one will be left alone in your home at any given time. Usually it's best if the seller's aren't present during an open house so buyers can feel more comfortable looking around.

●

**READY TO SELL?**



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**4 DEGREES**

JOIN ME ON SOCIAL

