

A HOME SELLER'S GUIDE

From *Listed* to Sold

CENTRAL SAVANNAH RIVER AREA

Derrek Pantelli

BLANCHARD & CALHOUN REAL ESTATE CO.

 (248) 990-1369  dpantelli@blanchardandcalhoun.com  sellingcsra.co



ABOUT ME

Nice to *meet you*



9+ Year Army Veteran

GA & SC Licensed

Realtor

MBA

Master of Law

I'm a licensed Realtor serving buyers and sellers across Georgia and South Carolina. My goal is simple: make sure you feel informed, protected, and confident at every step. I'm a teammate on your journey to find a home, providing honest guidance from someone who genuinely cares about your outcome. It's my ship, but you're the Captain!

 (248) 990-1369
Cell

 (706) 863-8953
Office

 dpantelli@blanchardandcalhoun.com
Email

Your home has a market range. My job is to help you reach the top of it through smart pricing, strong presentation, proper marketing, and steady negotiation from listing to closing.



Leading

REAL ESTATE
COMPANIES
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BLANCHARD
AND
CALHOUN
REAL ESTATE CO.

THE BIG PICTURE

Your sale *at a glance*

1

Initial consultation

We talk goals, timing, home condition, and what a successful sale looks like for you.

2

Pricing strategy

I review comparable sales, buyer demand, and competition so we can position the home with intention.

3

Prep plan

We decide what to clean, repair, remove, or stage before launch.

4

Media day

Professional photos, video, and home details are captured before the listing goes live.

5

Launch marketing

Your home goes live across MLS, major home sites, social channels, email, and agent networks.

6

Showings and feedback

I monitor activity, follow up with agents, and keep you updated.

7

Offer review

We look beyond price to terms, contingencies, financing, timing, and risk.

8

Negotiation

You decide what works. I advise on strategy and handle the negotiation.

9

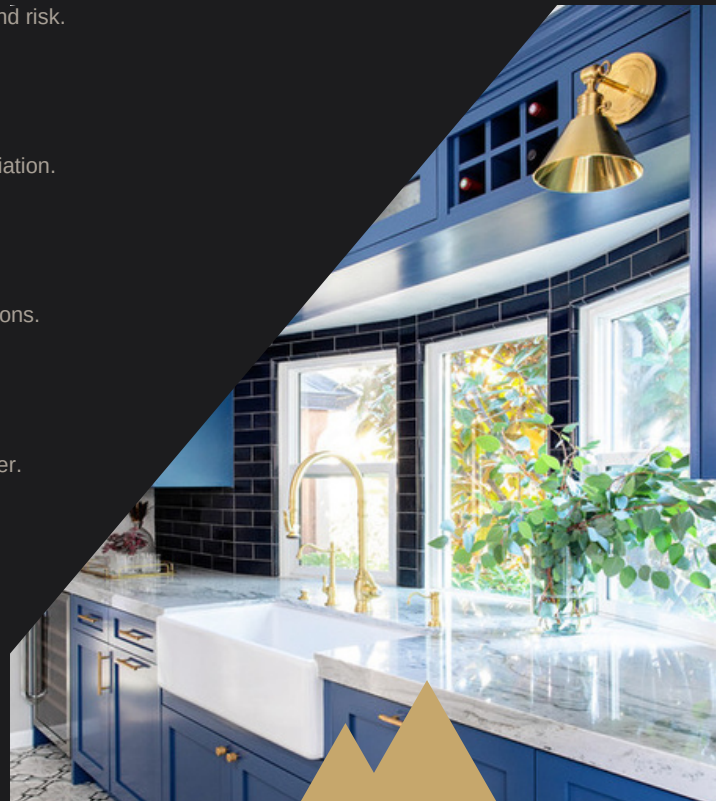
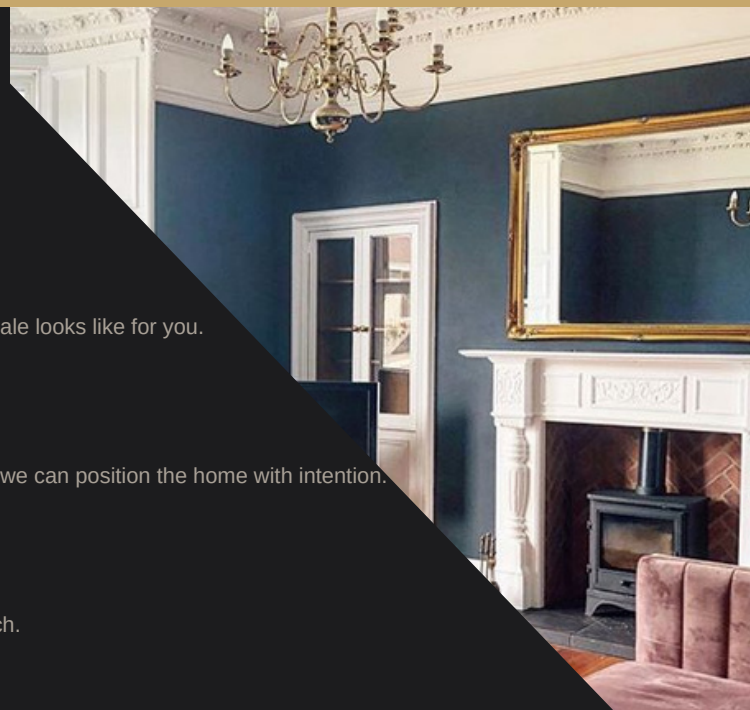
Inspection and appraisal

We work through buyer requests, lender value, and closing conditions.

10

Closing and move out

Final signatures, keys, documents, and a clean handoff to the buyer.



Pricing & *positioning*

Pricing is the first marketing decision. A strong price should attract attention, create confidence, and give us room to negotiate while protecting the first wave of buyer activity.

TOO HIGH

fewer showings
longer days
future price cuts

MARKET VALUE

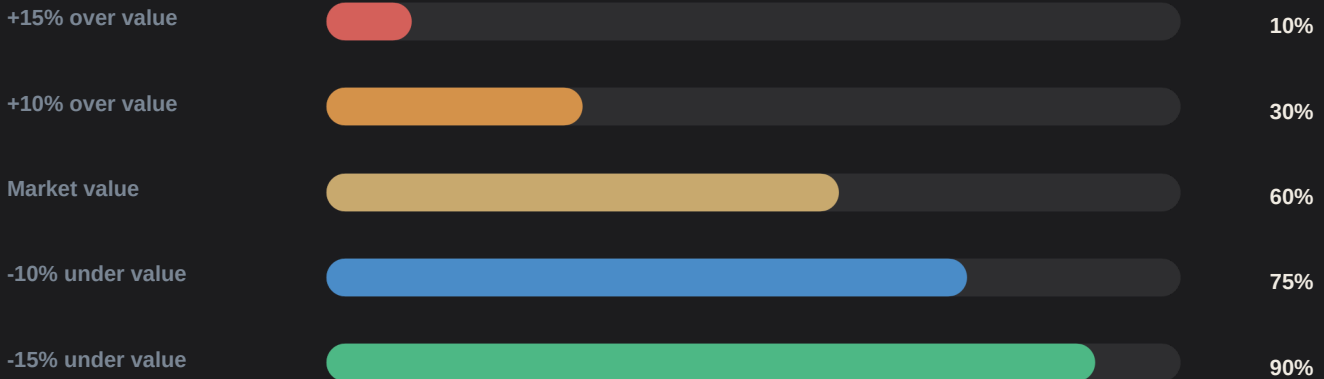
strongest buyer pool
better offer quality
cleaner appraisal path

TOO LOW

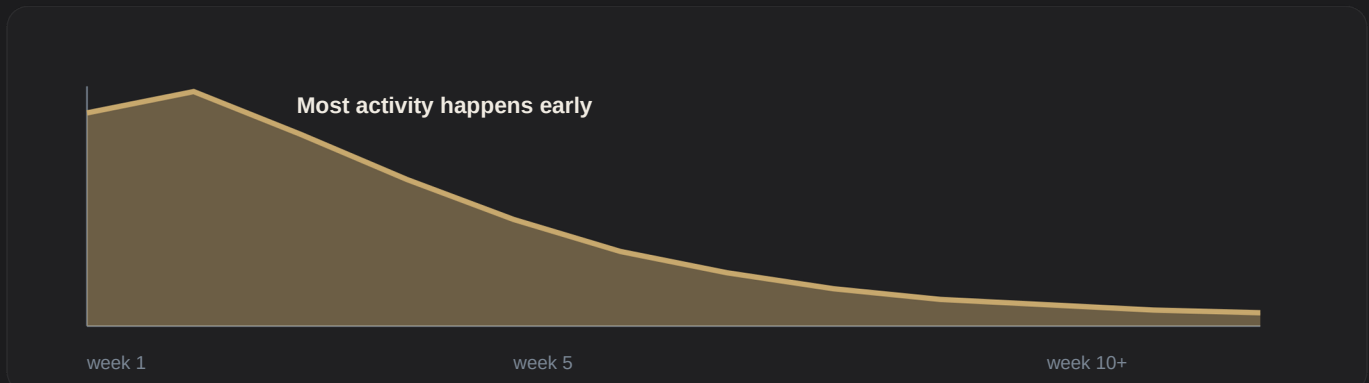
fast activity
possible bidding
manage demand carefully

Buyer activity by asking price

Based on the market value pricing concept used in the seller guide. The closer we price to market value, the larger the active buyer pool becomes.



When attention is strongest



BEFORE LISTING

Preparing *to list*

We focus on the updates buyers notice first: photos, showings, inspections, and offer confidence.



Exterior

- ✓ Wash siding and windows
- ✓ Freshen front door
- ✓ Trim lawn and mulch beds
- ✓ Clear clutter from yard



Interior

- ✓ Declutter counters and closets
- ✓ Remove personal items
- ✓ Clean floors and surfaces
- ✓ Make rooms easy to understand



Paint & fixtures

- ✓ Use neutral paint where needed
- ✓ Replace dead bulbs
- ✓ Clean fixtures
- ✓ Handle small visible repairs



Staging

- ✓ Highlight the best features
- ✓ Define each room
- ✓ Create clean photo moments
- ✓ Make the home feel move in ready

90%

90% of staged homes spent less time on market

5%

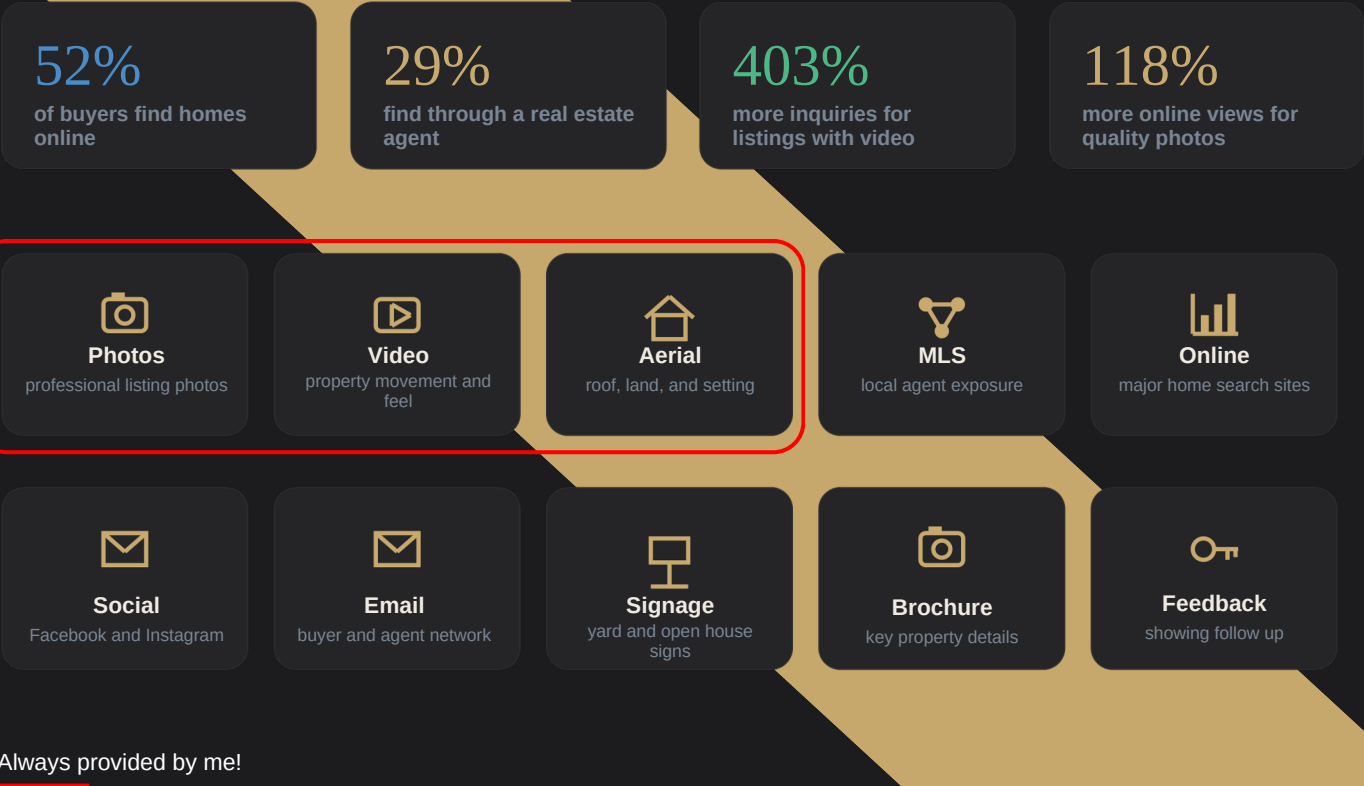
staged homes increased sale price up to 5% more than competitors



LISTING YOUR HOME

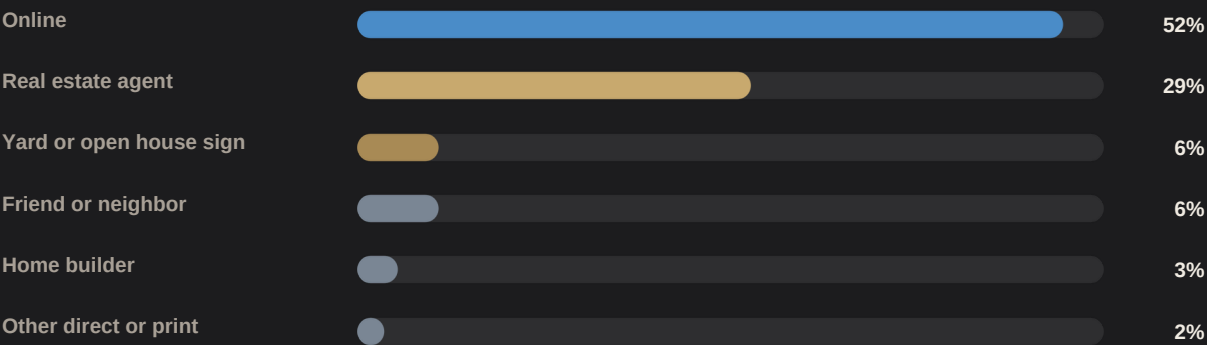
Marketing that gets *buyers in the door*

Once the home is ready, the job shifts from preparation to exposure. The goal is simple. Make the home easy to find, easy to understand, and easy to fall in love with.



Where buyers find their homes

The marketing plan prioritizes the channels buyers actually use.



Buyer source figures reflect the NAR buyer source concept used in the seller guide.

AFTER LISTING

From offer *to closing*

Price is only one part of an offer. We review the full package so you can choose the terms that best fit your goals.

1

Price

net proceeds

2

Contingencies

risk level

3

Cash or approval

buyer strength

4

Loan type

repair rules

5

Timeline

move needs

6

Closing costs

seller credits

7

Repairs

post inspection

8

Appraisal

value risk

Contract to close

1

Offer submitted

Accept, decline, or counter

2

Under contract

Purchase agreement signed

3

Inspection

Buyer may accept, renegotiate, or cancel

4

Appraisal

Lender verifies value

5

Closing

Funds, documents, and keys transfer

6

Final steps

Utilities, policies, documents, and clean handoff



Final seller reminders

- ✓ Bring photo ID
- ✓ Leave keys and openers
- ✓ Gather manuals and receipts
- ✓ Cancel or transfer utilities
- ✓ Update insurance and address
- ✓ Leave the home clean

LET'S WORK TOGETHER

Reviews & testimonials



"Derrek was very helpful right from the start as we were looking at a property. He definitely earned our trust and respect during the entire process and made us feel secure due to his thorough and timely communication and his proactive attitude in finding solutions to all our concerns. Thanks

Derrek!"



Verified by  RealSatisfied

"Derrek was extremely helpful and thorough from start to finish. Communication was clear and consistent, and he was always easy to get in touch with. Great attitude and a pleasure to work with."



Verified by  RealSatisfied



"Derrek was very professional, kind and attentive to my needs. I would highly recommend his services."



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PREFERRED PARTNERS

LENDER

Queensborough National Bank

INSPECTOR

Hargrove Inspection Services

CLOSING ATTORNEY

Hull Barrett, P.C.

LENDER

Edge Home Finance, LLC

INSPECTOR

Legacy Inspection Services

CLOSING ATTORNEY

Wessel, White, Earley, P.C.

