NORTHWEST OHIO • YOUR REAL ESTATE RESOURCE

Your Home Seller's Guide

A thoughtful, practical guide to your next move.

Clear guidance. Personal service. More than a transaction.



Deanna Miller, REALTOR®

Harmony Realty Group

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SCAN TO VISIT

A PERSONAL INTRODUCTION

Meet Your Realtor



Deanna Miller, REALTOR®

With more than 20 years of experience in Northwest Ohio real estate, I understand that buying or selling a home is more than a transaction. It is a personal decision, and every situation deserves individual attention.

Whether you are buying your first home, moving to a new neighborhood, selling a longtime family property, or considering acreage and country living, my approach begins with listening to your goals.

I believe in clear, consistent communication, practical guidance, and keeping you informed throughout the real estate process. I work closely with the professionals involved while making sure your questions and concerns are heard.

I look forward to helping you make your next move with confidence.

Make it a Great Day!

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01 / PREPARE

A thoughtful first impression

Walk through the property together

We look at condition, features, updates, location, lot, storage, and any special attributes. I help identify which preparation may improve presentation without assuming every improvement is worth the expense.

Make it welcoming

Clean, declutter, address obvious maintenance issues, improve lighting, and keep entryways inviting. For acreage or outbuildings, clear access and make sure useful features can be seen safely.

Gather helpful information

Locate available records for improvements, permits, utility information, warranties, and other property details. Complete applicable disclosures accurately and ask an attorney when legal guidance is needed.

Buyers remember how a home feels—and whether its condition is easy to understand.

02 / PRICE & PRESENT

Positioning your property

Pricing is a strategy

We consider relevant sold properties, active competition, property condition, location, features, and current buyer response. A list price is a marketing decision, not a promise of the eventual sale price.

Marketing that fits the property

Professional presentation may include accurate MLS photography, listing details, online exposure, social promotion, and showing arrangements. Country homes, land, barns, and unique properties often need a different approach than a typical neighborhood home.

Showings and feedback

Make the home accessible when practical and keep it ready for visitors. We watch showing activity and feedback. If the market is not responding, we discuss presentation, timing, and price rather than waiting without a plan.

The right price helps the right buyer recognize the opportunity.

03 / OFFERS & NEGOTIATIONS

Looking beyond the offer price

Review the whole offer

We discuss price, financing type, earnest money, inspection and appraisal terms, closing date, possession, requested concessions, and other contract details. A higher offer is not automatically the stronger one.

Compensation and concessions

Brokerage compensation is negotiable and not set by law. A buyer may ask the seller to pay some or all of the buyer-broker compensation or other allowable costs. Any agreement should be evaluated as part of the overall net and terms.

Under contract

Once terms are accepted in writing, we monitor dates and coordinate communications. Inspection findings, appraisal results, financing, and title issues may lead to further discussion or negotiation.

Our focus is the overall result—not just the number at the top of the offer.

CONTRACT TO CLOSING

Typically about 30 days

Many accepted offers close in approximately 30 days. Contract dates, financing, title and other circumstances can change the timing.

DAY 0

Offer accepted

Signed agreement; contract deadlines begin.

DAYS 1–10

Early steps

Earnest money, inspections and negotiated responses.

DAYS 7–21

Financing and title

Appraisal and underwriting; title review and payoff work.

DAYS 21–30

Final preparations

Loan clearance, closing arrangements and walkthrough.

CLOSING

Documents and funds

Signatures, funding and recording as applicable.

A helpful distinction

The title company handles title, closing documents and funds. Your Realtor coordinates real estate steps, negotiations and deadlines. Closing and the buyer’s possession date may be different.

04 / CLOSING & NEXT STEPS

From contract to sold

Plan for the carrying costs

Until closing, ownership expenses may continue: taxes, insurance, utilities, heating or cooling, and maintenance. Consider these alongside the price and timing of a sale.

Closing preparations

The title or closing company handles title examination, payoff coordination, settlement figures, recording and funds as applicable. Your attorney, accountant, or tax adviser can address legal or tax questions specific to your situation.

Property condition and possession

Keep the property in the condition required by the contract, complete agreed items, and arrange utilities and moving plans around the possession date. We coordinate access and the real estate milestones.

Communication throughout

I keep you informed about showings, offers, negotiation points, deadlines, and developments affecting the transaction, while each specialist handles their own professional responsibilities.

Whether it is a family home, estate, acreage, or a unique property, the plan should fit your circumstances.

The next chapter

After closing, the new owners receive keys according to the possession terms agreed upon in the purchase contract.

One chapter closes, and another begins.



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