



The Real Estate Queen of Las Vegas

Step-by-Step Seller's Guide

Selling your home can feel overwhelming, but with the Queen 5-Star Approach—Quality, Understanding, Excellence, Efficiency, and No-Nonsense—you'll have a clear roadmap from deciding to sell to handing over the keys.

The Queen 5-Star Approach



Quality

Premium service and attention to every detail of your home sale



Understanding

Deep knowledge of your unique needs and market conditions



Excellence

Exceptional results through proven strategies and expertise



Efficiency

Streamlined process that saves you time and maximizes value



No-Nonsense

Clear, honest communication with no surprises along the way

Step 1: Initial Consultation & Goal Setting

Meet with me to discuss your goals, timeline, and unique needs. We'll review current market trends and outline a personalized strategy that aligns with your objectives.

During this consultation, we'll cover:

- Your selling timeline and motivation
- Current market conditions in Las Vegas
- Initial property assessment
- Strategic planning for maximum return





Step 2: Home Evaluation & Pricing

I prepare a comprehensive Comparative Market Analysis (CMA) to set a competitive price that attracts qualified buyers while protecting your equity investment.

01

Market Research

Analyze recent sales of comparable properties in your neighborhood

02

Property Assessment

Evaluate your home's unique features, condition, and market position

03

Strategic Pricing

Set optimal price point to generate interest and maximize your return

Step 3: Prepare Your Home



Declutter & Depersonalize

Remove personal items and excess belongings to help buyers envision themselves in the space



Complete Minor Repairs

Address small maintenance issues that could impact buyer perception or negotiations



Professional Staging

Strategic furniture placement and décor to showcase your property's best features



Professional Photos

High-quality photography that captures your home's appeal for online listings

Step 4: Marketing Launch

Your listing goes live across multiple platforms to maximize exposure and attract qualified buyers.

Digital Marketing

- MLS listing with professional photos
- Major home websites (Zillow, Realtor.com)
- Social media promotion
- Email marketing to buyer network

Traditional Marketing

- Custom property flyers
- Open house events
- Neighborhood marketing
- Agent network outreach



Steps 5-6: Showings & Offers



Coordinate Showings

I handle private showings and open houses, gathering valuable feedback to keep our strategy sharp and responsive to market conditions.



Review & Negotiate

All offers are reviewed in detail. I negotiate price and terms strategically to maximize your net proceeds and protect your interests.



Steps 7-8: Escrow & Final Walkthrough

Due Diligence

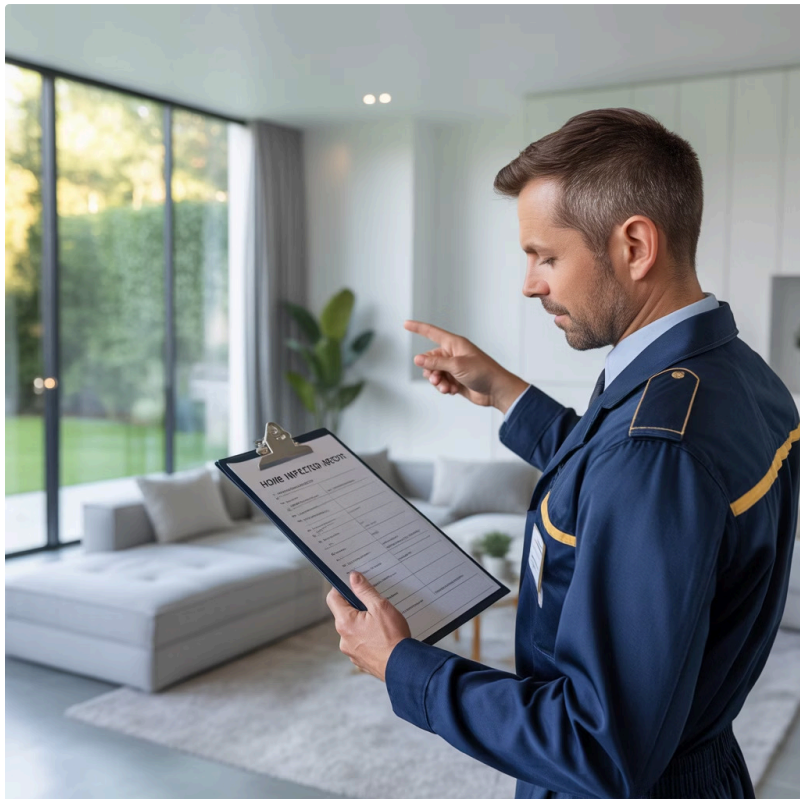
Once under contract, I oversee inspections, appraisals, and any required repairs, ensuring all contingencies are met on schedule.

1

2

Final Walkthrough

Buyers verify the home's condition matches the purchase agreement. Any final details are handled professionally before closing.



This critical phase requires careful coordination and attention to detail. I manage all aspects of the escrow process to ensure a smooth transaction for all parties involved.

Step 9: Closing Day Success

Congratulations!

Sign closing documents, transfer keys, and receive your proceeds—you've successfully sold your home!

Document Signing

Complete all final paperwork with title company

Key Transfer

Official handover to the new homeowners

Receive Proceeds

Get your check and celebrate your successful sale





Contact Kimberly Smith

Your lifelong real estate resource for future purchases, downsizing, or investment needs



Call or Text

702-706-5885



Visit Online

RealEstateQueenOfLasVegas.com



Send Email

kimsellslv2@gmail.com

Even after closing, I remain your trusted advisor for all your real estate needs in Las Vegas.