



Comprehensive Sellers' Guide



My name is Trina Cummins Baum, and I would like to introduce myself as a hard working Realtor® in the Boise/Treasure Valley area. As your local real estate consultant, my practice is to listen, hear and truly understand your needs so that I may respond to them promptly, professionally and with integrity.

By being your consultant, our relationship is built on trust. It is my pledge to provide you with sound real estate advice before, during and after the transaction so that your changing needs are always addressed, and you are able to make the most informed, intelligent decisions possible!

It is not only my business philosophy, but also my higher goal to provide you with personalized service beyond your expectations. After all, it's YOUR satisfaction that defines my present and future success!

Please review this comprehensive sellers' guide to get familiar with the services I provide during the process of selling your home. It contains information about marketing, things you can do to increase the value of your home, pricing strategy to receive top dollar, and tips for making your move less stressful. Located in the back is some homework to make the process easier when it comes time to list your home and some examples of the forms you'll see along the way.

In a few days I will follow-up with a phone call or email to see if you are ready to take the next step and have me come out to see your home to do a more complete market evaluation. If you have questions before then, please don't hesitate to call or email me.

I thank you for the opportunity to help you with this great endeavor!

Trina Baum

Trina Cummins Baum
Keller Williams Realty Boise
208-863-3493
www.SellsBoiseHomes.com
tbaum@sellsboisehomes.com



Mission Statement

My mission is to enjoy life and help others accomplish their dreams.

Philosophy

I believe that by focusing on the needs of others and working toward positive outcomes for all parties my success will take care of itself.

Why I Chose Keller Williams Realty Boise



Values – We value our families, friends and the community we live in. We will not compromise our reputation for any transaction. At Keller Williams we value diversity of people and their opinions, and work to accomplish common goals for profitability and achievement.

Beliefs – W I 4 C 2 T S

Win-Win – Or no deal.

Integrity – Do the right thing.

Commitment – In all things.

Communication – Seek first to understand.

Creativity – Ideas before results.

Customers – Always come first.

Teamwork – Together everyone achieves more.

Trust – Begins with honesty.

Success – Results through people.





What Does a Realtor® Do?

A Realtor® has many responsibilities when looking after a seller's best interests during the sale of their home. Many sellers think that realtors just place a sign in the yard and then cash a big, undeserved commission check. Unfortunately, some agents have proved this true. There is much more involved in the process than that, and I hope to show you the significance and true value I can provide as your Realtor®.

Trina Cummins Baum's Process & Commitment to You

All items noted with an asterisk are described in detail in later pages.*

- Discuss agency representation.
- Listen carefully and analyze your needs in a consultation.
 - What is the most important factor to you?
 - How quickly do you need to sell?
 - How much do you need to make from the sale?
 - What do you want to include/exclude from the sale?
 - What are your expectations of me?
- Conduct a thorough market analysis based on comparable properties recently sold, expired and currently listed in your neighborhood.
- Set pricing that reflects your needs and meets the market.*
- Complete listing agreement, Multiple Listing Service input form, seller's disclosure form, and lead based paint disclosure form.*
- Measure house.
- Advise you on how to stage home for maximum appeal.*
- Set up home warranty to protect your home during listing period.*
- Initiate marketing plan.*
- Follow up on all leads and inquiries, and give you feedback.
- Receive offer(s) and present to you in person.
- Calculate net proceeds and if there are multiple offers compare all terms and advise as to best one.
- Review buyers' qualifications to buy.
- Negotiate and write counter-offers or accept the contract.
- Turn in all paperwork to broker and change listing to PENDING with the Multiple Listing Service.



Trina's Home Selling Process and Commitment to You– continued

- Make sure earnest money is deposited in broker's trust account.
- Note all contingency dates on calendar so none are missed. (loan approval, inspections, title commitment)
- Open title by delivering purchase and sale agreement to the title company.
- Review title commitment for clouds and make sure problems are disclosed and corrected so closing is not delayed.
- Obtain buyer's lender approval if not submitted with offer.
- Get copy of purchase and sale agreement to appraiser.
- Verify home inspection is ordered if required.*
- Make sure home is accessible to home inspector and appraiser and keep you informed of their findings.
- Coordinate execution of any inspector or lender required repairs.
- Arrange any required pest control or mold abatement and obtain certificates of completion.
- Verify survey has been ordered and completed if required.
- Verify well and septic tests are ordered and completed if required.
- Write any addendums needed to keep contract dates valid and show agreement of repairs, tests, etc.
- Provide the title company with any charges to appear on the HUD1. (closing statement)
- Ask that closing papers be drawn before closing so that if any problems arise, we can solve them.
- Insure that you receive copies of all documentation pertinent to the transaction.
- Attend closing with you so that any of your or escrow officer's questions can be answered.
- Coordinate the closing and move-in dates so that they are as convenient to both parties as possible.
- Deliver keys and garage door openers to escrow officer.
- Update Multiple Listing Service by showing house as SOLD.
- Send you a questionnaire to assess how well I performed to your expectations so I can constantly improve my services.



Key Market Factors

How long does it take to sell a home?

There is no easy answer – some homes sell in a few days, others may take several months. Recognizing the key factors influencing a sale can give you significant control over market time.

The proper balance of these factors will expedite your sale:

LOCATION...

- Location is the single greatest factor affecting value.
- Neighborhood desirability is fundamental to a property's fair market value.

COMPETITION...

- Buyers compare your property against competing properties.
- Buyers interpret value based on available properties.

TIMING...

- The real estate market may reflect a seller's market or a buyer's market.
- Market conditions cannot be manipulated; an individually tailored marketing plan must be developed accordingly.

CONDITION...

- Property condition affects price and speed of sale.
- Optimizing physical appearances and advance preparation for marketing maximizes value.

TERMS...

- The more flexible the financing, the broader the market, the quicker the sale, and the higher the price.
- Terms structured to meet your objectives are important to successful marketing.

PRICE...

- If the property is not properly priced, a sale may be delayed or even prevented.
- My comprehensive market study will assist you in determining the best possible price.



Pricing Your Property

Determining price is one of the most critical steps in preparing your home for sale. A well priced home often sells quickly once it is put on the market and can often generate multiple offers. When your home is priced right from the outset and listed with a Realtor®, you maximize your opportunity of reaching the most qualified buyers and obtaining top dollar.

- Pricing your home correctly:
 - Can save you thousands of dollars on your family's largest investment
 - Reduces risk because overpriced homes may eliminate some buyers if it is out of their price range
 - Ensures that other agents will show the home
 - Is good when it comes time to appraise. Your home must appraise at the selling price for the buyer to get financing
 - Can generate multiple offers resulting in a sale at more than asking price
 - Gives you peace of mind to look for your next home

When I see your home and prepare a more complete and thorough market evaluation, I will use my knowledge of recent home sales and your neighborhood to help you price your home correctly.

Remember...Buyers Always Determine Value!

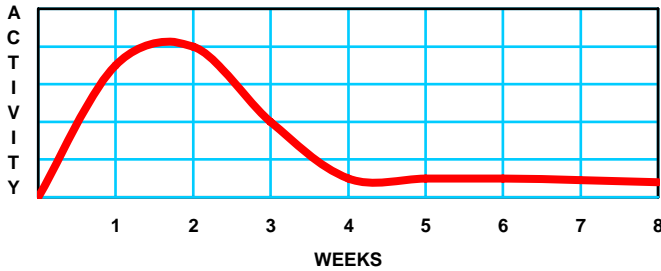
The value of your property is determined by what a BUYER is willing to pay in today's market based on comparing your property to others SOLD in your area. It is not determined by any of the following:





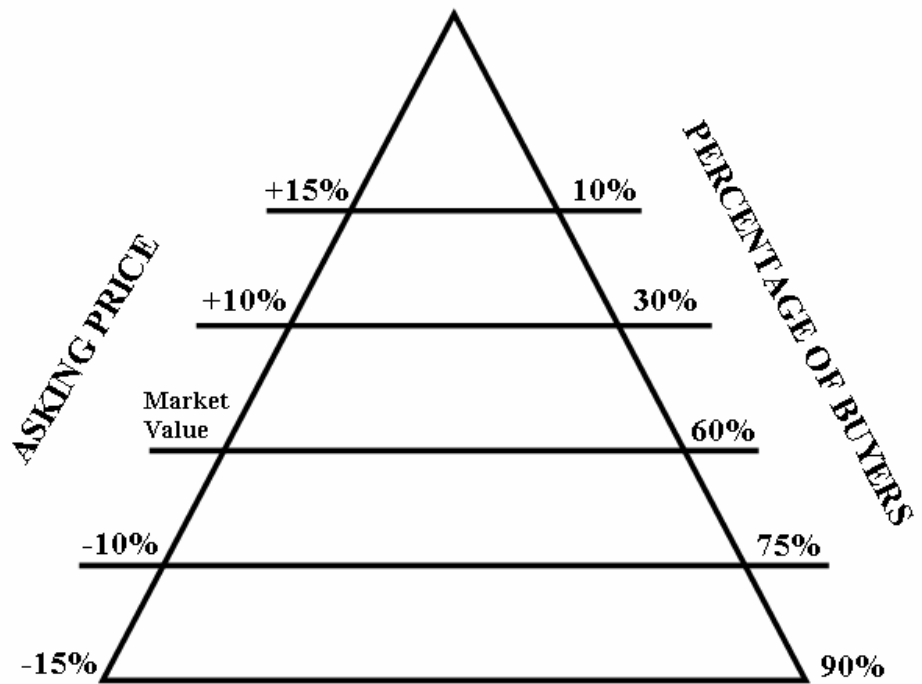
Selling Price vs. Timing

Timing is extremely important in the real estate market. The graph below illustrates the importance of placing your property on the market at a realistic price and terms from the very beginning. A property attracts the most excitement and interest from the real estate community and potential buyers when it is first listed; therefore, it has the highest chance of a sale when it is new on the market.



The Importance of Intelligent Pricing

As the triangle graph below illustrates, more buyers purchase their properties at market value than above market value. The percentage increases even further when the price drops below market value. Therefore, if you price your property at market value, you are exposing it to a much greater percentage of prospective buyers and you are increasing your chances for a sale.





Preparing Your Home to Sell

Remember that you'll never get another chance to make a first impression. And first impressions are what counts! Look at your home objectively and pretend you are seeing it for the first time through a buyer's eyes. Follow these simple tips and create the competitive edge that will charm buyers and make your home sell more quickly.

Drive-up Appeal

- Trim trees and shrubs, clean out flower beds and invest in a few flats of seasonal flowers, scrub or paint the front door, make sure doorbell is working properly, wash the mailbox, keep the porch swept and get an attractive mat for people to wipe their feet.
- Keep the lawn mowed and edged.

Absolute Basics

- Start by airing out the home. Most people are turned off by even the smallest odor. Odors must be eliminated, especially those caused by dogs and cats, soiled diapers and/or cigarettes.
- Wash all the windows in the home, inside and out, and clean/dust window coverings.
- If it has been over a year since the carpets have been cleaned, now is the time to have them cleaned. Bare floors should also be waxed or polished.
- Put bright light bulbs in every socket made for a bulb. Buyers like bright and cheery.
- Clean out closets, cabinets and drawers. Closets should look like they have enough room to hold additional items. Get everything off the floor and don't have the shelves piled to the ceiling.
- Make sure rooms are not overcrowded with furniture. Select pieces that look best, and store the rest at an off-site storage facility. Storing them in the garage will make it look smaller. By storing unneeded items off-site, you'll actually be getting a head start on your packing!
- Keep the kitchen sparkling clean. Make sure all appliances are clean inside and out at all times. Straighten cupboards that appear cluttered and keep floors gleaming.
- Bath tubs, showers and sinks should be freshly caulked. The grout should be clean and in good condition. There should be no leaks in the faucet or traps.



A few more suggestions...

- If you have limited counter space in the kitchen, keep unnecessary items put away.
- Keep children's toys out of the front yard, sidewalks and front porch.
- Clean the ashes out of the fireplace.
- Make sure that the pull-down staircase is working correctly. Be sure there is a light in the attic.
- The pool needs to be sparkling and free of leaves.

For those willing to go the extra mile...

- There are some things you can do that will really add flair to your home. If your house is the least bit dated, changing out wallpaper in the entry, kitchen or bathrooms and replacing outdated light fixtures adds desirability.
- Changing the cabinet hardware goes a long way to update cabinets.
- Fresh paint on interior and/or exterior where needed.
- New appliances in the kitchen can be an exciting feature that can actually make the difference in a buyer choosing your home over another.

Showing your home...

- When you leave the house in the morning or during the day, leave it as if you know it is going to be shown.
- Keep good scents in the house, such as potpourri or simmering pots or candles.
- Make sure all the lights are on and window treatments are open.
- Turn off the television.
- Keep pets out of the way – preferably out of the house. Many people are uncomfortable around some animals and may even be allergic to them.
- Leave your premises. Take a short break while your home is being shown. Buyers are intimidated when sellers are present and tend to hurry through the house.

Protect Yourself and Your Belongings

- Pack away valuables, jewelry, guns, and prescriptions.
- Don't discuss anything about your motivations for selling with a potential buyer or their agent. Doing so could hurt your position.



Home Warranties

Many home purchasers erroneously assume that the Seller is always somehow liable when there is a defect or failure found in the home's cooling, heating, plumbing, electrical and/or appliances after the Buyer moves in. Unless otherwise provided for in the contract however, risk of loss often falls on the Buyer. Even where the contract provides that heating, plumbing, pool & equipment, electrical, etc. be "operative" on or until date of possession, disputes can always arise as to when the breakdown occurred, who is responsible, how the repairs are to be funded, and when they are to be made.

Home warranty plans go a long way to alleviate these risks and concerns. For a modest price (currently basic coverage is \$345 to \$475, slightly more for optional coverage), Seller can provide to the Buyer a one year warranty covering specified heating, plumbing, electrical, water heater or appliance breakdowns. Coverage under most plans commences at closing although some can be made to commence during the listing period as well. In all cases, there are important limitations and exclusions (example: appliances/systems must be operative at commencement of coverage).

Home warranties give buyers peace of mind and can be a deciding factor when selecting one home over another.

I purchase a basic home warranty on behalf of the sellers for every home that I list. In doing so, we assure buyers that they have no unforeseen risks, your home is poised to receive top dollar, and there are no headaches for you after the sale.



Marketing Program

Specific marketing activities to sell your home begin the moment you sign the Listing Agreement. From installing the “For Sale” sign to Internet marketing, I am constantly working to sell your home. My proven marketing plan is designed to expose your home to as many potential purchasers as possible - making them aware of the key selling features and benefits of YOUR home.

In order to receive top dollar, you need top exposure. My proven marketing plan provides you with that top exposure. This includes:

- This invaluable Comprehensive Seller’s Guide to give you and your home a distinct advantage
- Advice for staging your home to maximize its potential
- Attracting the 4500+ area realtors through the Multiple Listing Service and by e-mail brochures
- National internet & relocation exposure through Realtor.com
- Your own personalized website with virtual tour for your home
- Inclusion on my website as a featured listing
- E-cards and flyers to potential purchasers
- Installation of a “For Sale” sign with your personal website address (if you desire)
- Placing directional signs to your property at the entrance of your subdivision if allowed by Homeowners’ Association
- A custom property profile flyer
- Installation of a lock box (if you desire)
- Office Tours – over 350 agents from my office preview your home during office meetings and e-mails
- “Just Listed” cards sent to neighbors and prospective purchasers
- Open House events to expose your home to potential buyers
- Marketing to neighbors and the 400 people in my database
- Written status reports-weekly
- Verbal feedback provided from showings
- Print advertising

I am excited about the prospect of working for you!





Preparing Your Home for an Inspection

Many buyers choose to have a home inspection as a contingency of purchasing a new home. They want to be sure that they are not walking into any unknown pitfalls. The purchase and sale agreement offers the buyers an opportunity to choose a home inspector and have an inspection within a certain period of time. The inspector gives them a written report of the condition of the home and with that, they then have the opportunity to ask the sellers to make certain repairs. The sellers can choose to make all or some of the repairs or counter back that they are selling as is. It is then up to the buyers if they want to continue with the sale.

Here are some tips for getting a good report from the inspector*:

- Remove grade or mulch from contact with siding. (6" clearance)
- Clean out dirty gutters and remove debris from the roof.
- Divert all water away from house, i.e. downspouts, sump pump, condensation drain, etc. Grade should slope away from the structure. Clean out basement entry drains.
- Trim trees, roots and bushes back from foundation, roof, siding and chimney.
- Paint all weathered exterior wood, and caulk around trim, chimneys, windows and doors.
- Seal asphalt driveways if cracking.
- Seal masonry walls in basement.
- Clean or replace HVAC filter. Clean dirty air returns and plenum.
- Point up any failing mortar joints in brick or block.
- Test all smoke detectors.
- Update attic ventilation if none is present.
- Clean chimney, fireplace or woodstove.
- Get all window and doors in proper operating condition.
- Have all plumbing fixtures, toilet, tub, shower, sinks in proper working condition. Repair any leaks.
- Install GFCI receptacles near all water sources and test all existing GFCI receptacles for proper operation.
- Check sump pump for proper operation.



Home Inspections - Getting Prepared Cont'd

- Replace any burned out light bulbs.
- Remove any rotting wood or firewood from contact with house.
- Proper grading recommended under deck.
- Install proper vapor barrier in crawl space. Remove any moisture.
- Caulk all exterior wall penetrations.
- Caulk all tub/shower fixtures, tub/floor and tub/walls.
- Check that bathrooms are properly vented.
- Remove paints, solvents, gas, etc from crawlspace, basement, attic, porch etc.
- Check that toilets are secured to the floor.
- Remove clothes from the washer and dryer.
- Remove dishes from the dishwasher.
- Where windows are at or below grade, install window wells and covers.
- Remove grade from contact with foundation vents.
- Have clear access to all attic, crawlspace, heat systems, garage and other areas that will need to be inspected.
- If a house is vacant be sure all utilities are turned on.
- Notify inspector of any components which are excluded or should not be operated.

You can choose to have your home pre-inspected prior to accepting an offer so that you reduce the chance of last minute surprises and have an opportunity to reduce the expense of repairs.

***Preparation list provided by:**

Matt Dawes

BUILDING SPECS Property Inspections

P O Box 190009, Boise, ID 83719 Phone: 208-323-4900





Some Recent Compliments

Trina was very efficient and thorough on each detail and cared greatly about our needs. Wanted things just right, worked very hard!

- Don & Anne Gross

On or about October 2004, I entered into a contract for sale with Ms. Baum on a home in default. She was not only my agent, but the seller's agent and handled both roles beautifully. She not only negotiated a short sale from the lender, but forestalled a foreclosure proceeding which saved all parties thousands of dollars.

Furthermore, she not only dealt with my lender and his concerns with the property 3 miles away, but communicated with the sellers and their issues from 3,000 miles away.

Lastly, when faced with minor wrangling and adjustments just prior to closing, she not only listened and understood the problems, she effectuated the solution. We closed this convoluted and complicated transaction within about 2 months...and she always had a smile!

So you see the pattern here, Ms. Baum is not only a real estate agent, but an awesome negotiator, and THAT is what you want from your representative!!!

- Ray (last name withheld upon request)

Thank you very much for your stellar performance in marketing and finally the selling of our home in Boise. Your promotion experience and marketing ability from your past experience with Qwest Dex showed in your Market Analysis of our home, it was very accurate and informative. This analysis allowed for a timely sale of our home, which was less than 2 short months. Your efforts in assuring that the sale was completed were exemplary.

In this day of customer service it makes it a pleasure to do business with professional such as you. If and when I have an opportunity to refer your services to other potential clients I will gladly do so.

- James Duncan

Our experience working with Trina in finding our new home was very rewarding. Trina was enthusiastic, friendly and energetic, and she really listened to us. With so many homes to choose from it can get quite confusing at times and Trina's vigilance helped keep us on track. With Trina's help we were able to find the home we were looking for in a short amount of time. In short, Trina was professional, courteous and knowledgeable, and we would recommend her as a realtor. In fact, we already have!

- Glenn & Tara Wallace





Resumé

Having lived in Hagerman, Boise, McCall, Moscow, Coeur d'Alene, Portland, and Seattle, I'm proud to say that I finally made Boise my permanent home in 1998. It offers four beautiful seasons, outdoor recreation, big city amenities, and small town pleasantries. People go out of their way to be helpful just like all of the agents found here at Keller Williams!

I've been in sales since my grade school days selling Girl Scout Cookies. Upon graduation from the University of Idaho, I managed a million dollar college textbook territory in Seattle. Much of my recent career has been spent helping business owners market and grow their businesses through yellow page advertising.

All of these positions required attention to detail and the ability to truly listen to my clients' needs. My belief has always been that if I do what is right for my client, and for my company, my success will take care of itself. This "Win-Win" philosophy is at the core of my real estate business and is the foundation upon which all my relationships are built.

My mission is to enjoy life and help others accomplish their dreams. If your dreams involve buying or selling a home or building your nest egg through investment property, you'll find yourself pleased with the level of professionalism and customer care you receive through my services. I look forward to working with you!

“Don't aim for success if you want it; just do what you love and believe in, and it will come naturally.” ~ *David Frost*





Homework Involved in Your Real Estate Transaction

- **Expectations Review***
- **Home Preparation Checklist***
- **Utility Information***
- **Check-List for Moving with Less Stress**

***Suggested homework to make the selling process easier for all parties.**



To Better Serve Your Real Estate Needs:

I want to act in your best interest. Please tell me your expectations and concerns before we begin the process of marketing your home.

	Not Concerned					Very Concerned	
Buyer's Qualifications?	0	1	2	3	4	5	
Multiple Listing Service?	0	1	2	3	4	5	
Broker Fees?	0	1	2	3	4	5	
Showing Procedures?	0	1	2	3	4	5	
Advertising?	0	1	2	3	4	5	
Open Houses?	0	1	2	3	4	5	
Inconvenience?	0	1	2	3	4	5	
Possession by Purchaser?	0	1	2	3	4	5	
Pricing?	0	1	2	3	4	5	
Closing Costs?	0	1	2	3	4	5	
Security?	0	1	2	3	4	5	
Salability?	0	1	2	3	4	5	
Financing Options?	0	1	2	3	4	5	
Negotiations?	0	1	2	3	4	5	
Time on Market?	0	1	2	3	4	5	

Thank you for your input. I look forward to working with you.



Home Preparation Checklist – Things to Do

Homes that convey pride of ownership often sell faster and frequently receive the best offers. What do you need to do to maximize your home's potential?

Landscaping

- Lawn _____
- Hedges / flowerbeds _____
- Fences / gates _____
- Walks / driveway _____

Exterior

- Paint _____
- Porches/decks _____
- Siding _____
- Front door _____
- Roof / gutters _____

Entry, Living room, Dining room

- Floors / carpeting _____
- Walls / ceilings _____
- Fireplace _____
- Window coverings _____
- Furniture arrangement _____

Kitchen

- Flooring _____
- Walls / ceiling _____
- Cabinets _____
- Countertops _____
- Appliances _____
- Sink / faucet _____

Bathroom(s)

- Tub / shower _____
- Sink / faucet _____
- Vanity _____
- Toilet _____
- Floor _____
- Walls / ceiling _____

Bedrooms

- Floor / carpeting _____
- Walls / ceiling _____
- Window coverings _____
- Closets _____
- Furniture arrangement _____

Basement

- Stairway / Handrails _____
- Floor _____
- Storage areas _____
- Finished area _____

Garage

- Door / opener _____
- Storage _____
- Floor _____

General

- Windows _____
- Doors _____
- Lights _____
- Cleanliness _____
- Odors _____
- Access _____



Utility Information

Please fill in the following information:

PROPERTY ADDRESS:

Electricity Provider:

High: _____ Low: _____ Average: _____

Gas Provider:

High: _____ Low: _____ Average: _____

Solid Waste Provider:

High: _____ Low: _____ Average: _____

Water Provider:

High: _____ Low: _____ Average: _____

Homeowner Association Fees:

\$ _____ Annual Quarterly Monthly Other _____
 Mandatory Voluntary



Check-List For Moving With Less Stress

Things to Do Before You Leave

- Contact Your Local Realtor®
 - Your local Realtor® can assist you in locating a real estate consultant in your new town. They can help you start the process of hunting for a new home BEFORE you get there.

- Give Address Changes to the following:
 - Post Office
 - Charge Accounts, Credit Cards
 - Subscriptions: Notice requires several weeks.
 - Friends and Relatives

- Bank
 - Transfer funds, arrange check cashing in new city, and procure cash or travelers checks for day of move.

- Insurance Company
 - Notify company of new location for coverages. Ask if your current agent can help you or provide referral for new agent. Remember all policies. (Life, Health, Fire and Auto.)

- Utility Companies
 - Schedule Disconnects (Gas, Electric, Water, Sewer, Telephone, Cable)
 - Get refunds on any deposits made.

- Medical, Dental, Prescriptions
 - Ask doctors and dentist for referrals.
 - Transfer needed prescriptions, eyeglasses, x-rays.
 - Obtain birth records, medical records, etc.

- Veterinary
 - Ask veterinarian for referrals.
 - Obtain medical records.
 - Plan for transporting your pets. Often the veterinarian can provide tranquilizers to make your pet's trip more pleasant.

- Donate Unwanted Items to Local Charity



More Things to Do Before You Leave

- Contact Your Moving Company
 - Inquire about insurance coverage, packing and unpacking labor, arrival day, various shipping papers, method and time of expected payment.
- Household Necessities
 - Empty Freezer
 - Defrost Freezer and clean refrigerator. Place charcoal to dispel odors.
 - Have appliances serviced for moving.
 - Clean rugs or clothing before moving and have them wrapped for moving.

On Moving Day

- Make sure you have enough cash or traveler's checks to cover cost of moving services and expenses until you make banking connections in your new city.
- Carry jewelry and important documents yourself or use registered mail.
- Carry daily prescriptions with you.
- Pack things to entertain the children and make sure they each have one of their favorite things with them.
- Double check closets, drawers and shelves to be sure they are empty.
- Leave all old keys and garage door openers needed by new tenant or owner with Realtor or neighbor.
- Check on service of telephone, gas, electricity, and water.
- Check pilot light on stove, water heater, incinerator and furnace.

At Your New Address

- Have new address recorded on driver's license/apply for state driver's license.
- Register car within five days after arrival in state to avoid penalty when getting new license plates.
- Register children in school.
- Arrange for medical services: doctor, dentist, veterinarian.



Helping Children Cope With the Move

Remember, even if you only lived in a home for a few years, to a young child it is nearly their entire lifetime.

- Show the children the new home and their new room prior to moving. If this is not possible, pictures or videos will help them visualize where they are going.
- Assure children that you won't forget their friends.
- Make a scrapbook of the old home and neighborhood.
- Throw a good-bye party. At the party have their friends sign a t-shirt.
- Have your children write good-bye letters and enclose their new address. You may wish to call the other children's parents so that they will encourage return letters.
- When packing, give your children their own box and let them decorate it.
- Start a scrapbook for your new home.
- Visit your children's new school, park, church, etc... Take a camera.
- Help your children invite new friends over to your new home.
- Let your children choose a new favorite restaurant. This will help them feel in control of their New World.
- Encourage them to send letters about their new home to their friends.
- Involve your children in groups, sports, and activities like the ones they used to participate in.



Additional Copies

Thank you so much for taking the time to review **The Comprehensive Seller's Guide**. My goal is to provide you with the most professional and informative service available so that when it comes time that you are ready to sell your home and purchase the next one, I'm the person you want to call.

If you liked the information found in this packet and would like to share it with family or friends, please contact me with their name, address and phone number and I'll make sure they receive one. If they would rather remain anonymous, they are welcome to download the file from my website.

A **Comprehensive Home Buyer's Guide** can also be provided to assist you in the purchase of your next home. It too can be found on my website or I can get a hard copy to you.

Remember, you're always just a call or mouse click away from exceptional service!

Sincerely,

A handwritten signature in black ink that reads "Trina Baum".

Trina Cummins Baum

Keller Williams Realty Boise

Cell: 208-863-3493

Fax: 208-333-9730

tbaum@sellsboisehomes.com

www.SellsBoiseHomes.com

Where Service Exceeds Expectations

