

# **Real Estate Guide**

**Buy. Sell. Rent**



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## Damir Mujkic

I am a real estate agent who specializes in DC Metropolitan real estate. I graduated from Virginia Tech with a B.A. in Finance. I worked at Deloitte providing consulting services to the Real Estate Industry and later worked at Freddie Mac in a senior position. I worked in the full spectrum of the real estate industry. Now I help my clients buy, sell, and rent properties – managing every aspect of the real estate process. No matter whether you're looking to sell your current home, or find a new rental property to rest your head, I can help you secure the best opportunities in the real estate market. When you decide that you'd like to buy or sell a home in DC Metropolitan Area, please contact me.

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**4.5%**

## Full Listing Service for Sellers

- Full Time Realtor providing Expert Seller Representation
- Full Commission for Buying Agents
- Free Professional Photography
- Professional marketing utilizing both traditional methods (flyers, brochures, mailings, etc.) and modern platforms (Google, social media, Zillow, etc.)

**4.5%  
My Full  
Service  
Listing**



**6%  
Standard  
Commission**



**Buyers  
Receive  
\$500 per  
\$100,000 of  
the sales  
price**

- I give a portion of the commission to my home buyers at settlement
- Receive \$500 per \$100,00 on the sales price of resale home
- Example:
  - \$400,000 home = \$2,000 cash gift
  - \$800,000 home = \$4,000 cash gift
- Full Time Realtor providing Expert Buyer Representation

**Buyers Receive \$500  
per \$100,000 of Sales  
Price**





# BUYING

Buying a home is an exciting and complex adventure. It can also be a very time-consuming and costly one if you're not familiar with all aspects of the process and don't have all the best information and resources at hand.

One of my specialties is representing the best interests of not only DC Metropolitan buyers but also first-time home buyers throughout the home buying process. My comprehensive, high-quality services can save you time and money, as well as make the experience more enjoyable and less stressful.

If you're like most people, buying a home is the biggest investment you will ever make. So whether you're buying a starter home, your dream home, or an investment property, why not take advantage of my experience as a local market expert for the DC Metro area to make the most informed decisions you can, every step of the way.

## Home Buying Process

# 1

### Get Pre-Approved

A pre-approval letter not only shows sellers that you are serious but it allows us time to improve your credit profile to obtain the best financing terms.

*Pro Tip: It is always prudent to shop your mortgage with several lenders to obtain the best rate and terms! I have a network of lenders that I can recommend who are highly competitive and can help you determine the best financing option for your situation.*

# 2

### Determine Your Budget

Just because you can qualify for a larger mortgage doesn't mean that is the best option for you and your family. Make a decision based on your current and future needs.

# BUYING

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## Determine Housing Wants and Needs

Make a list of “must haves” and “nice to haves” – consider location, commute, schools, square footage, number of bedrooms and bathrooms, etc. As your agent I serve as a sounding board to compare your wants and needs to what is available on the market.

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## Get to Know the Area

I am a full time realtor and can show properties at any time! I advise my clients to initially see several homes to gain an understanding for what is available on the market and to gain a feel for the community.

*Pro Tip: Bring your trusted advisers – parents, family, friends, and kids – to open houses to get an extra set of eyes and a different perspective.*

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## Make an Offer

To make the best offer you must have all essential information at hand. I will provide you with a comparative market analysis, neighborhood trends, school districts, and research the unique factors such as nearby development projects that may impact future home value.

I will work to ensure that we provide a purchase contract that provides the best value for you! Things to consider: Timeline, Contingencies, Seller Concessions, Appraisal, and Home Inspection.

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## Settlement

I will walk you through the sales contract and addendums before we submit an offer. I take great pride in educating my clients on the home buying process. I am always available for questions. I will be there at closing to ensure that my services are always available to you

# SELLING

For most families, their home is their largest financial asset, and deciding to sell is a big decision that involves a lot of preparation and work. When you're ready to sell it's important to have an experienced real estate professional handle the details involved in the successful sale of a home for top dollar.

As an experienced professional who has helped many Northern Virginian residents sell their homes, I know how to handle every aspect of the selling process – from strategically marketing and showcasing your home, to making sure everything is signed, sealed and delivered by the closing date.

Providing my clients with comprehensive, high-quality listing service is my top priority. So when you decide to sell your home, please contact me and let's get started!

## Selling Strategy

### Full Service Listing for 4.5%

- The average cost of selling a home in the DC metropolitan area is 6% of the sales price. This can be very cost prohibitive for a seller's bottom line.
- I strive to provide the best value and professionalism for my clients.
- Professional photography is provided to my clients at no cost – an average value of \$500.
- I always offer the full commission to the buyers agent. My goal is to generate as much traffic as possible to get your house sold!
- Professional marketing utilizing both traditional (flyers, brochures, mailings, etc.) and modern (google, social media, zillow) platforms.

### Pre- Listing Preparation

- I will pay for a professional photographer to show the beauty of your home. After all, pictures are worth a 1,000 words.
- Pre-Listing Walkthrough – I will inspect the property and make recommendations to improve market appeal and property value. Further, we will discuss the possibility of staging the property and completing any minimal home improvement projects to increase the sales price!



# SELLING

## **Pricing Strategy**

- I will formulate a pricing strategy to get top dollar for your property!
- To determine the best price-point it is essential to have all the information at hand. I will perform a market analysis to determine the inventory of like properties, currently active/pending properties, and absorption rate of the market (days to sell for like properties). With all of this information gathered we will work together and determine the best pricing strategy to get your house sold.

## **Contract Negotiations**

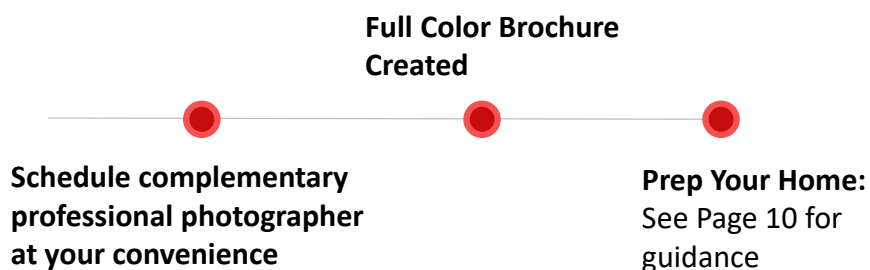
- I will work to ensure that we obtain the best terms possible for you! Things to consider: Timeline, Contingencies, Seller Concessions, Appraisal, and Home Inspection

## **Settlement**

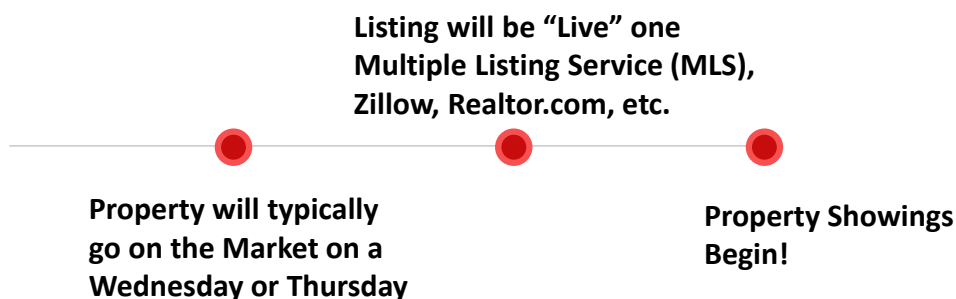
- I will walk you through the sales contract and addendums before we list on the market. I take great pride in educating my clients on the home selling process. I am always available for questions. I will be there at closing to ensure that my services are always available to you

# LISTING TIMELINE

**7 to 14  
Business Days**  
before Your House  
goes on the Market

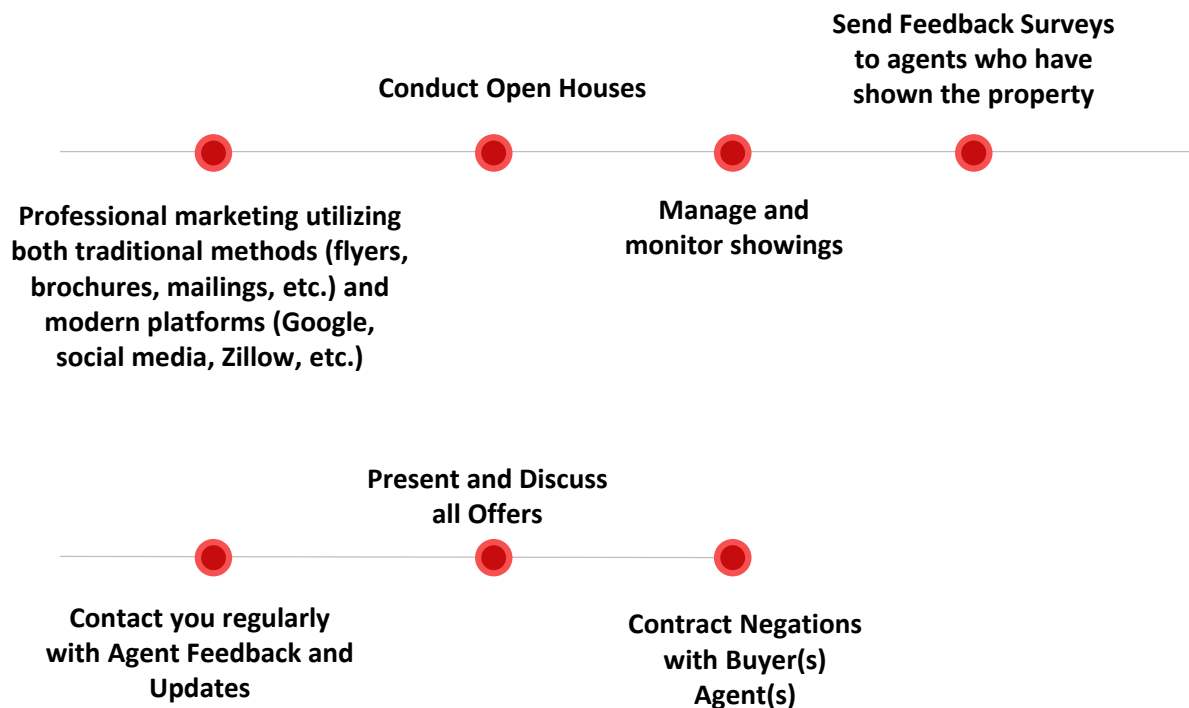


**The Day**  
Your House Goes  
on the Market



# LISTING TIMELINE

## Ongoing Steps



## Finalize the Closing



# PREPARING YOUR HOME TO SELL



## **Make the Front Entrance Inviting**

(Polish/Replace Door Hardware & Ensure Functional Doorbell)



## **Clear Away Clutter**

(Remove Personal Pictures, Clear Counters, Clean House Thoroughly)



## **Remove Stains from the Carpets**



## **Tidy the Refrigerator, Stove, Drawers, Cabinets, Closets, etc.**



## **Freshen the Appearance of Rooms**



## **Put a Fresh Coat of Paint on Walls**



## **Arrange Furniture for Spaciousness**



## **Do all you can to Reduce Odors**



## **Perform Minor Repairs, if necessary**



## **Replace Outdated Light Fixtures**



## **Don't Forget the Garage and Basement**

# COMPETITIVE MARKET ANALYSIS

## The Market Value of Your Home

Our goal is to obtain the top selling price for your home. To help determine the proper asking price for your home, we conduct a comprehensive analysis of the market from comparable properties offered for sale in your area.

This comprehensive market analysis, or CMA, is prepared specifically for you based on homes similar to yours and the latest information on real estate prices. Databases, such as Fairfax County tax records, are used to identify the properties that are most similar to your home and therefore most relevant to our market analysis.

Through detailed examination of the features of comparable properties, the location of these homes and the terms of their listings and sales, we can establish the potential market for your property. By conducting this analysis carefully, I can help you pinpoint the price for your home.

## Our CMA Takes into Account

### Similar Properties that are **Currently Listed**

This information is vital because it not only indicates the current pricing for comparable homes, but also identifies the competing properties that are potentially available to the prospective homebuyer.

### Similar Properties that have **Recently Sold**

This is critical information because it identifies what homeowners have actually received for properties over recent months and what financial institutions will use in determining what they are willing to lend a buyer for your house.

### Similar Properties that have **Sales Pending**

This information is strategic because it represents the most current data available regarding the property prices the market will bear.



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