

FROM LISTED
TO

Sold

A HOME SELLER'S GUIDE



Toni Green
AFFILIATE BROKER

CRYE-LEIKE®
REAL ESTATE SERVICES

OFFICE 901-757-2500 | MOBILE 901-569-8486 | EMAIL TONI.GREEN@CLHOMES.COM



MEET TONI GREEN

Selling a home is both a financial decision and a personal one. Choosing the right Realtor means choosing someone you trust to guide you through pricing, marketing, negotiation, and the many details that happen behind the scenes. My goal is to make that process clear, strategic, and as smooth as possible.

Originally from New Orleans, I have proudly called Germantown home for more than three decades. Raising my five children here and being involved in the local community has given me a deep appreciation for the neighborhoods, schools, and lifestyle that make the Memphis area special.

As a full-time Realtor® with Crye-Leike, I combine local market knowledge with thoughtful communication and a strategic marketing approach designed to position homes competitively in today's market. With more than 45 closed transactions and experience across a wide range of price points, I help my clients navigate pricing strategy, preparation, and negotiation with confidence.

I have earned advanced industry designations including Graduate, REALTOR® Institute (GRI), Accredited Buyer Representative (ABR®), Seller Representative Specialist (SRS®), and Senior Real Estate Specialist (SRES®). These certifications reflect ongoing training in negotiation, pricing strategy, and client representation.

Clients often tell me they appreciate two things most about working together: clear communication and thoughtful guidance. I believe staying in touch, answering questions quickly, and solving problems before they become obstacles are essential to a successful sale.

When I'm not working with clients, you'll likely find me cooking, gardening, practicing yoga, playing pickle ball, or walking my dogs, Samson and Winston. Real estate is ultimately about people and relationships. I would be honored to help you navigate the sale of your home and the next chapter that follows.



MEET TONI GREEN

VISION STATEMENT

“While holding myself to the highest professional and ethical standards, I work to help my clients make educated real estate decisions. My goal is to prove myself worthy of their trust and friendship, so that I may become a long term friend and advisor.”

QUALIFICATIONS & DESIGNATIONS

- MAAR Multi-Million Dollar Club
- CRYE-LEIKE Multi-Million Dollar Club
- SRS, Seller Representative Specialist
- SRES, Senior Real Estate Specialist
- GRI, Graduate, Real Estate Institute
- ABR, Accredited Buyer’s Representative
- RENE, Real Estate Negotiation Expert
- Leading Real Estate Companies of the World Relocation Specialist
- Licensed in Tennessee Since 2018

MY PLAN OF ACTION TO GET YOUR HOME SOLD

MY OBJECTIVES ARE:

- To provide superior service, to be sensitive to your needs and dedicated to your satisfaction.
- To get as many qualified buyers as possible to view your property, using my marketing plan, until it is SOLD!
- To communicate the results of our activities on a schedule we determine.
- To assist you in negotiating the best possible contract purchase price, terms and conditions acceptable to both you and the buyer for your property.
- To manage the moving parts of the transaction in order to get to closing on time.

5 POINTS OF VALUE:

ENHANCE YOUR PROPERTY

We will conduct a walk-through of the property to determine the best possible areas to enhance the value through staging, repairs, or improvements to achieve top value.
Staging consultation provided if needed.

PRICING STRATEGY

Designed to not overprice your property and scare buyers away and not underprice your property and leave money on the table.

MARKETING PLAN TO GIVE "MAXIMUM EXPOSURE"

After walk-through and staging are complete, we will have a professional photographer and/or videographer highlight the best areas of your home to generate more online activity, showings, potential buyers and more offers.

NEGOTIATE THE BEST CONTRACT

The highest price offer is not always the best offer. We want to negotiate the best possible offer that will achieve your goals and make it to closing.

MANAGE YOUR TRANSACTION

There are many moving parts in a real estate transaction. My job is to manage those moving parts and help you get to closing on time.

FROM LISTING TO CLOSING

HOW I SERVE MY CLIENTS

PRELISTING

- Make and confirm listing appointment. Review all pre-appointment questions from Seller.
- Review all comparable current listings.
- Research sales activity, price range, and days on market for neighborhood and area,
- Review property tax roll and assessor information.
- Research and verify legal description, zoning, and owner's legal names.
- Perform exterior Curb Appeal assessment.
- Confirm current public schools.

LISTING CONSULTATION

- Tour property and Ask Questions.
- Discuss Staging Options and Ideas.
- Discuss Marketing plan.
- Present Seller with current market conditions and projections.
- Present preliminary CMA to Seller.
- Offer pricing strategy with updates to CMA based on condition of home, updates, and current market conditions.
- Explain agency brokerage relationship.
- Review and explain clauses in listing contract and addendum. Answer Questions.
- Mutual decision to List the Property
- Give Seller property condition disclosures to fill out. (Lead Bases Paint if applicable.)

LISTING PREPARATION

- Gather square footage information. Measure room sizes and make a floor plan of home for listing. Obtain house plans if available.
- Prepare showing instructions and confirm showing times with Seller.
- Discuss possible buyer financing alternatives and options with Seller.
- Review current appraisal if available.
- Gather Home Association information and paperwork.
- Research utility companies and gather average use costs if possible.

FROM LISTING TO CLOSING

HOW I SERVE MY CLIENTS

- Verify sewer and well information if applicable.
- Verify termite coverage and whether policy is assumable.
- Prepare a detailed list of property amenities and assess market impact.
- Prepare a detailed list of property's inclusions and conveyances with sale.
- Compile a list of completed repairs and maintenance items. Discuss benefits of a Homeowner warranty. Order warranty if Seller chooses to offer.
- Verify presence of security system and whether it owned or leased.
- Have an extra key made for lock box and one for file.
- If rental units on property, make copies of all leases for retention in listing file. Verify all rents and deposits. Inform tenants of listing and discuss how showings will be handled.
- Arrange professional photography.
- Arrange for installation of yard sign.
- Install key box. Create showing instructions for MLS.
- Review staging information and make suggestions.
- Enter property into MLS Database. Upload property condition disclosures. Create a list of updates and load in the MLS.
- Add property to company's active listings.
- Create print and online advertising.
- Coordinate showings with owners, tenants, and other agents.
- Prepare fliers and feedback reports.
- Share marketing fliers with all agents in office.
- Mail out Just Listed information to neighborhood residents.
- Advise network referral program of listing.
- Review comparables regularly to ensure property remains competitive.
- Feedback emails sent to buyers' agents after showings.
- Review showing data weekly.
- Discuss feedback with Seller to determine if any changes are needed.
- Plan calls to Seller to discuss progress at intervals determined by Seller.
- Continue with online marketing and advertising.

OFFERS AND CONTRACTS

- Receive and review all offers submitted.
- Evaluate offer terms and conditions for comparison purposes.

FROM LISTING TO CLOSING

HOW I SERVE MY CLIENTS

- Meet with Seller to explain merits and weaknesses of each offer.
- Confirm buyer is pre-qualified by calling lender. Obtain letter if not submitted with offer.
- Negotiate all offers per Seller's direction.
- Prepare counter offers, acceptance or amendments. Send to Buyer's agent.
- When offer is accepted, send copies of contract to office, Seller, and closing attorney.
- Record and promptly deposit Buyer's earnest money in escrow account.
- Advise Seller of any additional offer submitted between contract and closing.
- Change status of listing in MLS and update Transaction management system

INSPECTIONS

- Coordinate with Seller times for Buyer's inspections.
- Ensure Seller complies with time lines and clauses for inspections.
- Explain Seller responsibilities. Recommend seeking an attorney for legal questions and interpretations.
- Negotiate the requested repairs with Buyer's agent after inspection report is received as per Seller's instructions.
- Assist Seller with identifying contractors to perform required repairs. Oversee repairs on Seller's behalf if necessary. Work to ensure Buyer's satisfaction with work after completion.
- Follow loan processing through to the underwriter. Contact lender weekly to ensure processing is on track.
- Create an appraisal packet to provide any pertinent information to the appraiser as well as list of updates and comps used.
- Coordinate appraisal with Seller. Meet appraiser at specified time. Assist Seller in questioning a low appraisal.

PRE-CLOSING

- Coordinate closing with Buyer's agent and lender.
- Update all forms and files.
- Ensure all parties have copies of all forms needed for closing.
- Confirm closing date and time and inform all parties.
- Assist in gathering any necessary information for closing.
- Work with Buyer's agent to schedule final walk through.
- Request final closing figures from closing agent. Review figures to ensure accuracy.
- Provide warranty information for closing if ordered.
- Coordinate closing with Seller's next purchase if applicable.
- Change MLS status to Closed and provide all pertinent information to close the transaction.

WE HELP PEOPLE
ACHIEVE THEIR DREAMS
OF HOME OWNERSHIP.

Harold E. Croy



For over forty-five years, **CRYE-LEIKE®** has delivered a passionate commitment to unsurpassed service in our communities.

CRYE-LEIKE® commitment inspires our agents to exceed expectations by constantly improving their relationships with clients and responding quickly to their customer needs while conducting business with integrity and trust.

As one of the nation's largest full service real estate companies, **CRYE-LEIKE®** has a network of more than 2,800+ sales associates and over 130+ offices located in seven-state region: Tennessee, Alabama, Arkansas, Florida, Georgia, Kentucky, Mississippi, plus Puerto Rico. Our service delivery model makes the experience of buying and selling convenient, efficient and reliable.



OUR MISSION

A passionate commitment to unsurpassed service.

OUR GOAL

To achieve 100% customer satisfaction.

OUR LEGACY

Rooted in our strengths and core values.



CORE VALUES

INTEGRITY

FULL SERVICE

RESPONSIVENESS

DIVERSITY

PASSION

GOOD NEIGHBOR

INNOVATION

GROWTH



CRYE-LEIKE®
REAL ESTATE SERVICES

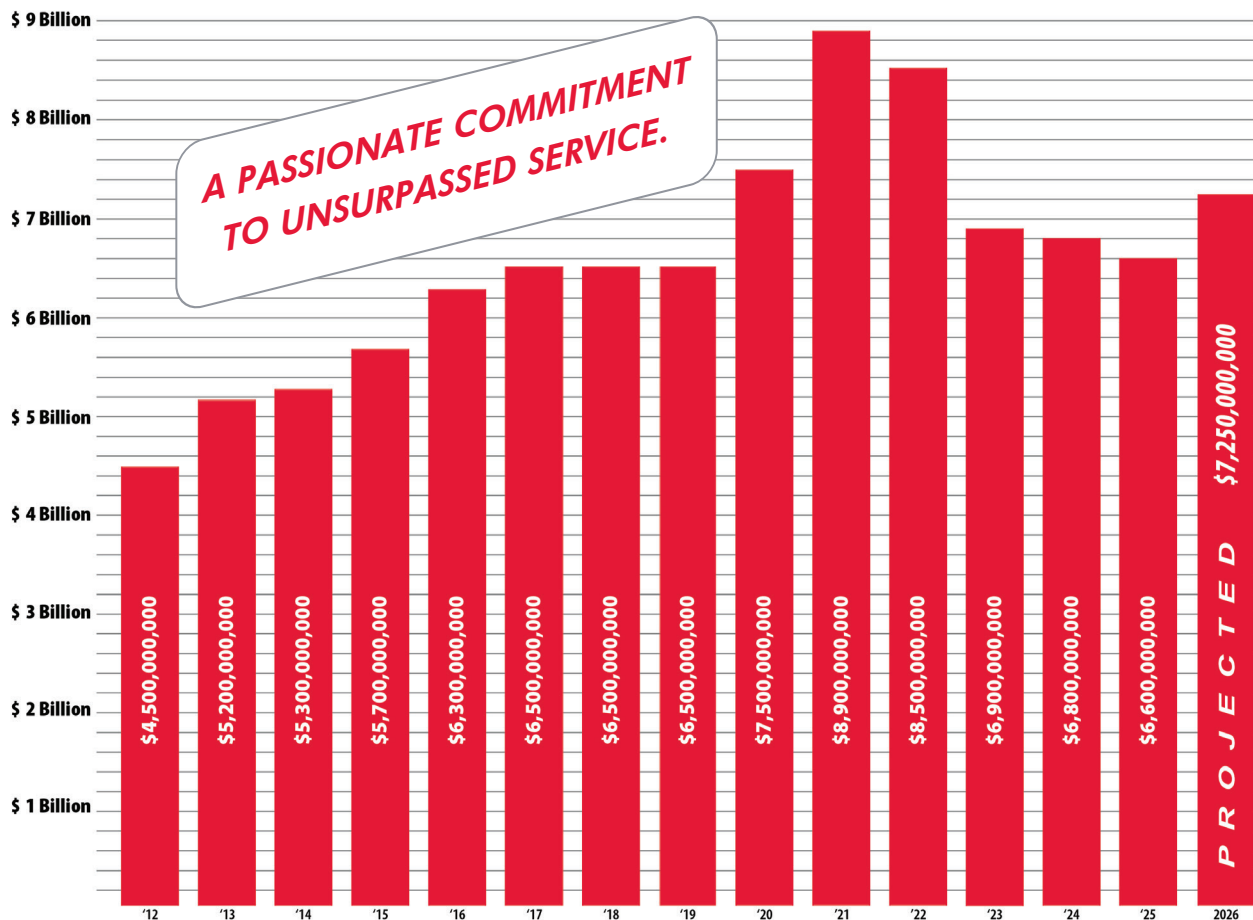
TRUSTED MARKET LEADER

RANKED #4 IN THE NATION

RANK	COMPANY	UNITS
1.	Hanna Holdings Inc. Pittsburgh, PA	97,961
2.	West USA Realty, Inc. Phoenix, AZ	19,785
3.	William Raveis Shelton, CT	19,386
★ 4.	CRYE-LEIKE® , REAL ESTATE SERVICES Tennessee, Alabama, Arkansas, Florida, Georgia, Kentucky, Mississippi + Franchises	19,253
5.	Samson Properties Chantilly, VA	16,720
6.	Real Estate One Southfield, MI	15,995
7.	My Home Group Scottsdale, AZ	13,225
8.	LPT Realty Lake Mary, FL	13,216
9.	LoKation Real Estate Pompano Beach, FL	13,092
10.	John L. Scott Bellevue, WA	12,459

Source: REAL Trends 500 Ranking of Privately Owned Real Estate Firms

Volume Scale



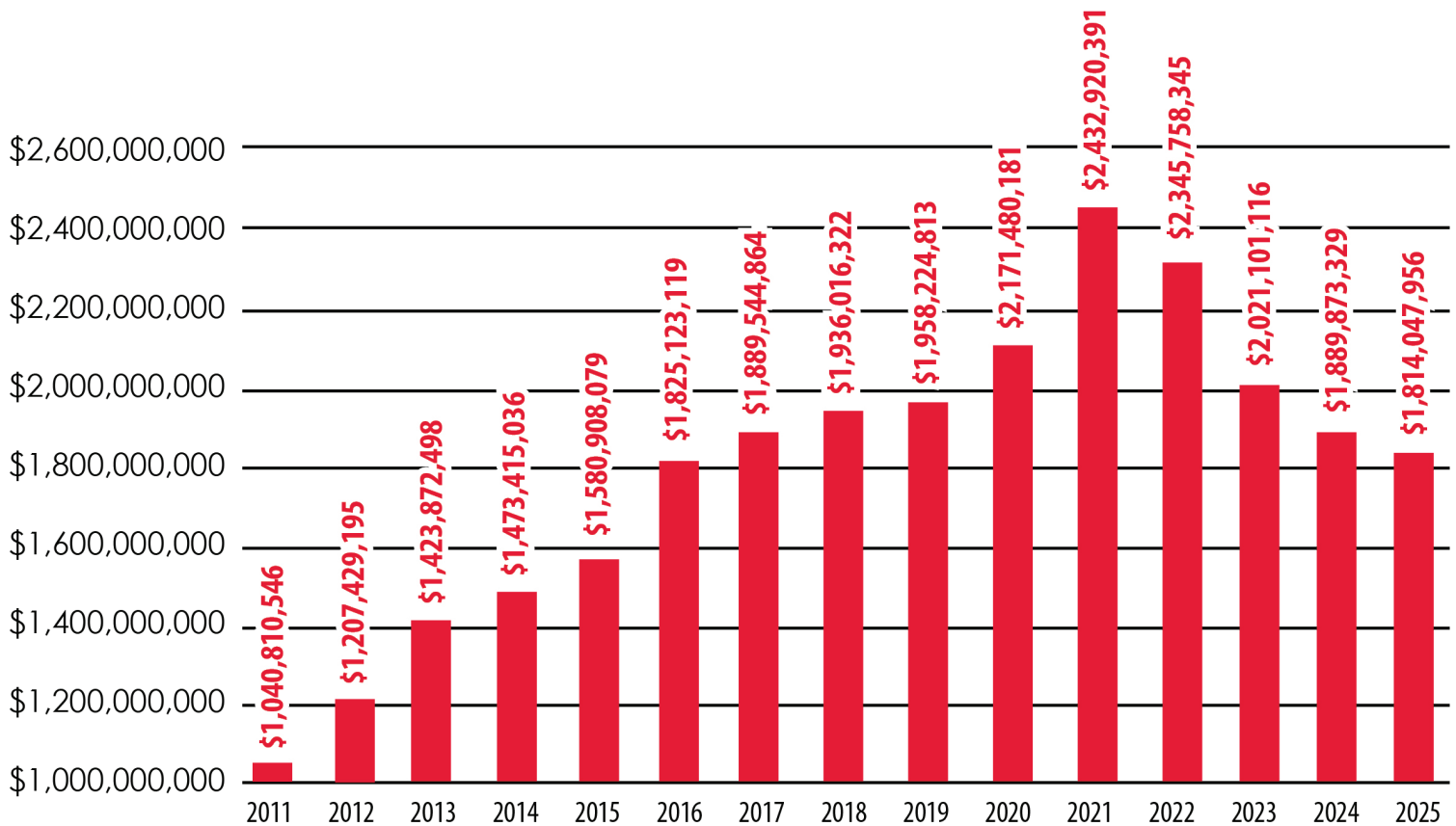
TRUSTED MARKET LEADER

SALES HISTORY - MEMPHIS, TENNESSEE

SALES HISTORY (MEMPHIS)

“It’s a simple formula we use. When we provide more stability and support than any other company, we will grow and our agents will sell more homes.”

-Harold Crye, President



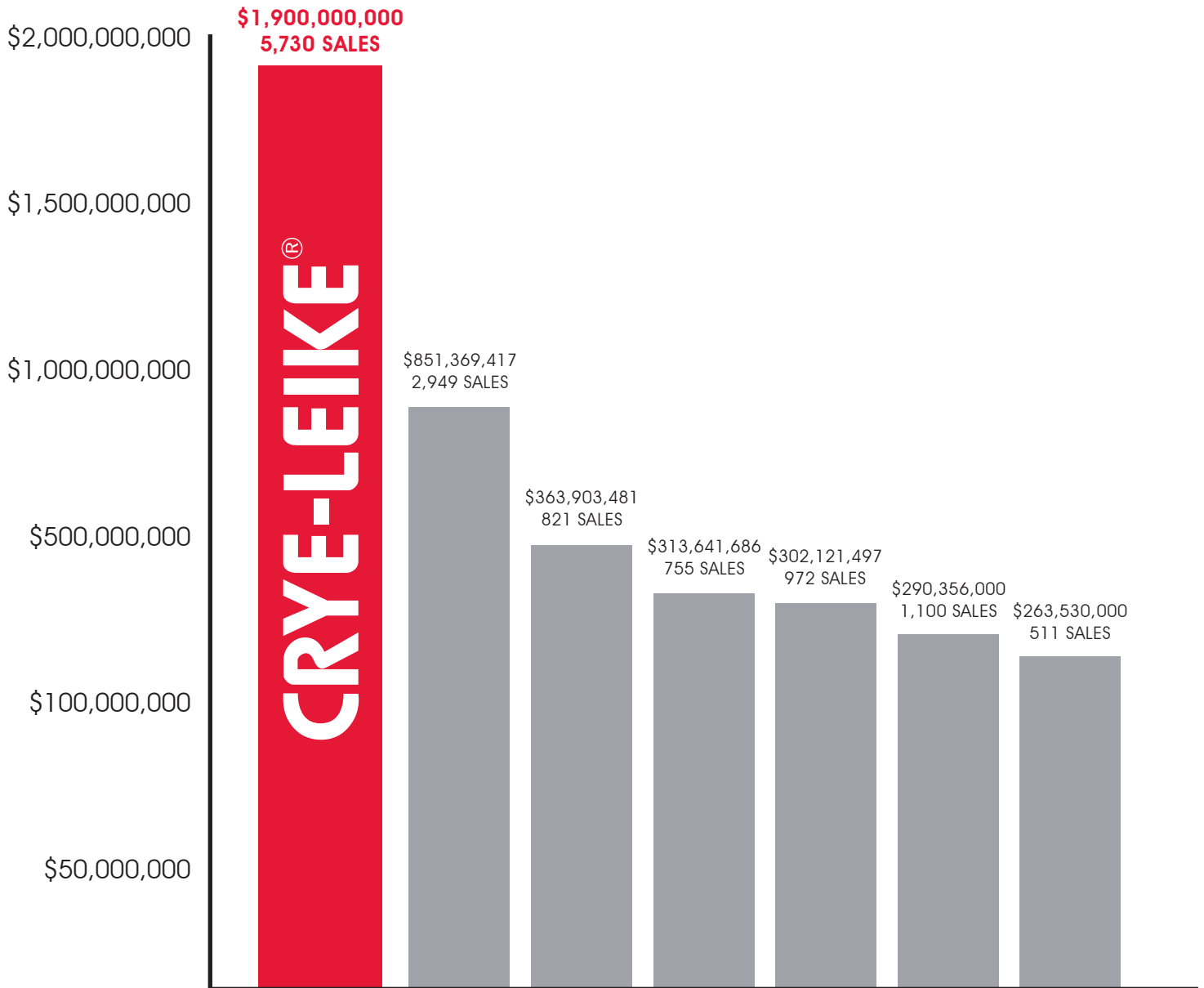
CRYE-LEIKE®

REAL ESTATE SERVICES

#1 IN TENNESSEE › #4 IN THE NATION

**WE
SOLD!**

**GREATER
MEMPHIS
CLOSED SALES 2025**



Compiled by independent third party based on sales information from January 1, 2025 through December 31, 2025. Chart includes the seven top companies in the area. Does not include all companies having sales in the area or all builders. All information deemed reliable but not guaranteed.

TOP BENEFITS WE PROVIDE TO EVERY CLIENT



UNSURPASSED CUSTOMER SERVICE

With every real estate transaction, **CRYE-LEIKE®** associates strive to operate with honesty, integrity, and unsurpassed customer service.

We've dedicated ourselves to being accessible to our customers by having more than 130+ conveniently located offices across seven states with 2800+ licensed professional REALTORS® working for YOU. Live customer support is also available on-site seven days a week.



TRUSTED MARKET LEADER

As the 4th largest privately owned company in the United States, **CRYE-LEIKE®** delivers our customers the total home ownership experience; providing many services beyond the real estate transaction.

An ever-growing number of customers benefit from **CRYE-LEIKE®**'s reputable brand as a trusted market leader.



ONE STOP SHOPPING

CRYE-LEIKE® is the only real estate company in the area that provides mortgage, closing, insurance, home services, property management and national relocation services under one roof.

One-stop real estate shopping gives our customers a home buying and selling experience that is convenient, efficient and reliable.



RELOCATION SERVICES

We are a member of the world's largest relocation network - Leading Real Estate Companies of the World®.

Whenever individuals, families or companies are on the move, **CRYE-LEIKE®** Relocation ensures a smooth transition no matter the location - local or international.



HIGHLY TRAINED AND TRUSTED ADVISORS

CRYE-LEIKE® is committed to a long standing tradition of providing agents with the support necessary to be the best-trained and best-equipped in the industry.

By providing the most comprehensive real estate training in the business, **CRYE-LEIKE®** associates are knowledgeable of evolving market trends and develop skilled negotiation techniques that provide the best outcome for our customers.

TOP BENEFITS WE PROVIDE TO EVERY CLIENT



MARKETING AND TECHNOLOGY SERVICES

Professionally staffed marketing and technology departments offer strategic solutions that help create greater exposure for our customers and effectively promote our **CRYE-LEIKE®** associates.

No other real estate company provides a more comprehensive, in-house marketing and technology department than **CRYE-LEIKE®**.



HOME SERVICES

CRYE-LEIKE® Home Services FREE vendor and services referral program is available only to **CRYE-LEIKE®** customers.

With one simple call, **CRYE-LEIKE®** Home Services will provide you an array of insured and licensed professionals with quality solutions at the lowest possible price. Services also include setting up cable, telephone, and utilities in your new home.



AWARD-WINNING INTERNET PRESENCE

CRYE-LEIKE.com is Website Quality Certified and is one of the most heavily visited, professionally managed real estate websites in the United States.

CRYE-LEIKE.com offers ALL local area home listings with ALL photos, updated every 12 minutes. With over 30 million hits per month, our award-winning website is always accurate and helps prospective home buyers begin their home search.



INNOVATIVE TECHNOLOGY TOOLS

CRYE-LEIKE® continuously works to develop tools, technologies, and resources to help our real estate associates simplify their lives and make it easier to support their clients in the home-buying and selling process.

Our powerful lead generating tools include maximum web exposure with single property websites, sphere-based customer relationship management system, automated social media posts, and an exclusive platform for determining home value and locating potential home buyers.



OVER 82% OF CONSUMERS PREFER TO WORK WITH A FIRM THAT OFFERS **ONE STOP SHOPPING**

CRYE-LEIKE® is a full-service real estate company that streamlines the buying and selling process by offering mortgage lending, title closing, relocation services, commercial, insurance, home services and property management, **all under one roof.**

TITLE & CLOSING SERVICES

Conducts closings for the sale, financing, and refinancing of residential and commercial properties. Provides title, closing and escrow services to REALTORS®, mortgage lenders, builders, buyers, and sellers in Tennessee, Arkansas, Alabama, Mississippi, and Georgia. Committed to on-time closing and exceptional customer service.

MORTGAGE

Full range of mortgage financing at competitive rates. Experienced mortgage professionals with financial integrity, provide distinctive financial service and effective advice to clients. Responsible and flexible mortgage loan options.

RELOCATION

Member of Leading Real Estate Companies of the World®, the home of the world's market leading independent residential brokerages in over 70 countries, with 550 firms and 135,000 sales associates responsible for \$272 billion in sales volume in 2024. Membership is by invitation only and is comprised of the best locally and regionally branded firms. Our sales associates benefit from the thousands of referrals that the Relocation Divisions receive each year from multiple sources; specialized training, and the ability to place referrals anywhere in the world. We're Local - We're Global.

INSURANCE

Experienced, professional staff committed to superior service. Highest quality insurance at the best rates for home, auto, health, life, and renters. Get multiple quotes from "A" rated insurance carriers. Multiple nationally recognized providers you know and trust, such as Travelers, Safeco, The Hartford, Progressive, Nationwide, and MetLife. Ranked 13th Largest Agency in the Memphis Business Journal Book of List.

PROPERTY MANAGEMENT

Offers a full suite of residential, commercial, and association management services. Industry leading customer service and resources to assist property owners. Assists owners by securing qualified tenants, marketing their properties, collecting rents, handling maintenance and offering rent ready properties in a variety of areas.

COMMERCIAL

Works with buyers, sellers, investors, developers and landlords. Services include everything from locating office space, listing and marketing commercial property for sale, to helping sell or buy an existing business. Provides a history of comprehensive brokerage, leasing, site selection and investment real estate services to its clients.

HOME SERVICES

A free concierge service that provides convenience and savings for transactions before, during and after the move. Helps the customer arrange general contractors for remodeling and home repairs, home inspections, cleaning services, purchasing appliances and utility connections.

HOME WARRANTY

Provides home warranty services to more than 4,000 homeowners each year to cover unexpected expenses such as appliance and home system repairs. One low service fee covers many home system and appliance repairs.

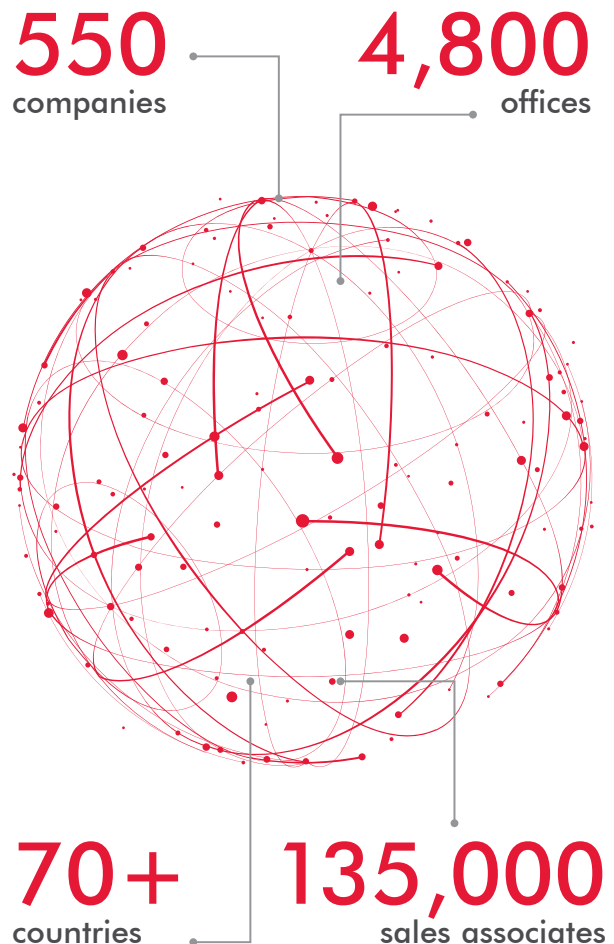
Leading

REAL ESTATE
COMPANIES
OF THE WORLD®

WE MARKET YOUR PROPERTY TO THE WORLD.

When selling your home, you need global exposure in addition to the strong marketing expertise we deliver locally. As an affiliate of Leading Real Estate Companies of the World®, CRYE-LEIKE® has the resources to market your property to the highest possible number of potential buyers. With 135,000 associates around the world, we expose your property to buyers on six continents. In addition, we receive inbound clients from other affiliates around the globe who are interested in purchasing a home.

Leading Real Estate Companies of the World® is a pedigree denoting the very best companies who represent qualified clientele and wish to do business with similar firms. When your home is posted to our website locally, it is immediately promoted on the LeadingRE.com website and connected to the websites of 550 of our affiliate real estate firms.



I'M LOCAL I'M GLOBAL®

550
companies

4,800
offices

135,000
sales associates

70+
countries

Leading
REAL ESTATE COMPANIES
OF THE WORLD

FACTORS AFFECTING THE SALE OF YOUR HOME!

FACTORS

WHO CONTROLS?

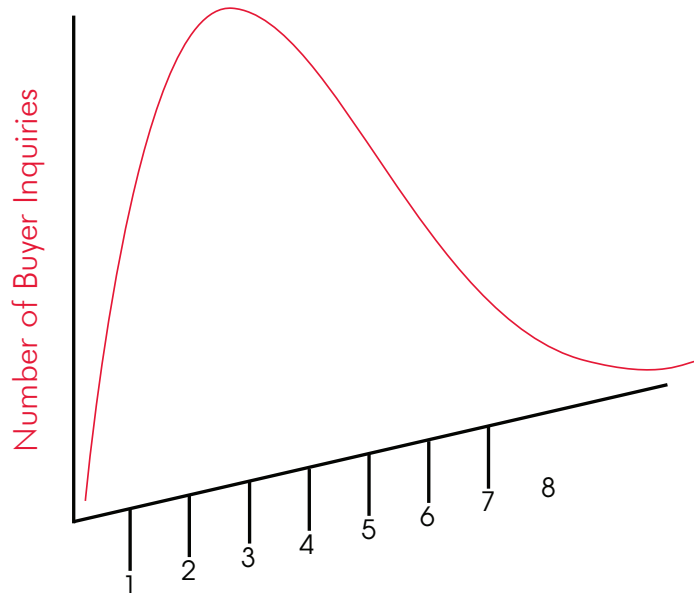
1. Price	No Control
2. Competition	No Control
3. Condition of your Home	Owner
4. Market Conditions	Owner
5. Marketing your Home	Toni Green
6. Negotiating Skills	Toni Green

PRICING YOUR PROPERTY TO MOVE

Your property will generate the most attention and showings in the first weeks it's on the market. For the best results, you should list it at a realistic price right from the beginning.

PROPERTIES PRICED PROPERLY RESULT IN QUICKER SALES AND TYPICALLY A HIGHER PRICE.

- Faster Sale
- Less Inconvenience
- Attracts "Cleaner" Financing
- Attracts Higher Offers
- Means More Money to Sellers
- Avoids Being "Shopworn"
- Better Response from Advertising and Sign Inquiries
- Increased Sales Associate Response
- Exposure to More Prospects



PREPARING YOUR HOME TO RECEIVE TOP MARKET VALUE

Getting top dollar for your house begins with understanding how to see your house through the eyes of a buyer. To be a successful seller you must have your house looking its best!

PRE-SALE PREPARATION:

The moment you decide to sell your property the “home” you love so dearly turns into a “house.” This shift in vocabulary is the process of “letting go”. It is the emotional detachment all sellers eventually experience. *Home* is where the heart is. *Houses*, on the other hand are commodities sold on the open market. Keep in mind.....**You are getting ready to sell a HOUSE.**

If you make the right improvements when preparing your house to sell you increase the odds of selling it quickly for top dollar. If, conversely, you do nothing or make the wrong changes to your property you prolong the sale and reduce the ultimate sales price.

CREATING CURB APPEAL:

Most buyers make snap decisions about your house. Their first impression, good or bad, is usually lasting. Buyers generally decide if they want to see the inside of a house within 20 seconds of viewing the external attractiveness (curb appeal) of your property. No matter how magnificent your house is on the inside many buyers will drive by without even stopping if the curb appeal isn't inviting.

- Keep the lawn cut & edged. Trim the bushes. Weed the gardens. Freshen mulch. Plant fresh annuals. Keep the porch swept and clean. Purchase new doormats for all entries.
- Pressure wash the driveway, sidewalk & deck.
- Paint the exterior siding and trim.
- Add lush plants in nice pots to the front doorway for color.
- Clean windows.

EXTERIORS ATTRACT – INTERIORS SELL:

Curb appeal draws buyers into your house. Appealing, well cared for interiors make the sale. You don't usually have to spend thousands of dollars on your house prior to putting up the For Sale sign. Little things you do generally give the biggest increase in value.

Concentrate on the three C's: Clean, Clutter and Cosmetic.

- Keep children's toys out of the front yard, sidewalks and front porch.
- If you have pets, clean up their debris daily.
- The front door greets the buyer. Make sure it is fresh. Clean and paint the trim if needed.

PREPARING YOUR HOME TO RECEIVE TOP MARKET VALUE

CLEAN:

Scrub your house from top to bottom. Buyers will notice strong smells as soon as they walk through your front door – eliminate odors.

- Clean all appliances inside and out. Stains and dirt make them appear old.
- Scour walls, floors, bathtubs, showers and sinks until they sparkle.
- Check grout in bathtubs, showers and on the floors.
- Clean your carpets to reduce stains and eliminate odors.
- Wash all the windows in your house – inside and out.
- If you smoke, smoke outside!

CLUTTER:

Clear out the clutter – it can reduce the value of your house.

- Keep kitchens counters clear – put unnecessary items away.
- Keep dirty dishes out of the sink.
- Recycle stacks of old magazines and newspapers.
- Clean out the closets. They 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. It makes them appear smaller.

COSMETIC:

First impressions are lasting impressions.

- Consider painting high traffic areas.
- Clean front door / porch areas.

CREATING CONNECTIONS FOR YOU

CRYE-LEIKE HOME SERVICES is a **FREE** concierge service that provides **CRYE-LEIKE** customers valuable services and savings for all aspects of the home ownership experience. We combine the power of an extensive nationwide database of service providers to create a complete network designed to meet the needs of our customers before, during, and after the move.

TAKE ADVANTAGE OF OUR EXTENSIVE NETWORK OF PREFERRED VENDORS FOR:

BUYERS:

- Assistance with Utility Info
- Moving Services
- Home Inspectors
- Remodeling
- Pest/Termite Control
- Flooring
- Blinds/Window Treatments
- Painting
- ...and much more

SELLERS:

- Moving Services
- Pressure Washing
- Carpet Cleaning Services
- Painting Services
- Handyman Services
- Junk Removal
- ...and much more



**Authorized
Dealer**

Secure24
Alarm Systems

For A Free Estimate, Free Installation
& Crye-Leike Discounts On Your New
Home Alarm



- 5%-15% Off Most Products At Lowe's
- 20% Back In Lowe's E-Gift Cards On Liquid Paint Purchases
- Convenient Ordering For Pickup Or Delivery
- Spending \$2000+ At Lowe's? Click On The Volume Savings Program Flyer To Possibly Save More \$\$\$

**LET US
TAKE CARE OF IT!**



This powerful network of home services and valuable discounts is exclusive to CRYE-LEIKE® customers.

VISIT: [CRYE-LEIKE.COM/HOMESERVICES](https://crye-leike.com/homeservices)

866-771-6449

Crye-Leike Home Services, Inc. (CLHS) is a vendor referral service. The vendors are independent entities and pay a fee to participate in the referral service. CLHS relies on customer comments and information provided by vendors, which includes qualifications, licensing, and insurance, to assess vendor participation. CLHS is not liable for any vendor misrepresentations. CLHS does not perform the work or provide the products and services offered by vendors. CLHS, its employees, officers, successors in interest, assigns, and affiliates (their employees, officers, independent contractors, successors in interest, and assigns) hereinafter collectively "Crye-Leike" do not warrant or guarantee the work performed or the products and services provided by any vendor. Crye-Leike assumes no liability for the work, products, or services of any vendor or for any representations, warranties, guarantees, or other assurances made by any vendor.

MAXIMUM MARKETING EFFORT

“I may not be the person
who sells your home,
but...

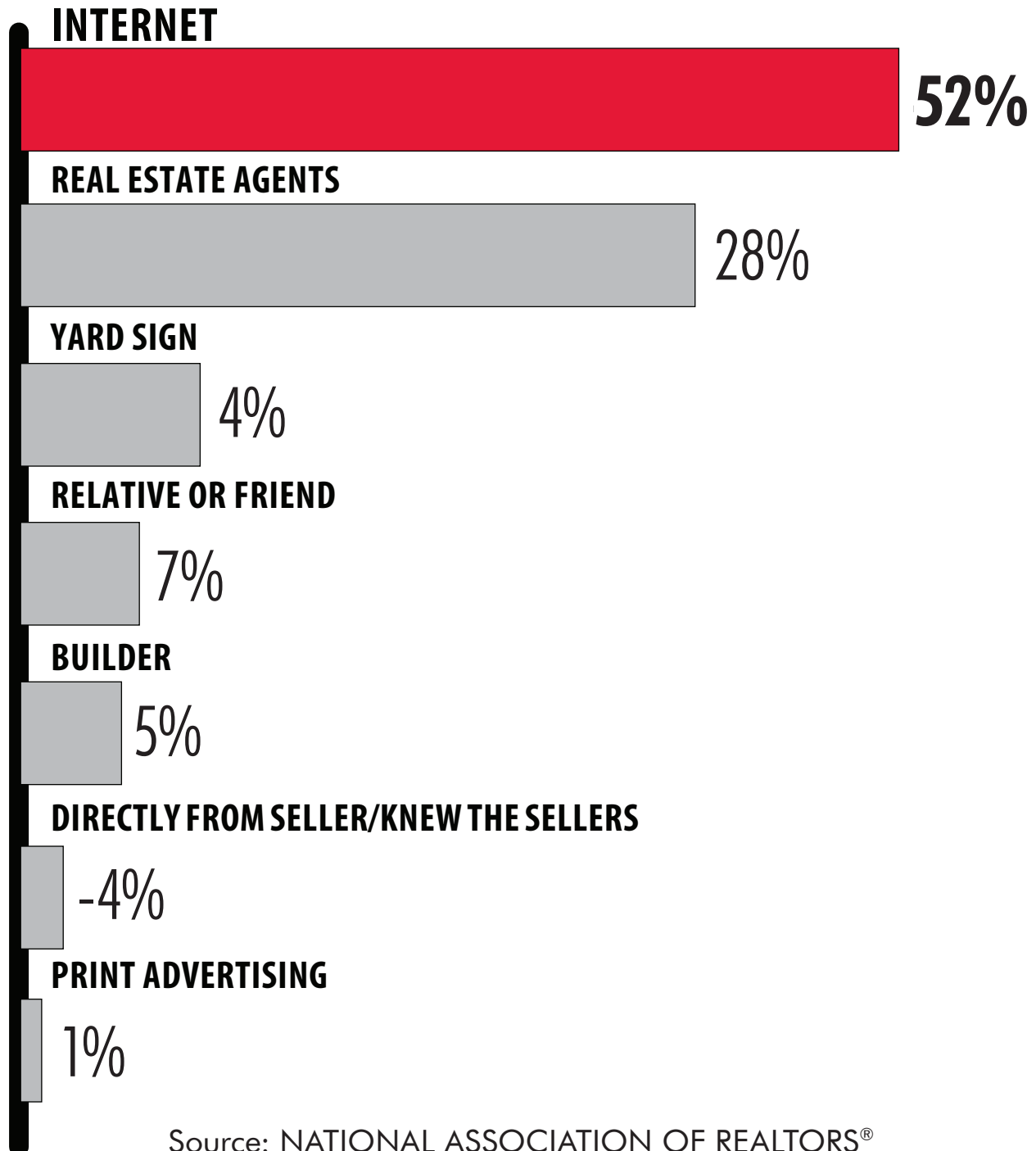
**I will definitely be the
reason your home sells!”**

According to the National
Association of Realtors,
96% of sales involve two
agents cooperating in the sale.



HOW DID THEY FIND IT?

WHERE BUYERS FIRST LEARN ABOUT THE HOME THEY BOUGHT.



Source: NATIONAL ASSOCIATION OF REALTORS®
Profile of Home Buyers and Sellers 2025

MAXIMUM WEB EXPOSURE

We also distribute your listing information, along with photographs, to a wide array of consumer and realtor web sites.

CRYE-LEIKE.com

Leading REAL ESTATE
COMPANIES
OF THE WORLD®



LP LUXURY
PORTFOLIO
INTERNATIONAL®
[HTTPS://WWW.LUXURYPORTFOLIO.COM](https://www.luxuryportfolio.com)
*Listing over \$799,900



realtor.com®

2000+ CRYE-LEIKE
Agent Websites

realtracs®

SHOW YOUR HOME TO RECEIVE TOP MARKET VALUE

With a little extra effort on your part you can make your home more inviting and appealing, get it sold more quickly and at a better price. The following tips have proved invaluable to sellers and are worth your special attention.

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.
- Make sure all the lights are on.
- Let the sun shine in. Open window treatments and blinds.
- Make the beds and remove items from the floors.
- Wipe down the counters, sinks, tubs and faucets.
- Keep the kitchen counters uncluttered and remove dishes from the sink.
- Clean up after your pets. Clean litter boxes frequently and vacuum their hair.
- Turn off loud, noisy and disturbing television shows.
- If possible, play soothing background music like jazz or an easy listening station. Keep the level low to avoid disturbing the buyers.
- 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 house is being shown. Buyers are intimidated when sellers are present and tend to hurry through the house. Let the buyer be at ease, and let the agents do their job.
- If you have to stay – remain in the background. The agent knows the buyer's requirements and can better emphasize the special features that may appeal to the buyer.

IN THEIR OWN WORDS

TESTIMONIALS FROM SATISFIED CUSTOMERS

"I can't express enough how amazing it has been to work with Toni in our journey of buying our home here in Cordova TN. I called Toni to inquire about one of her listings as we were moving from Arizona in the midst of having a baby due soon after our move date. I had not selected a Realtor to represent us and she was so responsive to our needs and worked equally and ethically on behalf of both the sellers and us the buyers in our real estate purchase. **She advocated for us and kept us on schedule with all of the steps to closing including appraisal inspections etc..** she was quick to obtain answers to our questions regarding the home and provided us opportunities to do a virtual walk-through with her. We also had previous home owners that were so amazing and obviously caring people. Our entire experience of purchasing the home was nearly stress free which said a lot, moving across the country. When it came time for our move we had so much support from Toni and the prior home owner.

Unfortunately the low stress of moving turned to a very stressful situation when the moving company we selected loaded up our entire belongings and provided us a 4 day turn around time for delivery to our new home. We soon discovered we were in the midst of a scam and hostage situation with the moving company not delivering on their commitment and extending our delivery time to up to 30 days. Well, as you can imagine, moving into a new empty home in a new state with 3 days worth of clothes and a baby due in a few weeks was very stressful. All of our belongings including the baby's things were on this truck. We considered renting an Airbnb in the interim but we also had our dogs and it would have cost more than we had planned to pay. We reached out to Toni to see if she knew of anyone that did short term rentals. **She was so amazing and called the original home owners as well as some of her local contacts for assistance.** She let us know that the home owner had some items they were going to leave in the home for us including a bed. **She also offered to bring bedding, kitchen items, groceries, table and chairs etc to assist us.** We've never experienced such amazing kindness and a sense of community. **We can't express enough how grateful we have been to Toni for all of her amazing support and kindness. We highly recommend her and wish her all the blessings life has to offer. Thank you so much Toni!!"**

—Jennifer Thomas

IN THEIR OWN WORDS

TESTIMONIALS FROM SATISFIED CUSTOMERS

"Toni was by far the best Realtor I have worked with in my 44 years on planet Earth. Her work ethic, attention to detail, tenacity, and drive are out of this world. She truly cares about her clients and treats them as if they are family and does whatever it takes so that they are taken care of in the utmost professional manner. She spent time with us outside of showing houses and we have really developed a close friendship over this time. I couldn't say enough kind words about her. She is top-notch and I will never use anyone else as long as she is in this business. You have a good one, hold on to her!!"

—Jessica Van Eyck

"Toni made sure that I understood the whole process and kept me informed of everything. She is kind and patience and always acted in my best interest, but what I really appreciated the most was her honesty. **I could not have chosen a better realtor to help me get my house in shape to sale, she was wonderful."**

—Bobby Counce

"Toni came highly recommended to us. We were definitely impressed on her knowledge of the area and how aggressive she was on getting us into view available houses on the market. Most of all we loved her personality and how our boys took to her. Our youngest boy actually named her Mom. **In our eyes the best agent in the area, hands down!!!"**

—Phillip Johnson

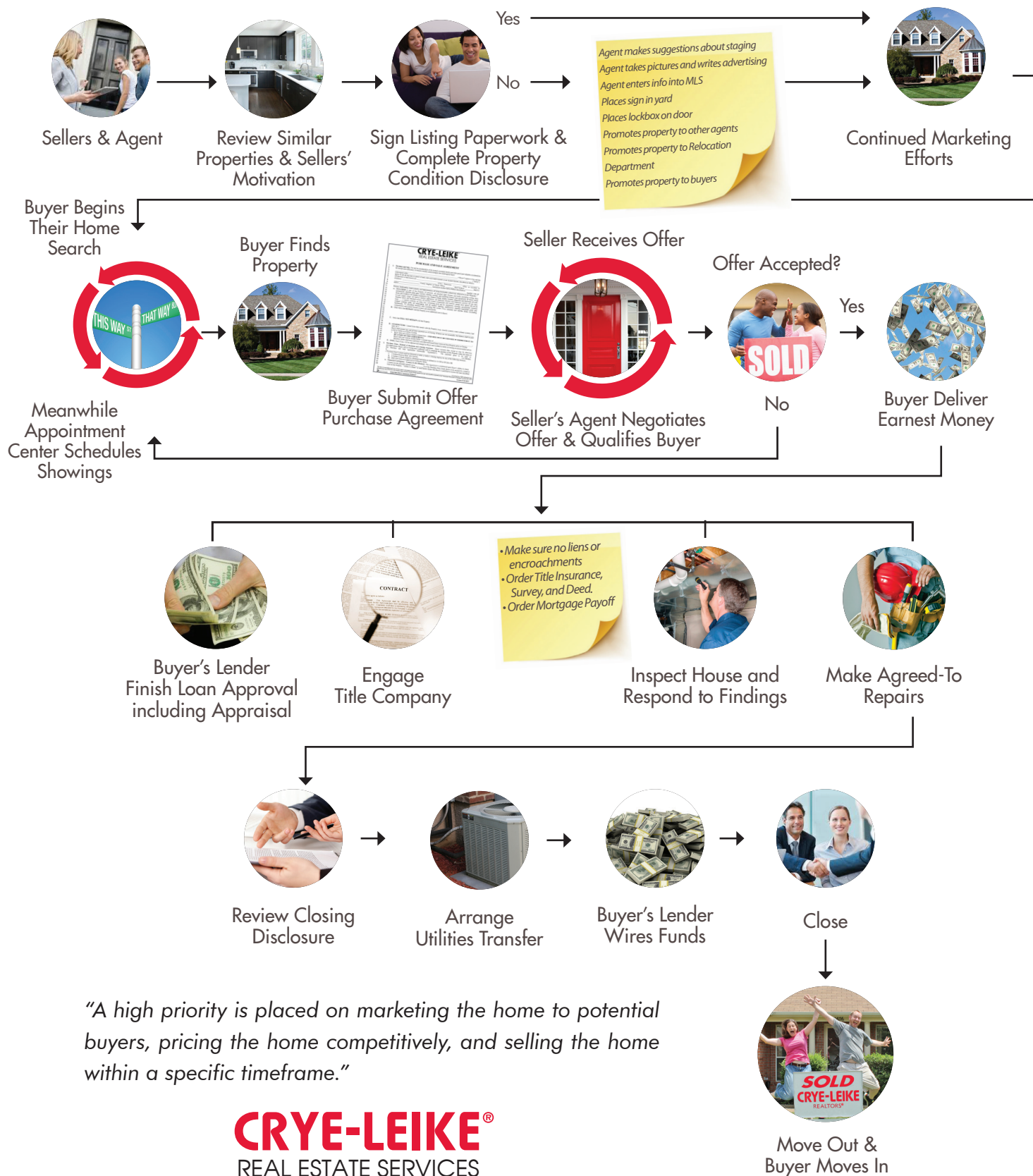
"Toni Green was an absolute delight to work with. Her recommendations were right to the point and 100% accurate. **Thanks to her, our home sold in 3 days for more than the asking price. A fantastic Realtor - highly recommend!!"**

—Tom McGahan



**TO HEAR MORE FROM
MY SATISFIED CLIENTS
SCAN HERE**

THE SELLING PROCESS STEP-BY-STEP





CRYE-LEIKE®
SELLS A HOME
EVERY FOUR MINUTES

A PASSIONATE COMMITMENT TO UNSURPASSED SERVICE