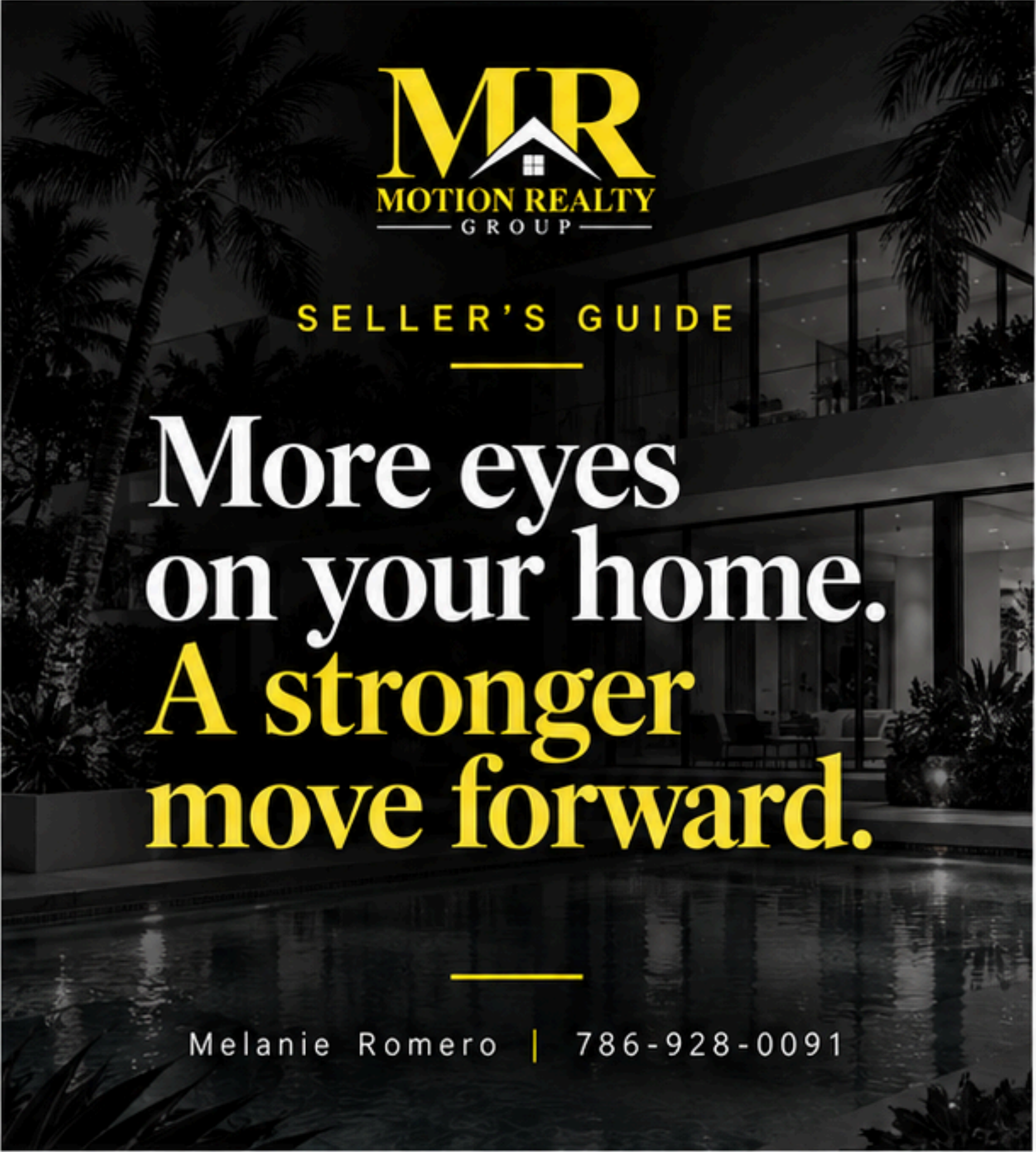

MR
MOTION REALTY
GROUP
SELLER'S GUIDE
More eyes
on your home.
A stronger
move forward.
Melanie Romero | 786-928-0091

A thoughtful plan for your next move.

Hi, I’m Melanie Romero.

Selling a home can mean a fresh start, a growing family or a major change in your life. I want to understand what this move means to you before we talk about a price.

I’m a Licensed Realtor with Motion Realty Group, serving Miami-Dade, Broward County and surrounding areas. I’m here to listen, explain your options and help you make informed decisions from preparation through closing.



Care for you. A realistic plan for your home.

I care about the people behind every sale. We will talk honestly about your home’s condition, the competition, your timeline and what buyers are responding to. I will help you weigh the choices and adjust the plan when the market gives us new information.

Guidance that connects the pieces.

You can work with me in English or Spanish. My tax office and connections with title and lending professionals can help you organize the next steps, especially when you are selling one home and preparing to buy another.

Your vision. Your goals. My priority.

Your questions matter. My role is to keep you informed, help you evaluate your options and support the decisions that fit your circumstances.

Support built around your sale.

Personal guidance at Motion Realty Group, with professional connections to help you move forward.

A plan for your priorities	Preparation, timing and pricing conversations shaped around what you need from your sale.
Clear communication	Straightforward updates about inquiries, showing feedback, offers and important deadlines.
Pricing and negotiation	Help comparing market evidence, evaluating terms and understanding what an offer could mean for you.
Title and closing support	A title company we work with to coordinate title questions, payoffs and settlement details.
Professional connections	Help connecting with inspectors, insurance professionals and service providers when needed.
Tax office support	Through Tax Masters, help organizing sale records and discussing tax questions that apply to your situation.
Your next purchase	A loan officer we work with who prioritizes our clients, plus credit repair support when appropriate. Results vary.
English & Spanish	Bilingual guidance so you can discuss the details in the language you feel most comfortable using.
After the sale	A familiar contact for records, referrals and questions as you settle into your next chapter.

A one-stop approach. Your choice of professionals.

I help coordinate the process while each professional handles their expertise. You may choose your providers; services and fees are arranged separately.

Get ready before you go live.

Start with the work that matters.

We will walk through the property and separate practical improvements from optional projects. Cleaning, decluttering, lighting and small repairs can help buyers understand the space. Discuss larger expenses before committing to them.

Build your property folder.

Gather repair and improvement records, permits, warranties, surveys if available, mortgage and lien information, association contacts, and details of any leases, solar agreements or other obligations connected to the property.

Be ready to explain the condition.

Bring known issues, prior water damage, insurance claims, repairs and unresolved concerns into the conversation early. We will identify the disclosure forms and professional guidance needed for your property.

Ask about Florida flood disclosures.

Florida requires a seller’s flood disclosure at or before execution of a residential sales contract. Complete the current form accurately, including the required information about known flooding, claims and assistance. See the statute linked below.

Plan access and protect your privacy.

Decide showing windows, pet arrangements and how to secure valuables, personal documents and medications. Tell me about occupancy or access restrictions before scheduling.

Source: Florida Statutes, section 689.302 - residential flood disclosure.

Our preparation priorities

1. Essential repairs and records 2. Presentation and photos
3. Disclosures and documents 4. A realistic launch date

Price with a purpose.

Use the market as the starting point.

We will review comparable sales, competing listings, condition, location and features. Your goals matter, and so does the evidence available to buyers. An online estimate is one reference point, not a complete pricing analysis.

Look at what you may keep.

The sale price is not your take-home amount. Ask for an estimated seller net sheet and update it when terms change. Payoffs, fees, credits, taxes and other charges can affect the result.

YOUR PROCEEDS WORKSHEET

Expected sale price	_____
Less mortgage and other payoffs	_____
Less agreed selling and closing costs	_____
Less buyer credits, repairs and other charges	_____
Estimated net proceeds before any income taxes	_____

Planning estimate only. Use written payoff statements and the closing professional’s final settlement figures. Discuss separate income-tax implications with your tax professional.

Review the response, then decide.

We will evaluate showing activity, buyer feedback and competing homes together. If the response is weak, we can discuss changes to presentation, access, terms or price.

Help buyers see the possibility.

Agree on the marketing plan.

Before launch, we will discuss the presentation, photography, listing details and promotion suited to your property. Confirm the services, responsibilities and any costs in your listing agreement.

Tell the property’s story accurately.

Highlight useful features, layout, recent improvements and outdoor space. We will review listing details together and identify anything that needs verification, including measurements, permits or included items.

Make each showing count.

Keep rooms tidy, counters clear and pathways accessible. Use a consistent routine for lights, pets and valuables so appointments are easier to manage. Let me know when availability changes.

Use feedback to guide the next step.

Buyer comments and showing activity help us understand how the property is being received. We will look for patterns and discuss practical adjustments without reacting to every isolated opinion.

BEFORE EACH SHOWING

- ☐ Clear surfaces and secure personal items
- ☐ Check lighting, temperature and access
- ☐ Arrange pets and household members
- ☐ Report any new maintenance issue

A clear presentation supports a stronger conversation.

Our goal is to help buyers understand what the home offers and make it easier for interested buyers to take the next step.

Compare the whole offer.

The highest price is one part of the decision. We will compare the financial terms, conditions and timing before you choose how to respond.

Price and estimated net

Consider credits, included items, repair requests and your estimated proceeds together.

Financing and evidence of funds

Review the buyer’s financing plan, pre-approval or proof of funds and any remaining conditions. A letter is not a guarantee of closing.

Deposit and contingencies

Understand the deposit deadline, inspection period, financing and appraisal terms, and the contract’s options if a condition is not met.

Closing date and possession

Check whether the proposed schedule fits your move. Any request to stay after closing needs a written agreement and review with the appropriate professionals.

Response and written terms

You may accept, counter or decline. Review the complete written agreement and deadlines before signing; do not rely on verbal promises.

You decide. I help you understand the choices.

We will discuss the benefits, costs and uncertainties of each offer so your response reflects your priorities.

Keep the sale moving forward.

Track the dates

Keep a shared calendar for deposits, inspections, document delivery, financing milestones and closing. Ask about a deadline before it passes.

Respond to inspections

Review findings and any buyer requests. Discuss repairs, credits or other responses within the options and deadlines of your contract.

Prepare for the appraisal

Make agreed access available and organize relevant improvement details. If value affects the buyer’s financing, we will discuss the available options.

Work through title and association items

Respond to requests for payoffs, ownership documents and association information. Let the closing professional know promptly about liens, judgments or ownership questions.

Review the settlement and move-out plan

Check the final figures and documents. Complete agreed work, keep receipts and coordinate utilities, keys and possession according to the contract.

Verify instructions for your proceeds

Confirm payment details directly with the closing company through a trusted phone number. Treat unexpected email changes to account or wire instructions as a reason to stop and verify.

Resource: CFPB - protecting closing funds from scams.

Plan beyond the sale price.

Discuss taxes before you spend the proceeds.

Cash received at closing and taxable gain are different calculations. Gain generally considers the sale proceeds, selling expenses and adjusted basis. Your mortgage payoff affects cash proceeds, but does not determine the taxable gain.

Your home’s history matters.

Eligibility to exclude gain depends on requirements such as ownership, use and prior exclusions. Rental or business use, depreciation and other circumstances can change the result. Do not assume the whole sale is tax-free.

Bring the records to your tax appointment.

Save purchase and sale settlement statements, improvement receipts and any Form 1099-S. Tell your tax professional about rental or business use and your ownership history. Tax Masters can help you review what applies to your return.

Source: IRS Publication 523 - Selling Your Home.

Selling and buying at the same time?

We will map out your expected proceeds, move-out timing and the next-home search. The loan officer can explain how the sale affects your buying options and what must happen before your next closing.

Build a backup plan before you need one.

Discuss temporary housing, storage and the effect of a delayed sale or purchase. Credit repair support may be available when appropriate; it does not guarantee financing.

Know what to ask.

Do I need to renovate before selling?

Not necessarily. We will compare practical preparation with the cost and timing of larger work, then choose a plan that fits your property and budget.

Can I sell without agreeing to repairs?

Your choices depend on the contract and the buyer’s response. Discuss the sale terms and required disclosures before assuming repairs or credits are unnecessary.

How long will my home take to sell?

Timing depends on price, condition, availability, buyer demand and transaction details. We will review the response and adjust the plan without promising a fixed sale date.

What if I need to stay after closing?

Raise this early. Any post-closing occupancy arrangement needs written terms addressing timing, payments, responsibilities and insurance, with appropriate professional review.

Will you help after closing?

Yes. You can reach out for sale records, referrals and next-step questions. I also offer guidance in English and Spanish.

BEFORE OUR FIRST CONVERSATION

Bring your ideal timeline, reason for moving, mortgage information, a list of improvements and the questions on your mind.

General educational information, prepared September 2026. Your signed agreements and property-specific advice determine what applies. Market conditions, rules and requirements can change. No sale price, closing date, financing approval or tax savings is guaranteed.

Your next move starts here.

Melanie Romero

Licensed Realtor
Motion Realty Group
Tax Masters Owner

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Let's talk about your plans.

Tell me your preferred areas, ideal timing and the questions on your mind. Together, we will identify the next step toward your future home. English & Spanish.