



HOUSE  
TO  
HOME TEAM

KELLER WILLIAMS REALTY

# SELLER'S GUIDE



Jason Stelling

Your Ultimate  
Guide to Selling  
Your Home

[housetohometeam.com](http://housetohometeam.com)



Let's  
Connect



A dedicated agent with an extensive background in sales, visual marketing & client services, who is also a proud Southeastern Wisconsin native. Having also lived in Chicago, where he attended University for marketing/business development & residing/working in sales in Manhattan for eight years, he has a great appreciation & understanding of real estate on all levels in three diverse markets.

"Building lifelong relationships through brokering deals, my clients are truly a part of my family! I have boundless passion for this industry & my clients. I strongly believe in and practice the importance of consistently expanding my knowledge & utilizing that know-how...& if need-be, creative strategizing...to give my clients a 5-star service experience...whether this is their first home or their forever home, I am here for you every step of the way!"



# HELLO

I AM JASON STELLING





# MEET OUR TEAM



**Judy Huebner**  
Licensed Realtor, Team Lead

262.391.6372  
Judy@housetohometeam.com



**TOP AGENT**  
**ON ZILLOW**  
**JUN 2025**



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Marketing Director

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# PROVEN SUCCESS

## House to Home Team

These numbers depict not only the trajectory of my business, but the expertise, dedication and commitment that you will receive.



**45+** **1,328+** **\$455+**  
COMBINED YEARS IN BUSINESS TOTAL FAMILIES SERVED MILLION TOTAL SALES

### 2025 SUCCESS

DAYS ON MARKET	14
LIST-TO-SALES	0.5%
CLOSED SALES VOLUME	\$42,575,923
TOTAL CLOSED UNITS	91





# WHAT TO EXPECT WHEN LISTING

## **Professional Photography:**

- We will order a professional photographer to take photos of your home. After you pick the date that works best for those photos, please make sure your home is photo ready.
- Photographer will access home through lock box (don't forget to leave a key). You will not need to be in attendance for photography.
- We will schedule your photography appointment at least 48 hours prior to going live.

## **Active Listing/ Property Showings:**

- Showing requests will be sent out through the Aligned Showings App and you will receive text notifications. Showings can be scheduled by buyer's agents from 8am to 8pm.
- The more showings the better. Please accept showing requests in a timely manner. If your schedule does not allow for a showing please first reach out to agent.
- All predetermined blackout dates or times should be discussed with your agent prior to going live.
- Buyers can have overlapping showings, so please don't worry if same times are requested.
- You should plan not to be home for showings, Open House or Home inspections

## **Yard Signs:**

The sign will be posted on or near the date your home goes on MLS whether in Delayed or Active Stage. Yard sign will be removed after closing.

## **Delayed Listing:**

You have the ability to "pre-market" your property before going live on the MLS. "Delayed" status allows your listing to be advertised in the MLS before showings start. Once you pick your active/start showing date this date can not be changed.

## **Open Houses:**

We will plan on having Open Houses at your home the first weekend your property goes Live. We will let you know times as it gets closer to the weekend. Any open houses after that first weekend will be up to the agents and home owners.

We will keep in touch with all parties through the Open House to gauge interest, feedback & answer any questions.

## **Accepted Offer:**

Congrats! When you have Accepted an Offer, Our Transaction Coordinator will be taking care of getting you all of the information you will need for the next steps through closing!

# HOME SELLER'S ROADMAP

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## Find Agent

Hiring a real estate agent offers access to their market expertise, negotiation skills, and professional network, streamlining the selling process while ensuring proper pricing and legal compliance.



## Pricing

A competitive price attracts interest without undervaluing the property, ultimately maximizing returns and minimizing time on the market.



## Staging

Staging is the process of simplifying, rearranging furniture, adding decorative elements, and depersonalizing a home to maximize its appeal to buyers. The point of staging your house is to make it easy for prospective home buyers to envision themselves living in your home.



## Marketing

Utilizing social media, real estate platforms, additional marketing tactics and networking ensures maximum exposure to potential buyers, ultimately leading to a faster sale at the best possible price.



## Listing

Listing a home involves thorough documentation of its features, amenities, and condition. It includes capturing high-quality photos, drafting engaging descriptions, and setting an appropriate price.



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## Showings

Effective communication, flexibility, and attentiveness during showings can enhance buyer interest and increase the likelihood of a successful sale.



## Offers

The offer process involves receiving and reviewing offers from interested buyers, negotiating terms, and potentially counter offering. Sellers must carefully assess each offer's price, contingencies, and timeline to determine the best fit.



## Under Contract

Getting a listing under contract involves accepting an offer from a buyer, signing a legally binding agreement outlining terms and conditions, and completing necessary disclosures.



## Final Details

Clear communication and adherence to deadlines ensure a smooth transition, leading to a successful closing and transfer of ownership.



## Closing

Successful closing ensures a smooth transition and fulfillment of both seller and buyer expectations.

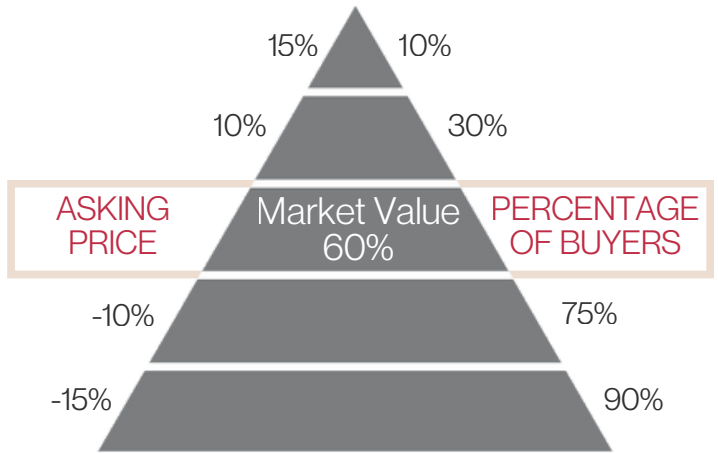


# ESTABLISH A PRICE

## LISTING PRICE

Setting a strategic listing price is one of the most important aspects in the entire home selling process. If you list too high, you might not get any offers and it can take you a while to sell your home. Alternatively, if you price too low, you might be missing out on a greater return on your investment.

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## WHAT DETERMINES THE PRICE?

- **Location:** Desirable areas command higher prices.
- **Market Conditions:** Supply and demand, interest rates, and economic factors affect pricing.
- **Comparable Sales:** Prices of similar recent sales guide the price.
- **Property Size/Condition:** Larger, well-maintained homes are priced higher.
- **Age and Features:** Newer properties or those with unique amenities (e.g., pools, views) cost more.
- **Economic Factors:** Local economy, job market, and government policies influence prices.
- **Buyer Demand:** Emotional appeal and competition can drive up prices.
- **Time on Market:** Homes that sit too long may require price reductions.



# PREPARE YOUR HOME

Staging a home can **increase its sale price by up to 20%** and decrease its time on the market by around 50%. According to the National Association of Realtors, **83% of buyers find it easier to visualize a staged property** as their future home.

Additionally, **staged homes typically sell faster** than non-staged ones, with a reported 95% of staged homes selling in 11 days or less on average.

## HOME STAGING TIPS

- The way you style your home can be a make or break for a potential buyer. They have to be able to picture themselves living in your space, so be mindful of what you leave visible to viewers.
- You can hire or rent professional props and decorators to help stage your home.
- Over 95% of home buyers start their search online, so professional photography is imperative! I hire a professional to come to take the best pictures and they are all completely edited to make sure your home is shown perfectly!



## OUTSIDE THE HOME

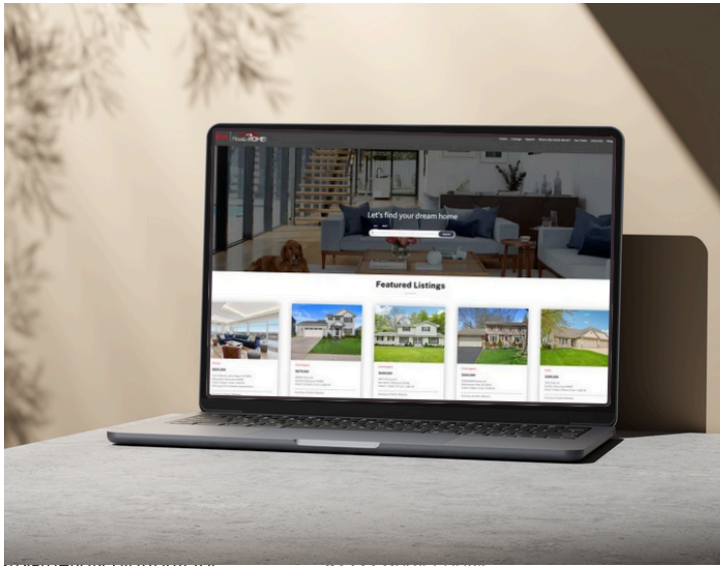
- Take care of the landscaping (i.e.: cut the grass, water the flowers, trim the trees and bushes)
- Remove weeds
- Repaint or re-stain any porches, entry ways, and doorways
- Fill in any cracks in the driveway, sidewalks and foundation
- Clean out the gutters of any leaves or twigs
- Test all lighting fixtures and motion sensors

## INSIDE THE HOME

- Repaint the home in a neutral colour (preferably white)
- Remove and replace any personal artifacts
- Find arrangements for pets and children, and remove toys and clutter from main spaces
- Make sure that walkways are clear



# REAL ESTATE MARKETING



## MARKET RIGHT

With 95% of buyers looking online at some point in their home search, mastering the digital space is a must. My award-winning suite of technology marketing tools in combination with my market expertise will deliver optimized search, social media and email campaigns to ensure your listing shines online. It is my goal to provide innovative digital marketing strategies to ensure the right buyers find your property and take action.

## HOW I MARKET HOMES

- Listing will display on 200+ websites including: KW.com, Zillow, Realtor.com, Homes.com & my personally branded site.
- Targeted email campaigns, social media campaigns, direct mail & more.
- Access to the KW Milwaukee Listing Network; a weekly consortium of information for coming soon, excluded & single party listings.



## WEBSITE SYNDICATION

KW & Listhub provide a reliable, accurate, and industry-friendly platform for publishers & online real estate news sources to connect with 50,000 brokers for the purpose of advertising their real estate listings.



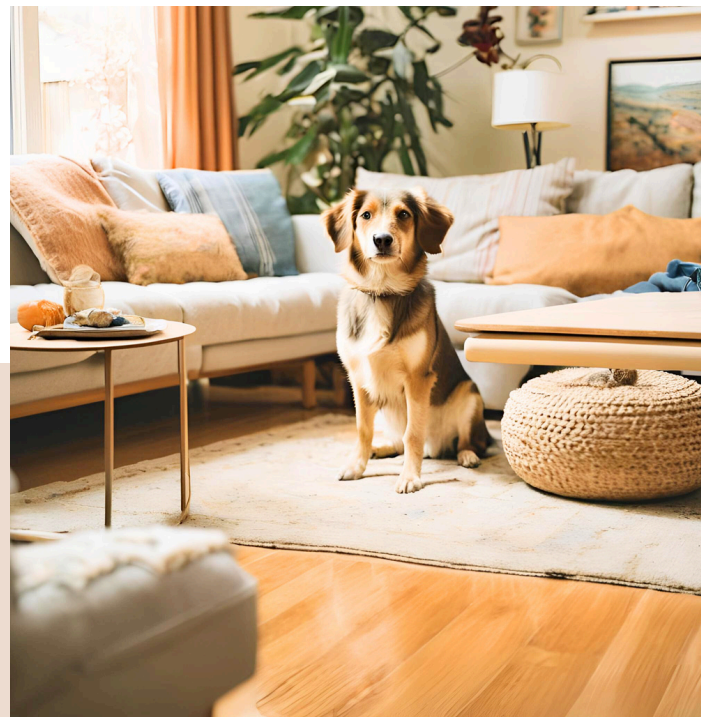


# SHOWINGS

For the first few weeks/  
weekends, make sure that your  
calendar is flexible for showings.  
This will help provide potential  
buyers a greater number of  
viewing options.

Private viewings as well as open  
house viewings will be set up  
during the first few weeks of  
listing your home.

You should make arrangements  
for pets and children during  
viewing times, to help make the  
viewing experience as pleasant  
and distraction free as possible.





# OFFERS & NEGOTIATIONS



At this time, you will be able to accept the offer, negotiate and make a counter-offer, or reject the offer. If you receive multiple offers, I will help you negotiate with the buyers to find a price and terms that you are happy with.

Ensure that the process is transparent, and all information provided to the buyers is accurate and up to date.



# RESOURCES



## INTERIOR DESIGNERS / STAGERS

**Dead Set Staging | Kimberlee Vlaski**

(920) 851-5821

[kimberlee.vlaski@gmail.com](mailto:kimberlee.vlaski@gmail.com)

**Hunter Interiors | Kayla Hunter**

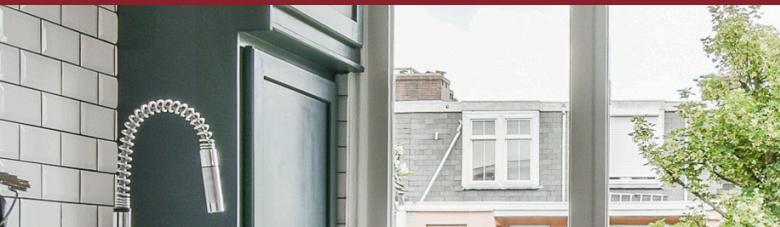
[kayla@hunterinteriorsco.com](mailto:kayla@hunterinteriorsco.com)



## CLEANERS

**Adriana Vieyra Rojas**

414-394-4590



## JUNK REMOVAL

**P's Property Preservation**

414-240-4332 / 414-999-7695

**Hoan Sweet Home | Maggie Behens**

262-443-2132

[hoansweethome@gmail.com](mailto:hoansweethome@gmail.com)



## HOME ORGANIZERS

**A Bridge Forward**

[bridgeforwardmoving.com](http://bridgeforwardmoving.com)

**The Tailored Life | Ashley Hines**

[hello@thetailoredlife.com](mailto:hello@thetailoredlife.com)



## PAINTERS

**Ben Hample**

414-719-4242

**Interior Painting | Kendall Interial**

217-855-7587



## LANDSCAPING / EXTERIOR / ROOFING / SIDING

**Mundo Landscaping LLC**

Raymundo Altamirano

414-793-6837

[mundolandscaping@yahoo.com](mailto:mundolandscaping@yahoo.com)



# REAL ESTATE TERMS

## OFFER

An offer is a preliminary agreement to purchase a home, and is set between a buyer and a seller.

## EARNEST MONEY

Good faith money is the balance of funds that are set aside into a trust or an escrow account to show the buyer is serious about the purchase.

## HOME INSPECTION

A home inspection is an official review of the homes' current condition. It helps to determine if any work needed to be done to the property to bring it to normal working order.

## DEFECT

Any condition or issue in the property that negatively affects its function, safety, structural integrity or overall value

## CONTINGENCY

A contingency related to a property is when the preliminary offer is accepted, pending certain conditions set out by the seller; home inspection & financing.

## APPRAISAL

An appraisal is the value that is assigned to the house based on an assessment of the neighborhood, market condition, and more. Ordered by your lender.

## FINANCING CONTINGENCY

A pre-approval is the first step to obtaining a mortgage to purchase your home. The lender will perform an analysis on your income, debt, and credit-worthiness. You will need this in order to be ready to put an offer on a house.

## TITLE SEARCH

A title search will confirm that the property that is being sold in fact belongs to the seller, is clear and free and transferable.

## CLOSING

The closing part of the real estate sale is when the money and keys are exchanged.

## DISCLOSURES

The disclosures related to a property will include everything that the sellers know about the property, including any areas that need repairs.

## CLOSING COST

Closing costs is the amount that is paid, in addition to the sale price. This can include: taxes, insurance, lender expenses and firm's commissions.



# 2025 KW MKE | Results Driven

**6,379** # OF CLOSED UNITS

**\$2.7** CLOSED SALES VOLUME  
BILLION

KW MKE METRO MLS

**\$455,852** **\$425,844**

**AVERAGE HOME PRICE**

\*KW WORKS IN A HIGHER PRICE POINT THAN THE MARKET AVERAGE.

**15.3%** KW MARKET SHARE VS. OTHER TOP BROKERS

\*IN 2024 KELLER WILLIAMS WAS THE #1 BRAND FOR SE WISCONSIN SELLERS & BUYERS

**3,989** # OF LISTINGS TAKEN

**\$1.804** LISTINGS TAKEN VOLUME  
BILLION

KW MKE METRO MLS

**96.8%** **94.8%**

**LIST TO SALE PRICE %**

KW MKE METRO MLS

**23 DAYS** **34 DAYS**

**AVERAGE DAYS ON MARKET**

\*KW SELLS HOMES **32% FASTER** THAN THE MARKET AVERAGE.

**KW AGENTS CLOSE 26% MORE UNITS THAN THE AVERAGE AGENT IN THE METRO MLS**

# Moving To Do Checklist

## UPDATING YOUR CHANGE OF ADDRESS

- ✓ Financial Institutions
- ✓ Utility Companies
- ✓ Subscriptions
- ✓ Insurance Companies
- ✓ Driver's License
- ✓ Voter Registration
- ✓ Post Office

Scan To Change  
Your Address



## POST-SALE MOVING ESSENTIALS:

- ✓ **Confirm Details with Your Moving Company**  
Double-check the move date, time, insurance, payment method, and any special instructions.
  - ✓ **Transfer or Cancel Utilities**  
Schedule shutoff/transfer dates for utilities and services to align with your closing date.
  - ✓ **Leave Behind Essentials for the Buyer**  
Place house keys, garage remotes, manuals, and any notes for the new owner on the kitchen counter.
  - ✓ **Handle Final Cleaning & Trash Removal**  
Ensure the home is clean, empty, and free of debris as agreed in your sale contract.
  - ✓ **Final Walk-Through**  
Double-check all rooms, closets, cabinets, basement, attic, and garage to ensure nothing is left behind.
- 
- ✓ **Preparing For The Buyers Walk-Through**  
Clean thoroughly —vacuum floors, scrub surfaces and appliances, and consider hiring a professional cleaner for a deep clean. Patch nail holes, touch up paint, mow the lawn, empty all trash and recycling, and wipe out appliances like the fridge and oven. Make sure every light bulb works and plumbing is functioning with no leaks or running toilets. Leave notes for anything that might need explanation, like tricky locks or thermostat controls. Finally, do your own walk-through as if you're the buyer—double-check that everything is clean, empty, and in working order so you can leave the home with confidence.

# CUSTOMER TESTIMONIALS

**Ashley D.**



Smooth, quick, and all-around great experience selling my condo with Jason and his team.

**Mike G.**



We would like to put a BIG SHOUT OUT to Jason and the team at Keller-Williams/House To Home for their never ending hard work at making the sale of our home and the purchase of our condo go as smooth as possible. Oh we had some bumps in the road that were very stressful but they were always there with an encouraging word and an alternate plan to keep us on track. We cannot thank you enough and we will definitely recommend you to anyone looking to sell or buy a home. You were like family and we felt you could feel our pain when things weren't just right and you were happy for us when we finally had our closing. We love our new home and don't plan to move again but if we did, we would certainly go with Keller-Williams. Thank you from the bottom of our hearts. Mike & Mary

**Ken W.**



Jason was my agent for both buying and selling my home in Fox Point. He is very professional, knowledgeable, friendly and a great communicator. You will be in good hands if you use him.

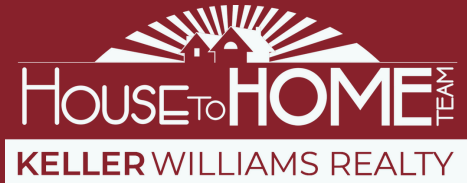
**Buyer Client**



Jason is excellent at his job. He was a pleasure to work with and always available to answer all and any questions. He is honest and has so much knowledge in realty. You will not go wrong with choosing Jason as your realtor.

# JASON STELLING

REAL ESTATE AGENT



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Facebook



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