



THE LENARD TEAM
AT SIGNATURE PREMIER PROPERTIES

7 WEST MAIN STREET • SMITHTOWN • NY • 631.315.6156

SELLING YOUR HOME

A COMPLETE GUIDE TO SUCCESSFULLY SELLING YOUR HOME





Delivering you 5-star service to become your real estate resource for life.

Home is more than just a property you own. It is the place where you build long-lasting memories with your friends, family, and loved ones. And for most, it can be your single most greatest asset.

Growing up in real estate, I've seen the twists and turns of every market. I understand how emotional it can be to sell your home and without the right knowledge and information it may seem overwhelming.

Together, we are here to help you navigate the process with ease. As your listing agents, we will guide you through the process, create a plan, and take care of any and all details, so you can rest easy.

Planning your photos, staging your home, finding the right buyers, and negotiating on your behalf, we're here to help you every step to closing. Starting with this booklet, you'll find the whole process to guide you to success.

Jon-David Lenard
TEAM LEADER



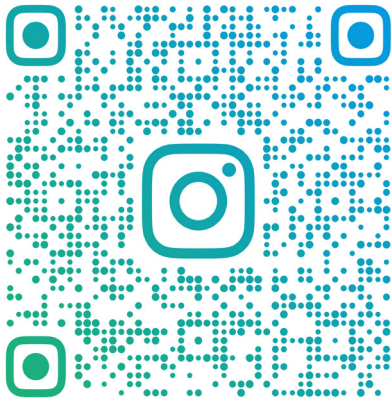
KAREN HENRICH



About Me

As a Smithtown native who was born, raised, and continues to live in the area, Karen knows a thing or two about Suffolk County. Her passion for real estate and her community, combined with her unparalleled level of customer service expertise honed during her 35 years at the corporate office of a major insurance company, makes Karen your go-to agent. With a goal of making the home buying process as seamless as possible, Karen ensures she's delivering transparency every step of the way. For many people, buying a home is the largest investment of a lifetime and for her, she puts the customer's needs before her own. Karen loves the real estate profession and to her it's more than buying and selling property; it's about people, relationships, connections, and community building. She strives for excellence both personally and professionally and her heart is always in the very best interest of all her clients.

(631) 527-6893 • khenrich@thelenardteam.com • karen.thelenardteam.com



KAREN.HENRICH.AGENT



TESTIMONIALS

Michelle Taormina
3 reviews
★★★★★ a year ago
Positive: Professionalism, Responsiveness
Karen went above and beyond to accommodate my every need. Buying a home is not 1 size fits all and The Lenard Team at Signature Premier Properties was a light in the darkness for me. Any issues that came up were addressed immediately, professionally and handled with the utmost care. I couldn't of asked for better service and a more honest and dependable realtor!
Thank You KAREN!!

Chris Lozado
2 reviews
★★★★★ a day ago **NEW**
Karen Henrich of The Lenard Team at Signature Premier Properties was everything I could hope for in a Real Estate Agent. She is honest, dependable and a true professional. She is knowledgeable, attentive and has a great perspective on so many different areas of the process. As a first time home buyer, she was patient, kind and supportive. She goes far above and beyond the scope of her duties as a Real Estate Agent for her clients. You will be lucky to have her on your team. I highly recommend her.
Like



WHY HAVE A TEAM?

Guiding you through your selling process every step of the way.

Have someone by your side through the entire process. Selling your home can come with many questions. With a team, you can rest assured that there will always be someone available to provide you with the best answer possible.

Real estate teams also possess a wide network and marketing reach that can greatly enhance your property's exposure. With a longstanding reputation a team, like The Lenard Team, may already have your buyer in the database. This would reduce the time you're waiting for your home to sell and prepare you for the next chapter in your life.

From arranging professional photography, home staging, and high-quality marketing materials the team will ensure your home is shown at its very best. Their objectivity and experience are also invaluable during emotionally charged negotiations, ensuring you don't settle for less than what your property deserves.

Enlisting the assistance of a real estate team when selling your home provides expertise, resources, and support that can significantly improve your selling experience and secure the best possible deal for your home!

Meet Your Team



Karen Henrich
Listing Agent



Jon-David Lenard
Team Leader



MEET YOUR SUPPORT TEAM



JON-DAVID LENARD TEAM LEADER

As a 2016 inductee to the “20 Under 40 Rising Stars in Real Estate,” Jon-David Lenard is nationally at the forefront of the real estate profession. Jon-David was raised in a real estate family. He has dedicated his career to mastering the parts of the business that have always worked and incorporating new ideas and technology. His measure of success is in the number of people he and his team are able to serve professionally.

“I believe in lifelong learning. Being the team lead, my mission is to provide the most up-to-date information and techniques to not only my team, but also our clients to ensure the best results possible and meet the goals of our clients.”

DANIELLE LENARD LEAD LISTING AGENT/LEAD MENTOR

After 20 years in the real estate industry, Danielle has an expert understanding of the Long Island real estate market. She’s passionate about providing the best possible service to her clients, and continually educates herself so she can meet that goal. A graduate of Rutgers University, she’s a member of local mastermind and networking groups, as well as the PTA for Hauppauge schools.



VIRGINIA BOYD FINANCIAL & OPERATIONS

Virginia graduated with a Business Management degree and has been putting it to use optimizing operations and financial strategies for the Lenard Team for the last 16 years. Along with overseeing the team’s operation as a whole, she reviews all transactions, onboards new staff, and offers to support on all listings. Her role with the Lenard Team has allowed her to not only witness but actively participate in its evolution into an industry leader and she is looking forward to growing the company further.



BARBARA LENARD RESEARCHER/LEAD CONSULTANT

After 45 years of residence in Smithtown and more than 30 years of real estate experience, Barbara has a knowledge of Long Island real estate that few competitors could match. Rather than resting on her laurels, she works hard to expand her expertise and keep up with the latest industry tools. Prior to all listings, the agents meet with Barbara to have a greater understanding of the local market, including pricing, recent sales, and available houses by zip code. This ensures the agents are delivering the best and most accurate information.



MEET YOUR SUPPORT TEAM



STEPHANIE LOZADA ZILLOW FLEX MANAGER

Stephanie's role as the Zillow Flex Manager is to ensure lead flow through each step of the pipeline while supporting agents in providing a 5 star experience. Stephanie works one on one with each agent, overseeing scheduling and provide hands on training. Stephanie also tracks the agents answer rate and pick-up rate of each agent to ensure the best possible service is provided to any and all clients.

"Through consistent training, accountability, and support from our client concierge, we can provide a seamless process for homebuyers."

DIANNA TORTORICI TRANSACTION/LISTING COORDINATOR

Joining the team after moving to Long Island from Virginia, Dianna brings a plethora of knowledge. After previously working with a real estate team in Virginia, Dianna is well versed on all the listing requirements. Even before meeting your listing agent, Dianna prepares the listing agreement to be signed and then coordinates with your agent to make your listing live on MLS, Zillow, Trulia, etc. From there she orders all brochures and postcards to announce your listing and ensures all agents have everything they need to succeed for your open house. Once offers flow in, Dianna organizes all offers for your and your agent's review. As soon as an offer is accepted, Dianna supplies all essential paperwork to all attorneys beginning the process for a smooth closing.



HILLARY GARCIA MARKETING DIRECTOR

Once you've signed with your agent, Hillary works with your agent to provide all needed marketing materials. She provides and designs all print materials, advertisements, social media posts, email campaigns, video, and even a dedicated website for your new listing. She accompanies your listing agent during the listing photos to capture the most and best content possible, so your home is viewed at its best. By adding this boost across all platforms, Hillary ensures the most eyes are viewing your home, providing you with a pool of potential buyers.



YOUR LISTING JOURNEY WITH THE LENARD TEAM



Looking forward to becoming your real estate resource for life!



LISTING CONSULTATION

Planning for success.

During the listing consultation, we will collaborate on the best plan to list your home.

The listing consultation is where we invite you to ask as many questions as you have, so we have a clear understanding of the goals you have for your home.

As your listing agent we will also do a thorough walkthrough of your home citing any features, renovations, or conditions that would bring the most attention to your home.

Alongside our thorough assessment we provide a market analysis. This analysis includes recent sales data of comparable properties in the local area to stay competitive and give you the most up-to-date information for your sale.

Our consultation will provide an in-depth look into the marketing and social strategy to secure the most opportunity to find your buyer. Together we will create the next steps to reach the goals we set out.



A few things to think about...



What is your moving timeline?

Are you looking to sell in order to buy?

What do you hope to net from your sale?

What concerns do you have about the process?



PRE-LIST

TO-DO LIST

Presenting your home in the best possible light

FRONT ENTRY

*Declutter
Remove shoes, jackets, bags
in entry way*

BEDROOMS

*Clean/shampoo carpets
Replace bedding with neutral tones
Remove 30% closet clutter*

KITCHEN

*Remove items from countertops
- ex: papertowels, dish soap, drying
rack, etc.*

LIVING ROOM/DINING ROOM

*Sweep and vacuum
Clean/shampoo carpets*

BATHROOM

*Remove items from vanity tops
- ex: toothbrushes
Remove items from shower
- ex: shampoo, conditioner, loofahs, etc.*

EXTERIOR/LANDSCAPING

*Sweep front/back porch
Trim hedges
Mow lawn
Store/stage outside furniture*

MISCELLANEOUS

*Change air filters
Service HVAC
Patch holes and paint drywall
Replace lightbulbs
Fix leaky faucet or water heater
Deep clean house - wipe down doors, appliances, mirrors, window sills, baseboard*

TIMELINE AND EXPECTATIONS

What's coming up next?

As your agents we're determined to get your house on the market as quickly as possible to take advantage of the current market. This ensures we're securing the best opportunities possible for the sale of your home.

We work with you to prepare your house for photos and showings. Starting with photos, we provide the best appointment time for you and work around your schedule. You are welcome to be present for photos or leave it up to us! We are on site with the photographer throughout the whole session insuring the best possible staging and the highest quality photos.

All photos, videos, and description of the home will then be edited and prepared into the following materials:

- Your home only website page
- Neighborhood direct mail pieces
- Email campaigns to our 40,000 person database
- Social media posts & ads
- Open house materials



Expect...

To be out of your home for an hour while photos are done.

About 2 days for photo and video editing.

To hit the market a week from photos!



PROFESSIONAL PHOTOS

You never get a second chance at a first impression, so smile and look your best!

In real estate, pictures can mean the difference between selling your home or having it sit on the market for multiple months. So on our team we enlist the help of professional photographers to come on site and secure the best photos of your home before it hits the market.

These photos are essential as they will be seen everywhere, from mailers, flyers, brochures to social media posts, ads, and various listing websites.

This gives potential buyers the first insight into your home and help them imagine their own move-in day!

Rest assured, we will be on site with the photographer the day of and oversee all edits before going live!



GOING TO MARKET

YOUR MARKETING PLAN

An immersive marketing strategy is essential as your home is ready to hit the market.

This approach allows buyers across multiple generations to view the details of your home. With an expansive marketing plan, your ideal buyer will be viewing your home multiple times a day across a multitude of mediums.

PRINT

After all the editing, it's time to go to print! We provide mailers to neighbors and flyers and brochures to be used at your upcoming open house. Getting started with mailers is a great way to show off your new listing across multiple neighborhoods. Announcing your home is fresh on the market to any potential buyer

DIGITAL

Alongside print, your home will live online. Your home will featured on MLS, Zillow, Realtor.com, Trulia, and have a dedicated website page for everyone to view. Buyers will be able to view your home and schedule showings with ease.

SOCIAL

To drive the most traffic to your online listing, we're taking your home directly to their phone. Half the time a person spends on their phone is on social media, so the next time they go on Facebook, Instagram, and YouTube they'll be scrolling through your home.

OPEN HOUSE

Finally, the time has come to host the open house. After viewing your home online and in the mail, buyers will have the opportunity to view your home in person. Your listing agents will be there to greet guests, oversee your house, and find your potential buyer!





GOING TO MARKET YOUR ROCKET REPORT

Along with your personalized marketing plan, you can view and download your home's rocket report. The rocket report is for your specific address allowing you to view the amount of buyers looking for a home similar to yours.

Our in-house customer service representative will supply us with your Individualized rocket report for insight on the potential buyers near you!

Not only will we get your home in front of hundreds of thousands of local relevant buyers online, we may already have your buyer in our active buyer database!



Total active buyers in my database!

Price Range: \$14 - \$24
Bed: 4
Bath: 3
Square Feet: 4,100 - 4,500
Location: NESCONSET, NY



Active buyers we think would be interested in your home!

Name	Phone	Email	Buying Timeline	Similar Property Interested
Man Li	(609) 421-1940	Manli@redfin.com	12+ Months	NESCONSET, NY 11767 4 Bed, 4 Ba 4300 Sqft
Rizwana	(609) 421-1940	Rizwana@redfin.com	Unknown	NESCONSET, NY 11767 4 Bed, 3 Ba 4278 Sqft
Muhammad Jafar	(609) 421-1940	Muhammad@redfin.com	3 - 6 Months	NESCONSET, NY 11767 4 Bed, 3 Ba 4241 Sqft
Eric Miller	(609) 421-1940	Eric@redfin.com	12+ Months	NESCONSET, NY 11767 4 Bed, 3 Ba 4278 Sqft
Mehdi	(609) 421-1940	Mehdi@redfin.com	Unknown	NESCONSET, NY 11767 4 Bed, 3 Ba 4241 Sqft
Rachael G. Campbell	(609) 421-1940	Rachael@redfin.com	12+ Months	NESCONSET, NY 11767 4 Bed, 3 Ba 4278 Sqft
Awyaseh P. Hill	(609) 421-1940	Awyaseh@redfin.com	3 - 6 Months	NESCONSET, NY 11767 4 Bed, 4 Ba 4700 Sqft
Syed Z. Khan	(609) 421-1940	Syed@redfin.com	6 - 12 Months	NESCONSET, NY 11767 4 Bed, 4 Ba 4500 Sqft
Lyle M. Hines	(609) 421-1940	Lyle@redfin.com	12+ Months	NESCONSET, NY 11767 5 Bed, 3 Ba 4170 Sqft
Royce A. Hill	(609) 421-1940	Royce@redfin.com	Within 90 Days	NESCONSET, NY 11767 4 Bed, 4 Ba 4700 Sqft
Brian A. Hill	(609) 421-1940	Brian@redfin.com	Unknown	NESCONSET, NY 11767 4 Bed, 3 Ba 4278 Sqft

Within 10 miles of **37 LAWRENCE DRIVE, NESCONSET, NY** there are **315,400 people**

- Likely to move soon
- First time home buyers
- Recently browsed for homes for sale



LAUNCH DAY

Making your debut online and on the market!

It's time to sell! The day your home goes on MLS, it's blasted throughout the internet to get the highest possible visibility.

With your home now on MLS, Zillow, Trulia, and Realtor.com, your home is also featured on its webpage on The Lenard Team website. Our database of 40,000 persons will also receive a personalized email blast announcing your home.

Showings can be scheduled as soon as we hit the market and continue our search for your perfect buyer.

After viewing on multiple platforms, buyers are welcomed to the open house!



PRIVATE BATHROOM

NEW ANDERSON WINDOWS

ELEGANT TILE WALLS

URBAN EXCITEMENT

MODERN COUNTRY KITCHEN

Welcome to your urban sanctuary, where modern upgrades intertwine with timeless charm. Step inside and be greeted by bright interiors, inviting you to relax and unwind. The seamless flow from the dining area to the serene patio-deck provides the perfect space for gatherings or peaceful moments under the open sky. A modern country kitchen awaits, ready to inspire your culinary adventures while keeping you connected to your loved ones. Retreat to the...

[Read more](#)

1 day on Zillow | **454** views | **28** saves

Listing by:

Signature Premier Properties 631-360-2800

William C James 516-494-4483

Throughout your listing, we keep track of the momentum and the trajectory that your house has on the market! Giving us insights into the buyers' minds.



LIVE AND ACTIVE

Your house is out on the market, so what now?



OPEN HOUSE

Kick off your listing with an open house. Open houses are essential when selling your property. It gives the opportunity for multiple buyers to take what they've seen in print and online to real life.

We recommend planning to be out of the house for two hours as buyers view your home. Not to worry though! As your listing agents, we will be at the open house from prep to clean up.

We will be on-site, guiding buyers through the house and weeding out those looking out of curiosity and those looking to submit their best and highest offer!

WE DON'T STOP THERE!

We may have your perfect buyer! While your house is on the market, we are looking through our database to find you the best offer.

With years in the industry, we have built an indisputable reputation known across Long Island. We work to reach out to industry professionals and colleagues to find the right buyer for your home. As a team, we have an even greater reach, since your buyer could be right in our backyard.

As for showings, we schedule them through our ShowingTime app. This makes scheduling a breeze as we work around your schedule and can consistently keep track of any and all potential buyers viewing your home!



ACCEPTING AN OFFER



All tallies are in and the winner is...

So it's time to review offers. Throughout the entire active period, we are collecting all offers and organizing them to be presented to you.

Once all offers are collected, we will sit together and review the offers with you side-by-side. This is the time to compare and find you the best offer possible, BUT we aren't just looking for the highest offer right off the bat.

We negotiate on your behalf, with all offers presented to allow room for the best offer possible.

Through this process, we're looking for the offer you and your home deserve!



Once all negotiations are said and done, we sit down again and guide you in making the best decision possible to meet your selling goals!





PENDING PERIOD

You're now under contract!

After accepting an offer, you are now in the pending period. This starts off with our transaction coordinator reaching out to all parties with an introductory email. The email will address the specifics of the deal, the next steps, and any more information needed.

From there, enter the attorneys! With the accepted offer, your real estate attorneys will prepare the contracts and perform a title search.

Communication is key in this stage of the process. To ease all coordination, we facilitate all communications, making sure to answer any questions and address any concerns that may arise. We stay on top of this, so you can rest easy and prepare for your closing





SELLING TO BUY? SEARCH FOR YOUR NEW HOME

As discussed during your listing consult, if you're looking for your next home, now is the perfect time!

With your current home pending, we will work together to find you the right home for your next chapter! From our original listing consult, we will dive in deeper to find your must-haves and dealbreakers to ensure we're showing you the best of what's in the current market.

Having your home under contract also provides valuable leverage when submitting offers. Being under contract reassures other sellers and gives them confidence when reviewing and accepting your offer!

Just as we have been, we'll be with you every step of the way!



YOU'RE RIGHT AT THE FINISH-LINE

You're scheduled to close, but before then let's get through the final walk-through. During the final walkthrough, the buyers and the buyer agent will walk throughout the house to ensure agreed-upon repairs have been met and the condition of the home is consistent at the time of contract.

Follow this checklist to make preparing a breeze!

*Moving preparations
are in order*

Repairs are complete

*Property has been
broomed swept*

*Final readings for oil
& propane have been
turned in*

*Transfer of utilities
established*

*Have all keys ready for
closing!*





THE DAY IS FINALLY HERE AND YOU'RE READY TO CLOSE!



We've reviewed all the contracts and now we're set to sign. Be on time, have keys on hand, and get ready to start your next chapter!



Closing day can be a long process as both parties sign, so while you wait tell us how we did!

LEAVE US A REVIEW ON ZILLOW!



PROFESSIONAL PARTNERS

Making your home selling process as easy as can be. Looking for a mortgage lender, inspector, or attorney? Here is the list of our highly trusted and recommended partners to make your transaction the smoothest as it can be.



Eric Braun
516.265.4244
Mortgage Loan Originator
NMLS ID#1618933
EBraun@ContourMtg.com



Contour Mortgage, Dependent, 140 Street Avenue, Suite 400, Carle Place, NY 11732 | 516-265-0700. This is not a recommendation to lend. Description of Licensed Mortgage Broker - NY Department of Financial Services Mortgage Market License #1400041194331024748 | www.finance.ny.gov



LAW OFFICE OF
ASAF A. GERMAN, P.C.
631.390.7741
444 Route 111 | Smithtown, NY 11787



A PROPERTY INSPECTOR GROUP
516.586.0778
319 E Main Street | Smithtown NY 11787

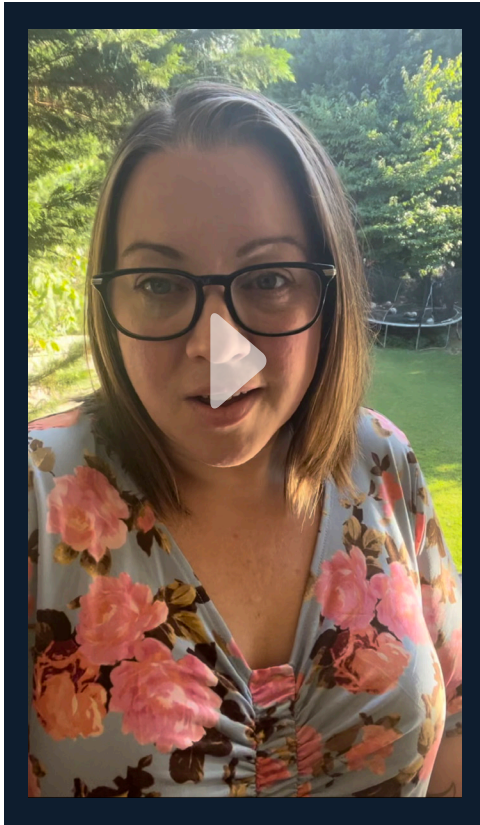


631.923.1338
165 E Main Street | Huntington, NY 11743



SEE WHAT OTHER'S SAY

Check out our reviews from previous clients throughout the years!



Highly likely to recommend

5.0 ★

[Report a problem](#)

8/4/2022 - RobertHatem

Sold a Single Family home in 2022 in Ridge, NY.

Review for Member: [William James](#)

★★★★★ Local knowledge

★★★★★ Process expertise

★★★★★ Responsiveness

★★★★★ Negotiation skills

William helped us sell our house!

He was always helpful with his knowledge of the process as he guided us through our house sale. I can see why other people feel stressed when buying/selling a house. Hearing William explain everything, and guide us, enabled us to feel less stress. He always answered his phone or returned calls promptly.

We recommend him as a Real Estate Agent without any reservations.

Highly likely to recommend

5.0 ★

[Report a problem](#)

7/9/2023 - Imabuzeit

Sold a Single Family home in 2023 in Nesconset, NY.

Review for Member: [Danielle Lenard](#)

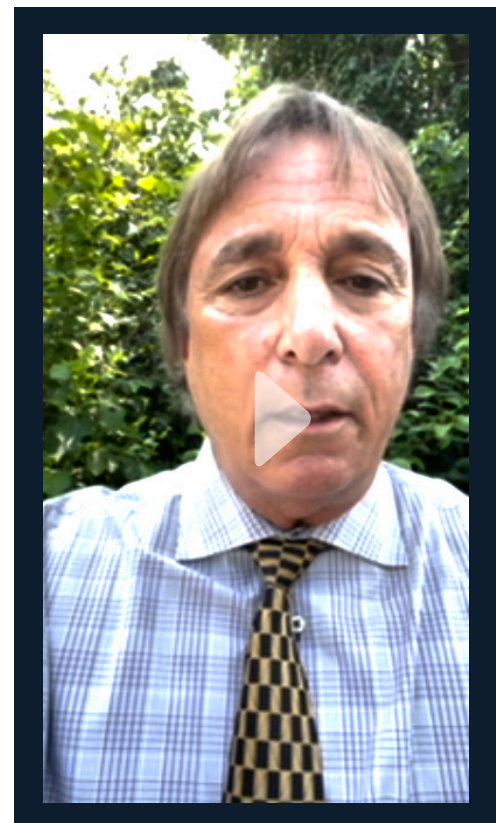
★★★★★ Local knowledge

★★★★★ Process expertise

★★★★★ Responsiveness

★★★★★ Negotiator skills

After just one phone call with Danielle, we knew she was the perfect realtor for us. Her easygoing attitude was a breath of fresh air, especially after dealing with an incompetent realtor from another agency. Danielle's sweet and caring personality shines through, as she assured us not to worry and to trust her with our concerns. We hold her in high respect as a realtor and enjoy getting to know her. Her and professional and hardworking team are superheroes when it comes to rescuing clients from difficult situations!! We highly recommend her, especially if you're currently in a bad situation, like we were. The entire process was quick and effortless; we were under contract in less than a week of our open house, we accepted far above our asking price and closed within 40 days! We are beyond grateful for this outcome. If you're looking for the best outcome, she's your realtor!





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