



SELLER'S GUIDE

Your Path. Our Purpose.

Free market analysis • Professional photos • 3D tour • Path to SOLD



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Cookeville • Crossville • Monterey • Sparta • Upper Cumberland

"For every house is built by someone, but the builder of all things is God."

Hebrews 3:4

We Listen Well. We Serve Better. • Faith • Family • Integrity • Service

SELLING WITH A SERVANT'S HEART

Your home is more than a listing. It is a chapter. We treat it that way — with honesty about the number, excellence in how the world first sees it, and a plan that runs on your clock, not the market's noise.

We bring the latest technology with an old-fashioned servant's heart. We do not call people out. We call people up. And we help create the smoothest path from where each client is — to SOLD — remaining an asset, never a distraction, until the keys change hands in peace.

OUR COMMITMENT TO YOU

- We listen first — to why you are selling, not only to what you want to net.
- We tell you the truth about price, condition, and time.
- We invest in how the home is seen: paid professional photography and a 3D tour buyers can walk before they ever park in the driveway.
- We communicate honestly after every showing.
- We treat your family like family while strangers walk your halls.

TWO PATHS — TRADITIONAL SALE OR AUCTION

Most homes go the listing path. Some — estates, land, time-sensitive sales — are better served at auction. We will say so plainly if that is the wiser road, and keep your goals at the center either way.

PREPARE THE HOUSE WITH PEACE

- An in-person walk-through to talk home improvements and makeover — what will help this house show its best, and what to leave alone.
- Local vendors, handymen, and contractors we already trust. We can connect you so you are not hunting names at midnight.
- An interior designer relationship for sellers who want the home staged. You do not have to stage like a magazine unless you want to.
- Pets, meds, and private papers — a short plan so showings do not unravel the day.

PRICE LIKE A STEWARD

We provide a free market analysis — what has sold, what is sitting, and what your home can honestly ask in this season. The number should honor the work you have put in and still invite a buyer to say yes. Pride and panic both miss the mark. Stewardship hits it.

- Comparative sales, active competition, and days-on-market in your town — in plain language.
- Net sheet: what you may walk away with after payoff, commission, and usual costs.
- Financing help in all 50 states through 1Source.Loan — payoff on this home, purchase of the next one, refinance or HELOC if that is the wiser step. Texana Bank | NMLS #2695596. The two files stay in one conversation.

HOW THE WORLD FIRST SEES YOUR HOME

Buyers decide with their eyes long before they decide with their feet. We do not phone this in. 1 Source invests in paid professional photography and a 3D tour you can play — so a family in Ohio or a couple across town can walk every room as if they already had the key.

Paid professional photos

A photographer who knows light, land, and Tennessee rooms. Twilight or drone when the property asks for it. These images lead the MLS, social, and every flyer — not phone snapshots.

3D tour you can play

A walk-through of the entire home, on their time. Kitchen to attic, porch to bonus room. With every 3D tour we include a digital measured floor plan so buyers see flow, scale, and true room sizes before they ask for a showing.

WHERE THE STORY GOES

- Latest technology with an old-fashioned servant's heart: MLS and www.1Source.Team — full photos, playable 3D tour, and a digital measured floor plan with every tour.
- Homes & Land magazine, local advertising, and digital — so the listing is seen on paper and on the phone.
- Targeted social and video so the right eyes in Cookeville, Crossville, Monterey, Sparta, and beyond actually see it.
- Sign, coming-soon when it serves you, and a clean one-sheet for showings.
- You approve the gallery before it goes live. This is still your house.

SHOWINGS WITHOUT LOSING YOUR PEACE

- Windows that honor work, kids, and rest. We do not list you into exhaustion.
- Feedback after showings — honest, not sugar-coated, not cruel.
- The 3D tour should reduce tire-kickers. People who book a visit have already walked the rooms.
- If something feels off in a showing request, we say no. Stewardship includes the door lock.

OFFERS — STEADY HANDS

- Price, dates, inspections, financing, and what they want to keep — explained before you answer.
- A pre-approved buyer is a kinder offer. We will ask.
- Multiple offers: we stay calm. You decide. Panic is not a strategy.
- You remain the decision-maker. We remain the advocate.

UNDER CONTRACT TO CLOSING

Inspections, repairs or credits, appraisal, title, payoff, and the closing table. Victoria and the coordinating team watch the calendar with you. If the buyer is also using 1Source.Loan, the house file and the money file stay in one conversation.

You should never wonder who is holding the next step.

WHEN AUCTION IS THE WISER PATH

Estates, land divisions, investment property, or a sale that needs a date certain. Our auction path is bold, ethical, and still servant-hearted. Same photos. Same 3D tour when the property allows. Your goals stay at the center.

AFTER THE KEYS CHANGE HANDS

- Utilities, forwarding, and a last walk so nothing of yours is left behind.
- If you are also buying, the Buyer Care Plan runs beside this one.
- A Google review is a gift if the work blessed you — never an obligation.
- People you love are welcome here. We will call them up, not wear them out.

RESOURCES

- Free market analysis, list, photos, 3D tour, search — www.1Source.Team
- Financing in all 50 states, payoff, next-home loan, HELOC — www.1Source.Loan • Texana Bank | NMLS #2695596
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- Answers@1sourcerealtypros.com
- Cookeville: 18 N Madison Ave, Suite 100 • Crossville: 94 Woodmere Mall

1 SOURCE TEAM

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Kind regards and Southern grace.

One team. One Source. Always by your side.