VISIONARY ESTATES

Bilal Salimi · Broker DRE# 01480904 · NMLS# 300923 · CA Ins. Lic. #0F85254
English · Farsi · Urdu · Hindi

The Seller's Guide

How I'll price, prepare, market and sell your home, with the numbers in writing before you decide.

Neighbor Rate: 1% listing fee

For homes in ZIP codes 94538 and 94539 (near our Fremont office), on listing agreements signed through December 31, 2026.

Applies to the listing side only. Compensation offered to a buyer's agent, if any, is separate and negotiable. Other terms and exclusions may apply; ask for details.

WHAT'S INCLUDED

✓ Pricing from real data
A comparative market analysis from recent nearby sales, and a pricing strategy you can see and check.

✓ A written seller net sheet
What you'd walk away with at several prices, including local transfer taxes, payoff, and closing costs.

✓ Prep plan
A walkthrough and a short list of repairs or staging steps likely to pay for themselves, so you don't overspend.

✓ Marketing that reaches buyers
Professional listing photos, plus video and drone when the property, price and strategy call for it. MLS and major portals, plus multilingual marketing, including Chinese-language platforms like WeChat and Xiaohongshu.

✓ Buyers who can close
Financing options for your buyers through SI MTG and homeowners insurance quotes, which helps reduce surprises in escrow.

✓ Negotiation & escrow management
Offers, counteroffers, inspections, appraisal, disclosures and deadlines, from listing to keys.

NOT INCLUDED (OR PAID SEPARATELY)

— **Repairs, staging and cleaning costs.** I'll help you prioritize and refer vendors.

— **Inspections and reports** (pre-listing inspection, natural hazard report, HOA documents), normally paid through escrow.

— **Escrow, title and transfer tax:** third-party costs, itemized on your net sheet.

— **Legal and tax advice:** I work alongside your attorney and CPA, not in place of them.

Book a free home value evaluation

Scan the code, call or text **(510) 786-8739**, or email Bilal@SalimiInvestments.com
44840 S Grimmer Blvd, Fremont, CA 94538 · www.visionaryestates.com

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HOW IT WORKS

1. **Free home evaluation (week 1).** A walkthrough, your goals and timing, and a written price range from recent local sales.
2. **Net sheet and plan.** Your bottom line at several prices, plus a prep list with costs, so you decide with the numbers in front of you.
3. **Prepare and photograph (1–3 weeks).** Targeted fixes, cleaning, staging advice, listing photos, and video or drone where it fits.
4. **Launch.** MLS, portals and multilingual outreach, with showings scheduled around your life.
5. **Offers and negotiation.** I compare offers on net proceeds, contingencies and buyer financing strength, not just price.
6. **Escrow (typically about 30 days).** Inspections, appraisal, disclosures and deadlines tracked until your home records and you're paid.

NOT SURE SELLING IS THE ANSWER?

Because I'm both a real estate broker and a mortgage broker, I can lay out every option side by side: sell, rent it out, refinance and stay, or sell as-is for speed. I also handle the harder situations:

- Listing expired or the home didn't sell
- Behind on payments or facing foreclosure
- Inherited home, probate or trust sale
- Divorce: sale or spousal buyout
- Selling a rental with tenants in place
- Downsizing at 55+ and keeping your Prop 13 tax base (Prop 19)

LOCAL COSTS AT A GLANCE (2026)

City	City transfer tax	Usually paid by
Fremont, Newark, Union City	None	Seller pays county tax ($1.10 per $1,000)
Hayward	$8.50 per $1,000	Split 50/50 buyer and seller, plus county tax paid by seller

Full city guides, including who pays what, property tax, utilities and local rules, are at **visionaryestates.com** under Fremont, Newark, Union City and Hayward.

Visionary Estates and Salimi Investments are DBAs of Bilal Salimi, Real Estate Broker, DRE# 01480904. Loans arranged through SI MTG, the mortgage division of Salimi Investments, NMLS# 300923, a mortgage broker, not a lender. Not a commitment to lend; all loans subject to credit approval, program guidelines and property eligibility. Commissions and fees are negotiable and not set by law. This guide is general information, not legal or tax advice. Equal Housing Opportunity. Promotion details current as of October 2026.

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