



REALTY

The Highest Degree Of Service[®]

SELLER CONSULTATION



ABOUT 360 REALTY

Integrity is at the core of our business. As a diverse family of REALTORS, we believe our unique experiences and backgrounds provide each client the ability to receive the personalized service they desire. There is no one size fits all in our world! From military service to fostering the areas youth, we are passionate about serving our local community! Our real estate experience is vast, and we represent sellers and buyers in every facet.

We have streamlined the process of buying or selling a home to make it easier for you! We have built a team of industry experts to make sure you have access to local home inspectors, contractors, interior designers, service providers, property managers, lending professionals, title and escrow companies, painters, landscapers, plumbers, electricians, home warranty companies, and more to provide you with the best service possible!

We are dedicated to providing the most up-to-date market data in the area. Our team is made up of caring, knowledgeable professionals that work tirelessly to help you with the home buying and selling process.

ABOUT YOUR AGENT – JENA BURKETT

Jena Burkett is a dedicated real estate agent based out of Jacksonville, NC and serves all surrounding areas of Onslow county including Carteret and Craven Counties. After traveling the world with her husband Joe (USMC-RET), and 2 children, she was excited to put down roots in beautiful eastern North Carolina and dive into the real estate world. Since 2016, real estate has been her passion, devoting her time and energy to helping her clients through every step of their real estate journey. Her superior communication skills enable her to listen to her clients needs and goals, and work hard to not only meeting those needs, but exceeding them in the process. All while making the process as smooth and stress free as possible. As a military spouse, she has first hand experience in the challenges and stresses of moving to a new area and finding the right home. She feels it is her duty to devote 100% of her attention to each of her clients, and going above and beyond to do what's best for them and is committed to excellence.

When working with Jena, you can be assured you are working with a true professional with the utmost integrity and honesty. Backed by one of the most successful real estate companies in the Jacksonville and surrounding areas, her job is to take the stress out of the home buying and selling process, while keeping you informed every step of the way. When she is not dedicating her time to real estate, she enjoys spending time at home with her family, and traveling with them to new places and new adventures



WHAT MY CLIENTS ARE SAYING



Jena Burkett

REALTOR®

5.0 ★★★★★

Becky Jane

over 1 years ago

We do not know how we got so lucky to be transferred to Jena's extension when we first called her office! She helped us sell our townhome in North Carolina from Texas without having to go back to North Carolina. Jena was always so nice while communicating over phone calls or text messages. She was always able to answer every question we had for her. She went above and beyond for us, from meeting our tenets, to getting people in to the home to get it fully painted and prepped to put it on the market. We can not say how satisfied we were with how quickly the home sold. Jena advertised the home so good that it that from the time it went on the market to closing day was one month and one day!! Jena was such a pleasure to work with and we would recommend her to anyone we know (or don't know) to use her!



Darryl Jay Armstrong recommends Jena Burkett
Realtor.

September 13 at 2:57 PM · 🌐

Jena is an awesome Realtor. I first met her in 2019 when I purchased my second home. She goes above and beyond what is asked, and she is very professional. Now it was time to sell my home, and she was also there. She did an outstanding job! She is very knowledgeable and cares about the details. If you ever find yourself in the Camp Lejeune, NC area she is the go to!!

Jena is simply amazing! She facilitated our purchase of a home in Hubert, NC, while we were living in Japan. She was able to quickly and easily answer our questions and deal with all qualms. We were put at ease during the purchase process, we are happy with our home, and ecstatic with the quality of service and expertise provided by Jena! Not enough good things to say! Thank you Jena!

Grace

about 1 years ago

We had an amazing experience with Jena Burkett and her realty team. Jena is impressive as a person and as a realtor - very professional, impeccably prepared, efficient, responsive, intelligent, and patient. Helped us find the perfect real estate option in a timely manner at a time when the market was very challenging. Highly recommend.

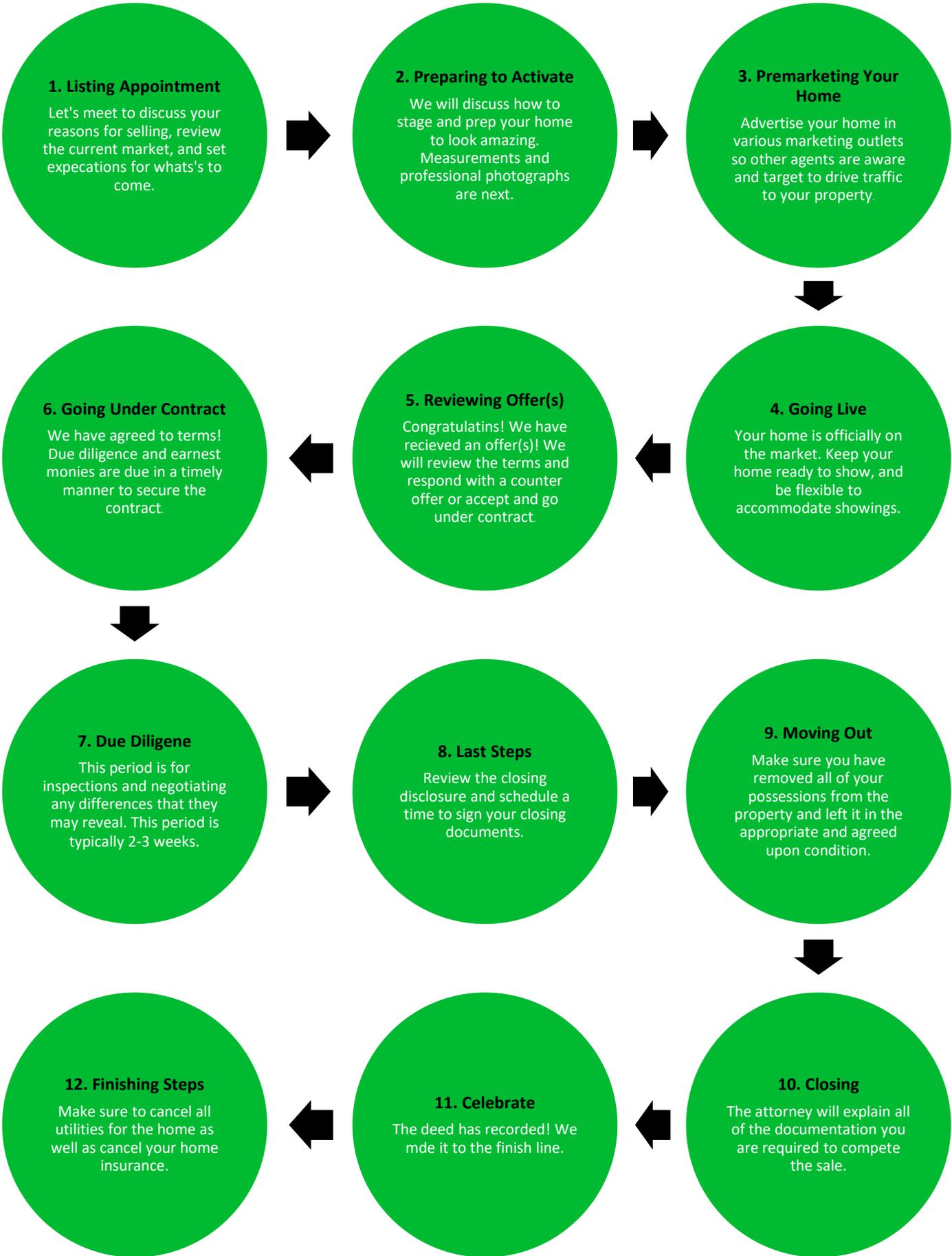
Verified by Realtor.com

Sold a Single Family home in 2020 in Holly Ridge, NC.

- ★★★★★ Local knowledge
- ★★★★★ Process expertise
- ★★★★★ Responsiveness
- ★★★★★ Negotiation skills

My wife and I had a fantastic selling experience with Jena Burkett! Jena went out of her way to help in a long distance sale and we could not have been happier with the sale. She is super responsive and kept us informed immediately of any developments in the process. My wife and I had 2 sales fall through in the process (2020 right?) and Jena wasted no time in relisting our home and finding the next buyer. I felt 100% confident all of our needs and asks were being met even from conducting the sale in another state. She KNOWS her market and is very skilled in real estate. I wouldn't use another realtor in the area.







SELLER CLOSING COSTS

Typical Home Seller Expenses:

1. Deed preparation completed by the closing attorney
2. Tax stamps (an excise tax, which is 2% of the sale price)
3. Prorated share of property taxes, association dues and other similar fees (this cost is typically pro-rated through the closing date)
4. Real estate commissions
5. Fees associated with loan payoff or transferring funds into a checking account (overnight fees or electronic funds transfer fees)
6. Any other costs that were agreed to in accordance with the executed offer to purchase





WHY YOU SHOULD LIST WITH 360 REALTY

360 REALTY has streamlined the process of selling a home to make it easier for you! We have built a team of industry experts to make sure you are provided with the best service possible. We are dedicated to maximizing your return in a timely manner with little impact to your day-to-day life.

GETTING YOUR HOME READY TO SELL

What we do:

1. Complimentary home consultation including home valuation.
2. Professional photography and measurement to help your home put its best foot forward
3. Interior design guidance as needed to advise on the best way to prepare your home to impress.
4. A full complement of trusted vendors to handle any punch list items to get your home ready for market.
5. A full-service experience handling everything from premarketing to closing, and in between, while minimizing your worry and maximizing your happiness with the experience.

What you do:

Ask questions, follow the advice from our team of professionals, and be flexible with your time to take advantage of opportunities for potential buyers to see your home.

HOW WE SELL YOUR HOME – MARKETING PROCESS

1. Listing in the regional Multiple Listing Service
2. Direct Mail
3. Marketing to our agents within the market searching for clients of their own
4. Sign in the yard
5. Your property will be featured on: www.360REALTYnc.com, Facebook, Instagram, YouTube, Google, Zillow, Realtor.com, and Trulia.
6. Follow ups with showing agents
7. Open house, if needed
8. Real Geeks, CRM system, database



PHOTOSHOOT CHECKLIST

We are here to make the home selling process as easy as we can for you! To help things move smoothly, our photographer has asked for the following things to be done prior to your scheduled photoshoot.

1. Please ensure the lawn is mowed and trimmed as well as the sidewalks and driveways edged.
2. Please ensure all trash bins and garden equipment (such as garden hoses) are moved inside the garage or shed.
3. Please ensure there are no vehicles in the driveway or front of property.
4. Please ensure ALL exterior and interior light bulbs are of a matching hue and turned on, including all lamps and range hood lights.
5. Please relocate interior trash cans from kitchen and bathrooms to a nearby closet.
6. Please ensure all toilet lids down.
7. Please ensure all shower curtains are closed.
8. Please vacate the property 15 minutes prior to your scheduled photoshoot.

Thank you very much for your cooperation! If you have any questions, please do not hesitate to reach out!



TELL US ABOUT YOUR HOME

WHY DID YOU PURCHASE THIS HOME?

WHAT DO YOU LOVE ABOUT THE NEIGHBORHOOD?

WHAT ARE YOUR FAVORITE FEATURES ABOUT THIS HOME?





UTILITIES INFORMATION

Electric Provider: _____

Phone #: _____

Average Bill: _____

Gas Provider: _____

Phone #: _____

Average Bill: _____

Sewer Provider: _____

Phone #: _____

Average Bill: _____

Water Provider: _____

Phone #: _____

Average Bill: _____

Cable/Internet/Phone Provider: _____

Phone #:

Average Bill: _____

Homeowners Association: _____

HOA Dues: _____ Paid: ___ Monthly ___ Quarterly ___ Annually / ___ Mandatory ___ Voluntary

Amenities Included in HOA:





CONGRATULATIONS! YOU ARE UNDER CONTRACT!

Please do not hesitate to call me any time if you have any questions and concerns. The following information is intended to guide you on how the process of closing on a home generally works. Keep in mind that your specific transaction may have unique aspects that may not be covered here. I look forward to staying on top of the details and diligently helping you with closing the sale of your home!

- If your buyer is getting a mortgage, we will stay in constant contact with their lender and buyer agent to make sure the loan process is progressing as expected to ensure an on-time closing.
- The buyer will likely schedule inspections (home inspection, termite, radon, well, septic, etc.). We will notify you of the dates and times as soon as we are made aware so you can plan accordingly. You do not need to and should not be present at your home during the times of these inspections or any subsequent visits by the buyer with their agent.
- Continue to maintain and keep the property in the condition it was prepared for during the active showing process, moving and packing activities as necessary notwithstanding.
- All homes, no matter their age or level of care and maintenance, will have items on the inspection report. Based on those findings, it may be necessary for us to negotiate with the buyer (through their agent) to address these issues by making repairs, or a concession in the form of a reduced sales price or seller paid concessions. It is wise for us to negotiate primarily those items that are most important and can impact safety and livability.
- The closing date and attorney are agreed upon as part of the Offer to Purchase. Once the time of closing is set, we will notify you so you can plan to sign the documents for your side of the transaction to complete the process. We will also inform you of the date and time of the buyer's final walk-through. This is typically the day of closing and usually no more than a day or two before. Place the date and time of the final walk-through and closing on your calendar. The property should be vacant and clean before both.
- Please be advised that if you are selling and buying a home (back-to-back closings), then someone from our team may be able to represent you at the seller closing (may require a POA). However, please plan to attend your buyer side closing.
- Don't forget to schedule a moving company and set your various utility and other services to end the day of closing.
- We should receive the closing disclosure at least three days before closing. This document outlines how much money you will need to bring to closing, if necessary, or expect to receive as proceeds. If you are also buying a home, ensure the proceeds from the sale of your home are transferred to the attorney for the closing of the home you are buying if those funds are necessary for your closing.

