

THE GEORGIA REAL ESTATE ESSENTIALS SERIES

FROM FOR SALE TO **SOLD**

How We Help Georgia
Homeowners Win



By The Corbin Estate Team

**RON & ADDISON
CORBIN**

From For Sale To Sold

How we help Georgia homeowners win

The Georgia Real Estate Essentials Series

BY THE CORBIN TEAM

RON & ADDISON CORBIN

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About This Series

The Georgia Real Estate Essentials Series

By The Corbin Real Estate Team – Ron & Addison Corbin

Buying or selling a home in Georgia is a big decision—and for most people, it’s the biggest financial move they’ll ever make. But too often, the process feels overwhelming, confusing, or just plain frustrating.

That’s why we created this book series.

At **The Corbin Real Estate Team**, we’ve spent years helping Georgia families buy and sell homes with clarity, confidence, and a winning strategy. These books are designed to give you straight answers, practical advice, and a few inside tips—no sales fluff, no confusing jargon.

Each guide in the *Georgia Real Estate Essentials Series* focuses on a specific moment or challenge in your real estate journey. Whether you’re buying your first home, prepping for a fast sale, inheriting a property, or recovering from an expired listing, we’ve got your back.

We wrote these books to:

- Help you make informed, confident real estate decisions
- Show you exactly what to expect at every step
- Share the smart strategies we use every day with our own clients
- And yes—if it feels like a good fit, we’d love the chance to work with you too

This isn’t just another real estate guide. It’s a Georgia-specific playbook, written by two brokers who live here, work here, and know how to get homes sold in *your* neighborhood.

Let’s get to it.

— Ron & Addison Corbin

The Corbin Real Estate Team

Core Real Estate Series – For Every Buyer & Seller

1. **Selling Smart: How to Sell Your Georgia Home Fast & for Top Dollar**
Your complete guide to getting the most for your home—without stress or surprises.
 2. **The Georgia Home Buyer's Handbook: What to Know Before You Buy**
Avoid costly mistakes and buy with confidence in the Peach State.
 3. **Back on the Market: How to Sell Your Georgia Home After It Didn't Sell the First Time**
Learn why your listing expired—and how to get it right the second time around.
 4. **From FSBO to Sold: Why Georgia Homeowners Hire the Right Agent (Eventually)**
The honest truth about going it alone—and what to do when it's not working.
 5. **The Ultimate Guide to Georgia Real Estate: From Search to Sold**
An all-in-one resource for navigating the Georgia market like a pro.
 6. **Smart Moves: How to Time Your Georgia Real Estate Transaction Just Right**
Buy, sell, and relocate with confidence—without the panic, overlap, or missed opportunity.
 7. **The Georgia Land Guide: Buying and Selling Lots, Acreage, and Rural Property the Smart Way**
A practical guide to buying, selling, and evaluating Georgia land—from zoning to perc tests and everything in between.
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Life Events Series – Emotional & Transactional Guidance

8. **Selling Your Georgia Home in a Divorce: A Clear Plan for a Clean Break**
Navigate the legal, emotional, and financial complexities of selling during a split.
 9. **Inherited Property in Georgia: What to Do When You've Inherited a Home**
Probate, prep, pricing, and peace of mind—your guide to selling a home you didn't plan to own.
 10. **Downsizing in Georgia: How to Right-Size Your Life Without the Stress**
Smart steps for selling your current home and moving into a lifestyle that fits.
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Lifestyle-Based Guides

11. **First-Time Buyer in Georgia? Start Here**
Everything a Georgia first-timer needs to know—from financing to keys in hand.
 12. **Your Empty Nest, Your Next Nest: A Georgia Homeowner's Guide**
Guidance for empty nesters ready to sell, relocate, or reimagine their next chapter.
 13. **Relocating to Georgia? A Welcome Guide for Newcomers**
From neighborhoods to contracts—what new residents need to succeed in Georgia.
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Investor & Upscaler Series

14. Real Estate Investing in Georgia: Buy, Rent, Profit

Learn the Georgia-specific rules, risks, and rewards of building your portfolio.

15. Upgrade Without the Overwhelm: Selling & Buying Simultaneously in Georgia

Juggle both transactions like a pro—without losing your sanity or your equity.



Home Prep & Marketing Mini-Guides

16. Stage, Snap, Sell: Prepping Your Georgia Home for a Hot Market

Declutter, stage, and photograph like the pros—for faster, stronger offers.

17. Real Estate Red Flags: What Georgia Buyers Should Watch For

Avoid costly surprises with a keen eye for common listing issues.

18. Your Home's Secret Value: Small Upgrades, Big Return

Budget-friendly improvements that boost appeal and ROI in Georgia markets.



How the Corbin Team is Different - Bonus Titles

19. Behind the Sale: What Georgia Real Estate Agents Really Do for You

A transparent look at how agents earn their keep—and protect your interests.

20. From For Sale to Sold: How We Help Georgia Homeowners Win

Real-world results from the Corbin Team playbook.

21. Our Georgia Real Estate Playbook: How Addison & Ron Get Results

The tools, timelines, and strategies that set our team apart.

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Preface: Why We Wrote This Book

Because Winning the Sale Takes More Than Just a Sign in the Yard

We've met a lot of homeowners over the years who assumed that selling a home is pretty straightforward. You hire an agent, they stick a sign in the yard, post a few photos online, and—boom—it sells. If only it were that easy.

The truth is, **getting a home sold in Georgia takes more than exposure—it takes strategy.** It takes experience, local insight, clear communication, strong marketing, and a detailed plan that's built around *your* specific goals.

That's why we wrote this book.

We're Ron and Addison Corbin, a father-son real estate team serving homeowners across the expanded Metro Atlanta area. And we believe that sellers deserve more than luck and listings—they deserve guidance, transparency, and results.

Whether you're moving up, downsizing, relocating, or just ready for a change, this book will walk you through exactly what we do to help Georgia homeowners **win**—from the first meeting to the final closing.

This isn't a sales pitch. It's a behind-the-scenes look at our process, our principles, and the real-world moves we make every day for clients just like you.

If you're wondering what to expect, how to prepare, or what separates a good sale from a great one—we've got you covered.

Let's dive in.

— Ron & Addison Corbin

The Corbin Real Estate Team



Chapter 1

The Strategy Behind the Sale

How We Create a Plan Tailored to You, Your Timeline, and the Georgia Market

Every successful home sale starts with one thing: a smart strategy.

It's not about luck. It's not about guessing the "right" price. And it's definitely not about just listing and hoping. It's about crafting a clear, customized plan based on your goals, your home's strengths, and the current conditions in your specific corner of the Georgia market.

At The Corbin Real Estate Team, this is where we begin—**not** with a sales pitch, but with a conversation.

It Starts With Understanding You

When we meet with a seller, the first thing we ask isn't "How many bedrooms?"—it's "What matters most to you?"

Maybe it's timing—you need to move quickly for a job relocation.

Maybe it's pricing—you're counting on top dollar to fund your next purchase.

Maybe it's peace of mind—you want a smooth, stress-free sale with minimal disruption.

In Cobb County, one seller we worked with needed to sell fast—but didn’t want to feel rushed. We built a 10-day prep and pricing plan that aligned with local buyer demand, launched the listing on a Thursday, and had a full-price offer by Sunday night. That’s the power of a plan built around the client—not the calendar.

Reading the Market, Block by Block

Georgia’s real estate market isn’t one-size-fits-all. What works in Peachtree City may not work in Powder Springs. That’s why we do a deep dive into:

- Comparable sales and neighborhood-specific pricing
- Buyer demand in your school district, zip code, and price point
- Inventory trends and seasonal patterns unique to your area
- The current list-to-sale ratio and pricing sweet spots

Our goal is simple: **position your home to stand out**, not sit around.

In Henry County, we helped a seller price just under a key search threshold (\$299,900 instead of \$305,000), which widened buyer exposure and drove multiple offers.

The “Custom Sale Blueprint” We Use With Every Client

- ✓ Define your timeline and priorities
 - ✓ Analyze hyper-local market data
 - ✓ Identify your home’s strongest selling points
 - ✓ Create a staging/repair plan (if needed)
 - ✓ Choose the right launch strategy and price point
 - ✓ Lay out the week-by-week steps so you know what’s next
-

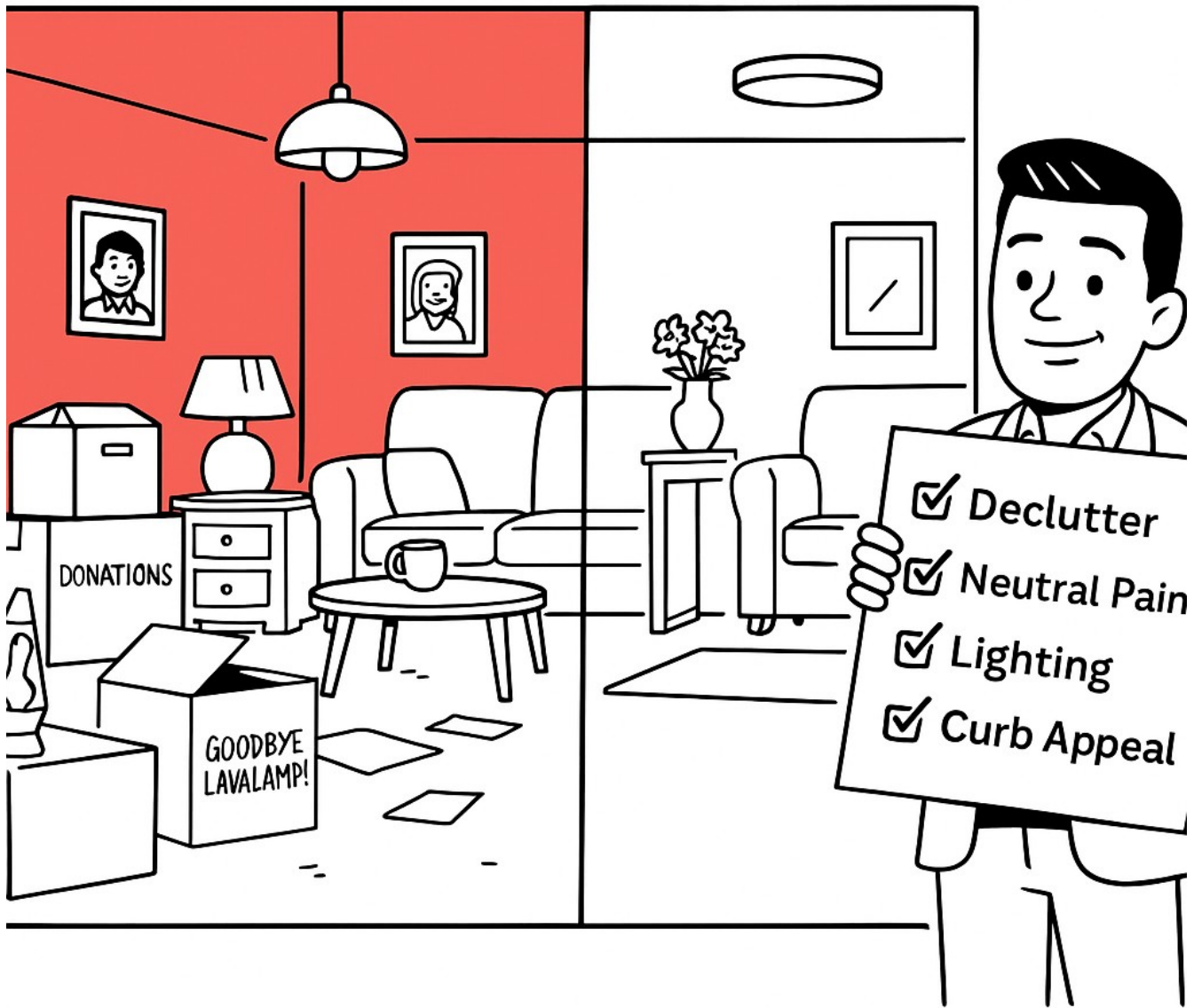
Takeaway

A great sale doesn’t happen by accident—it’s the result of a well-thought-out plan. When we start with your goals and pair them with local market intelligence, we’re not just listing a home. We’re **launching a strategy** designed to win.

Coming Up Next: Chapter 2 – Preparing Your Home the Right Way

We’ll show you how we help Georgia sellers prep their homes with purpose—without overdoing it or overspending.

Prep That Pays Off



Chapter 2

Preparing Your Home the Right Way

Why Thoughtful Prep Beats Expensive Upgrades—And How We Help You Get It Done

One of the most common questions we get from Georgia homeowners is:

“What should I fix before we list?”

The answer? It depends. But it’s probably less than you think—and more important than you realize.

Prepping your home isn't about making it perfect. It's about making it *appealing*. And we know how to help you focus your time, money, and energy on the things that actually make buyers say, "This feels like home."

The “Worth It” vs. “Waste of Time” Filter

Here's the truth: not all upgrades deliver value. Before we tell you to repaint a wall or swap out a faucet, we ask one key question: **Will this make your home more appealing to the buyers who are most likely to fall in love with it?**

In Fayette County, we helped a seller skip an expensive kitchen remodel by instead painting the cabinets, changing the hardware, and upgrading the lighting—all for under \$1,000. The kitchen *popped*, and the offers came in quickly.

Some common “high ROI” prep items:

- Neutral interior paint
- Updated light fixtures
- Minor landscaping
- Decluttering and depersonalizing
- New cabinet hardware
- Clean, well-lit spaces with clear purpose

We'll walk you through what's worth doing—and what to ignore.

Not Ready to Stage? We've Got You Covered

Many sellers worry their home isn't “show-ready.” That's okay—we're here to help you get there. We offer:

- **Prep checklists** tailored to your home
- **Trusted vendor referrals** for small projects
- **Virtual staging** if the home is vacant or needs visual polish
- **Hands-on advice** to make sure your time and money are spent wisely

We'll tell you where to start, what's optional, and how to get the biggest impact for the smallest effort.

Buyer Perception Matters

In competitive Georgia markets like Roswell, McDonough, and Acworth, buyers will often tour 5–10 homes in a weekend. The homes that are **clean, bright, neutral, and easy to picture themselves in?** Those are the homes that sell fast—and for more.

One of our listings in Woodstock was average on paper, but after a deep clean, minor paint touch-ups, and fresh mulch out front, it stood out in the photos and sold in four days. No major renovation required.

Mini-Checklist: Smart Prep That Pays Off

- ✓ Declutter every room, including closets and storage areas
 - ✓ Touch up paint in high-traffic areas with light neutrals
 - ✓ Upgrade lighting (higher wattage, clean fixtures)
 - ✓ Freshen curb appeal with mulch and a clean entry
 - ✓ Remove personal photos and anything polarizing
 - ✓ Consider professional or virtual staging for key rooms
-

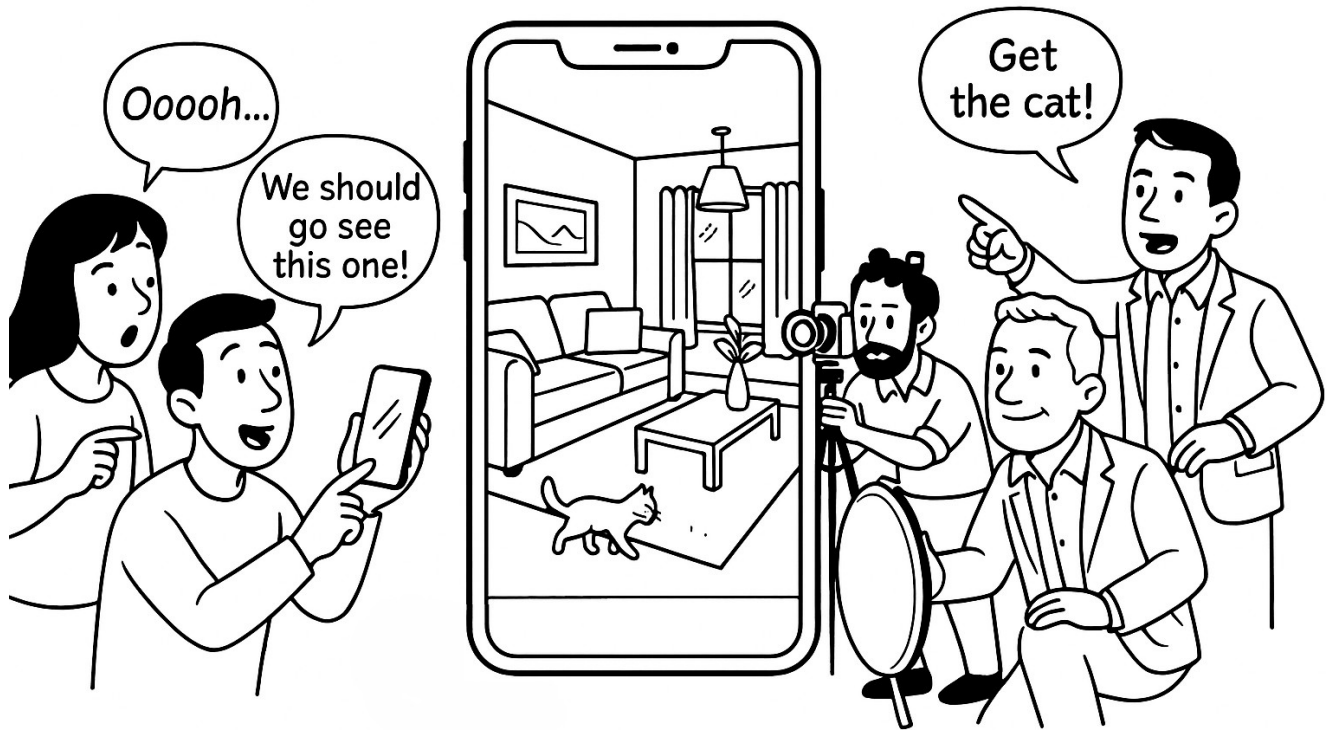
Takeaway

You don't need HGTV results to get real results. You just need **smart, strategic prep** that helps buyers see the potential—and feel at home. We'll guide you every step of the way so you can prep with purpose, not panic.

Coming Up Next: Chapter 3 – Professional Marketing That Makes a Difference

Next, we'll walk you through the tools and tactics we use to showcase your home, capture buyer attention, and make your listing impossible to ignore.

FIRST SHOWING HAPPENS ONLINE



Chapter 3

Professional Marketing That Makes a Difference

The Tools, Techniques, and Tactics We Use to Put Your Home in Its Best Light

These days, a home's "first showing" happens online—and buyers are swiping through listings like they're scrolling social media. That means your home needs more than a quick photo and a one-line description. It needs **professional marketing** that grabs attention, creates emotion, and drives action.

At The Corbin Real Estate Team, we don't just list homes—we **market** them. And we do it with intention, experience, and an eye for what works in Georgia's ever-changing market.

Professional Photography Every Time

It all starts with photos. We use experienced real estate photographers who know how to:

- Use lighting and angles that highlight space and flow
- Focus on the right features—what buyers actually care about
- Sequence images in a way that tells a story
- Capture the lifestyle your home offers, not just the square footage

In one recent sale in Stockbridge, we re-shot a vacant property with virtual staging and a new sequence. The difference in engagement was night and day: 3x the views, 5x the showings, and a full-price offer in under a week.

Video, Virtual Tours & Aerial Shots

Depending on your property, we may also use:

- **Video walkthroughs** that build emotional connection
- **Matterport 3D tours** for out-of-town buyers
- **Drone photography** for land, location context, or unique elevation
- **Virtual staging** for empty or dated spaces

This adds depth to the listing—and gives buyers more reasons to stay interested.

Social Media & Targeted Ads

We don't wait for buyers to find your home—we bring it to them. Our marketing includes:

- **Targeted Facebook & Instagram ads** aimed at buyers by location, behavior, and demographics
- **Boosted posts** that highlight your home's best angles
- **Custom listing videos** designed for mobile scrolling
- **Just Listed campaigns** to generate early buzz

In Fayette County, a “Just Listed” video ad we ran reached 6,200 potential buyers in three days—and one of them scheduled a showing that turned into an offer.

Email, Flyers & Agent Networking

Behind the scenes, we also:

- Share your listing with top local agents in our network
 - Send feature emails to buyer clients and investor groups
 - Create high-quality brochures and flyers for open houses
 - Promote your listing across multiple real estate groups and forums
-

Mini-Checklist: Marketing Must-Haves

- ✓ Professional photography (no phone pics, ever)
- ✓ Eye-catching listing description with clear, buyer-focused language

- ✓ Targeted social media ads
 - ✓ Email marketing to agents and buyers
 - ✓ Optional: virtual tours, drone, and virtual staging
 - ✓ Consistent branding across every platform
-



Takeaway

Great marketing doesn't just show your home—it **sells the experience** of living in it. By combining professional visuals with strategic promotion, we make sure your home stands out, gets seen, and makes a strong first impression—online and in person.



Coming Up Next: Chapter 4 – Listing Launch with Maximum Impact

Next, we'll show you how we time your launch, build buzz, and make sure your home hits the market with strength and style.



Chapter 4

Listing Launch with Maximum Impact

How We Build Urgency, Attract Attention, and Drive Early Interest

You only get one chance to make a first impression—and in real estate, that moment is your listing's **launch day**.

While some agents simply click “publish” and wait, we treat your home’s debut like a product launch. We plan the timing. We build anticipation. We coordinate all the elements so your home hits the market **with a splash**—not a ripple.

Because when you launch right, you create immediate interest and buyer urgency. And that's when the best offers tend to come in.

Timing Is Everything

We typically list homes on **Thursdays or Fridays**, giving buyers time to schedule weekend showings and creating a sense of urgency for those who've been watching the market all week.

But timing isn't just about the day of the week—it's about:

- School calendars (especially in places like Peachtree City or Alpharetta)
- Holidays and long weekends
- Inventory trends in your price point
- Weather, seasonality, and local events

In Gwinnett County, we delayed launching a listing by three days to avoid overlapping with a major community festival. The result? Less competition, more views, and a strong weekend of showings.

Pre-Marketing: Generating Buzz Before It's Live

Before your home ever appears on Zillow or the MLS, we're already:

- Sharing sneak peeks on social media
- Alerting buyer agents in our network
- Building a short list of prospects through email marketing
- Sending "Coming Soon" teasers to our client database

This means buyers are watching—and waiting—before your home even goes live.

The Power of a Strong First Weekend

When we launch a listing with a clear plan and active marketing push, the first 72 hours are critical. We want:

- Back-to-back showings
- High online engagement
- Early offers (or strong buyer signals)
- Multiple agents requesting feedback or second looks

This creates what we call “controlled demand”—buyers feel urgency without the chaos. And when demand is strong, offers tend to be cleaner, quicker, and closer to asking (or higher).

Seller Tip: Don't Underestimate Momentum

Homes that generate a flurry of early interest often sell faster—and for more—than listings that drag into the second or third weekend without offers. Your listing's **momentum window** is real, and it's short.

That's why we don't just list. We launch.

Mini-Checklist: Our Listing Launch Plan

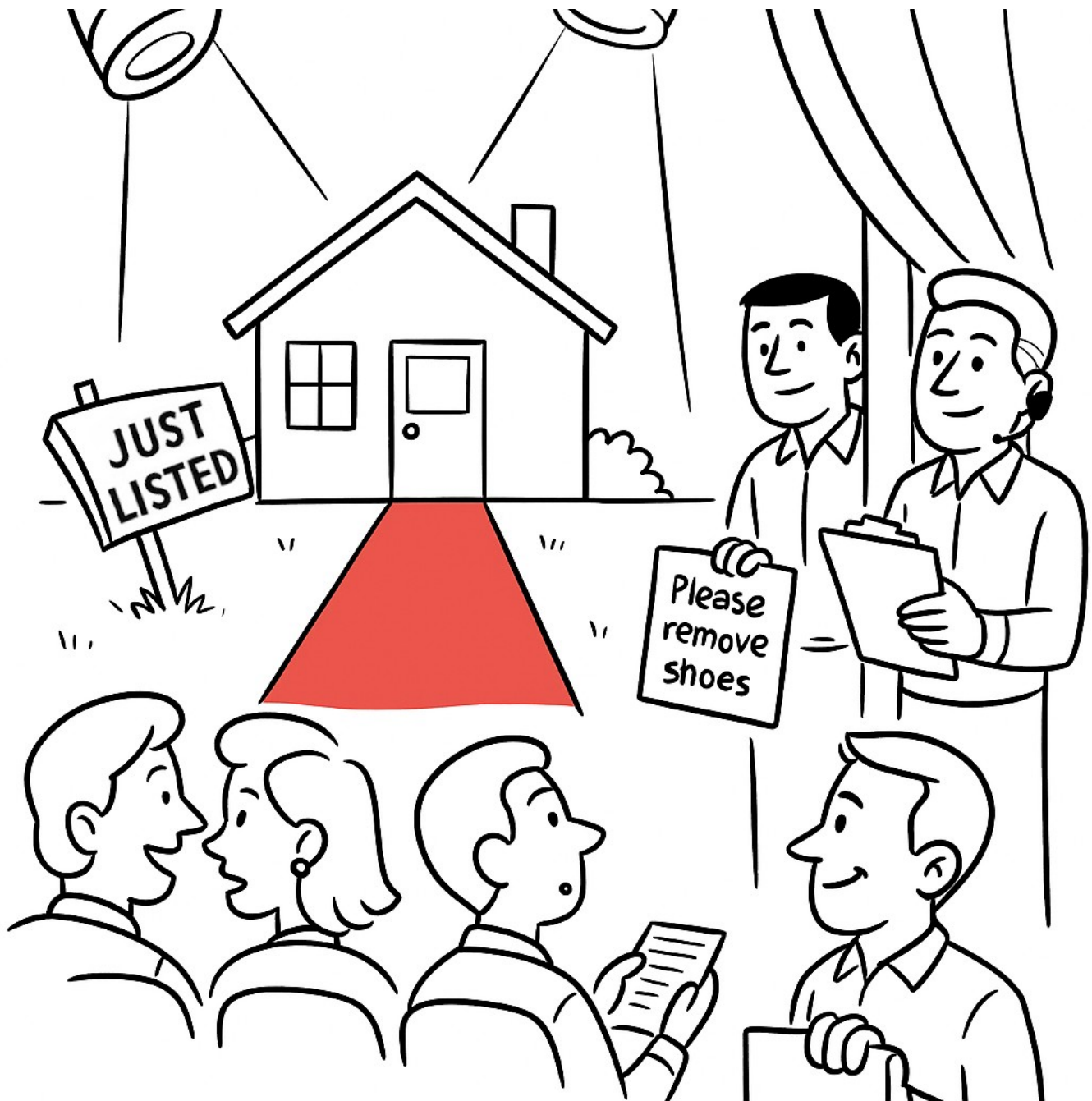
- ✓ Launch on a strategic day (Thursday/Friday)
 - ✓ Post with professional photos and optimized description
 - ✓ Activate paid ads and “Just Listed” campaigns immediately
 - ✓ Monitor showing requests and feedback in real time
 - ✓ Stay available to respond to interest and answer agent questions
 - ✓ Adjust quickly if the market tells us something new
-

Takeaway

Your listing launch isn't a formality—it's a **first impression** that sets the tone for everything that follows. With a coordinated rollout, early marketing, and momentum-building strategies, we make sure your home hits the market strong—and stays that way.

Coming Up Next: Chapter 5 – Managing Showings and Momentum

In the next chapter, we'll show how we manage access, collect buyer feedback, and turn interest into real offers.



Chapter 5

Managing Showings and Momentum

Creating a Showing Experience That Turns Interest Into Offers

Once your home hits the market, showings begin—and this is where momentum truly matters.

Showings aren't just about letting people in the door. They're a **critical window** where impressions are formed, interest builds, and offers start to take shape. A great showing strategy doesn't just keep things organized—it **creates urgency** and encourages action.

At The Corbin Real Estate Team, we don't take showings lightly. We manage them like a launch sequence—carefully, strategically, and with constant feedback.

More Than an Open Door

Anyone can unlock a house. But we go further. We:

- **Control the showing schedule** to maximize overlap and buyer traffic
- **Prep you ahead of time** with staging reminders and checklists
- **Follow up with every agent** who tours your home
- **Gather, analyze, and act on buyer feedback** in real-time

Our goal? To create a sense of activity and competition—so buyers feel the pressure to act quickly and make their best offer.

Smart Scheduling = Stronger Perception

We typically recommend concentrated showing blocks in the first weekend. Why?

Because it creates buzz.

In areas like Smyrna or Senoia, we've had listings where four showings overlapped—and one buyer told us, “I didn't want to miss my chance.” That urgency? It often leads to stronger offers.

We also:

- Use secure digital lockboxes for tracked access
 - Require advance notice so your life isn't constantly disrupted
 - Coordinate with open house schedules (when beneficial)
-

Feedback That Fuels Your Strategy

Not every showing results in an offer—but every showing offers **insight**.

We follow up with every buyer's agent to ask:

- What did your clients like—or not like?
- How did the home compare to others they've seen?
- What objections came up?
- Would they consider submitting an offer?

We compile responses, identify patterns, and bring them to you quickly so we can adjust if needed.

Example: In Cumming, multiple buyers said a room felt too small. We swapped a queen bed for a twin and took new photos. Interest doubled the following weekend.

Mini-Checklist: Showing Phase Must-Dos

- ✓ Prep your home like it's a model each morning during active showings
 - ✓ Stay flexible but firm—protect your time while staying open to interest
 - ✓ Expect a lot of activity the first weekend—this is a good sign
 - ✓ Use feedback as fuel, not frustration
 - ✓ Trust the momentum—if it's strong, offers will come
-

Takeaway

Showings aren't a passive part of the process—they're **a performance**. With the right pacing, presentation, and feedback tracking, we keep your listing in demand—and your sale on track.

Coming Up Next: Chapter 6 – Offers, Negotiations & Strategy

Next, we'll take you behind the curtain of how we analyze offers, negotiate on your behalf, and structure deals that serve *your* goals—not just the buyer's.



Chapter 6

Offers, Negotiations & Strategy

How We Analyze, Position, and Strengthen Your Deal

Getting an offer is exciting—but it's not the finish line. It's the beginning of a high-stakes phase where strategy matters most.

At this point, our job shifts from marketer to negotiator. We're here to protect your interests, maximize your return, and ensure the deal you accept is solid, smart, and aligned with your priorities.

Whether you receive one offer or several, **how we handle that moment can mean the difference between a good sale—and a great one.**

Not All Offers Are Created Equal

We don't just look at price—we dissect every offer. Because the *best* offer isn't always the *highest*.

We evaluate:

- **Offer price** relative to market value and buyer competition
- **Financing type and lender reputation** (cash $\neq$ always better)

- **Contingencies:** due diligence, appraisal, financing, sale of another home
- **Closing timeline** and how it fits your move-out goals
- **Earnest money deposit** as a sign of commitment
- **Buyer flexibility** on repairs or possession timing

In Peachtree City, one of our sellers got two offers: one \$5,000 higher with vague terms, the other \$3,000 lower but cleaner and cash. We negotiated a \$2,500 bump on the clean deal—and closed on time, with zero surprises.

Counteroffers That Move the Needle

We help you respond strategically—not emotionally. If we see room to improve an offer, we'll recommend specific counterterms that:

- Protect your timeline
- Reduce your exposure to risk
- Strengthen buyer performance
- Increase net proceeds with minimal downside

It's a balancing act—and we've walked it hundreds of times.

Smart Structure Wins the Day

Negotiation isn't about pushing harder—it's about knowing **what to push on**. We often structure deals to:

- Limit inspection delays
- Secure appraisal gap coverage (when needed)
- Include escalation clauses in multi-offer scenarios
- Build in flexibility without sacrificing leverage

This is especially useful in fluctuating markets like Forsyth County or Douglasville, where demand shifts fast and buyer confidence varies.

Mini-Checklist: Evaluating Offers Like a Pro

- ✓ Review every line—not just the price
- ✓ Know the buyer's financial picture
- ✓ Watch for vague or risky contract terms
- ✓ Structure your counter based on your goals, not just emotion
- ✓ Choose the offer that gives you *certainty*, not just cash

 Takeaway

Accepting an offer isn't about getting lucky—it's about getting **prepared**. With careful analysis and confident negotiation, we help you choose the deal that's not just good—it's right for *you*.

 Coming Up Next: Chapter 7 – Navigating Due Diligence Like a Pro

Next, we'll walk through the post-offer phase—inspections, appraisals, financing—and how we help you stay protected all the way to closing day.



Chapter 7

Navigating Due Diligence Like a Pro

Keeping the Deal on Track Through Inspections, Appraisals, and Obstacles

You've accepted an offer. Congratulations! But before you start packing boxes, know this: the next phase—**due diligence**—is where many deals fall apart.

In Georgia, the due diligence period is the buyer's chance to inspect the property, secure financing, and back out for nearly any reason within that timeframe. That means our job during this phase is to **protect your deal, anticipate issues, and guide negotiations calmly and strategically.**

Inspection Time: What to Expect

Buyers will typically order a full home inspection within the first week. This is normal—and smart. But it can also lead to panic if the findings aren't handled properly.

Here's what we do:

- **Review the inspection report with you line by line**, translating contractor-speak into plain English
- **Identify what's common vs. what's concerning** (every home has issues, even new ones)

- **Negotiate smart solutions**, whether that means repairs, credits, or no action at all
- **Bring in trusted local vendors** for second opinions when needed

In Henry County, an inspector flagged roof concerns on a home we listed. We brought in a roofer for an assessment, found no major issue, and shared that report with the buyer—deal saved.

Appraisal and Financing Watch

If the buyer is financing the home, the lender will send an appraiser to verify the home's value. If the appraisal comes in low, it can trigger renegotiation.

Here's how we help:

- **Prepare a CMA and appraiser package** to support the sale price
- **Negotiate appraisal gap coverage in the offer**, if appropriate
- **Work with the lender to resolve any discrepancies quickly**
- **Keep you informed** so there are no surprises late in the game

We also stay in close contact with the buyer's lender to monitor financing progress and alert you to any red flags.

Deal-Saving Communication

During due diligence, emotions can run high—especially when inspections or appraisals don't go as planned. Our role is to **stay steady**, communicate clearly, and help both sides move toward resolution.

Sellers in Fayetteville once faced a buyer demanding \$9,000 in repairs. We reviewed the list, challenged a few exaggerated items with vendor quotes, and negotiated a \$2,500 credit that kept the deal alive—and the client happy.

Mini-Checklist: Due Diligence Defense

- ✓ Be responsive—quick communication keeps you in control
 - ✓ Expect inspection requests—but don't agree to everything
 - ✓ Use trusted vendors to validate big-ticket claims
 - ✓ Prepare for appraisal risks and have a backup plan
 - ✓ Lean on us to filter emotion and focus on strategy
-

Takeaway

The due diligence phase is when your sale can wobble—or get stronger. With a level head, smart negotiation, and proactive guidance, we help you stay protected, calm, and in control—no matter what the inspection report says.



Coming Up Next: Chapter 8 – Closing Day and Beyond

We'll take you through the final stretch—how we handle all the moving parts, paperwork, and people to get you to the closing table (and what happens afterward).



Chapter 8

Closing Day and Beyond

How We Make Sure the Transition Is Smooth—And Stay Connected Long After

You've negotiated the deal, survived due diligence, and counted the days. Now it's almost time to sign the papers and hand over the keys.

But make no mistake—the **final stretch is no time to coast**.

From coordinating with attorneys to tracking final wire transfers and handling last-minute questions, your agent plays a key role in making sure closing day goes off without a hitch.

And after closing? A great agent stays in your corner long after the moving truck pulls away.



What Happens Before the Closing Table

In Georgia, real estate closings typically take place at a law office, not a title company. We coordinate with the attorney, lender, buyer's agent, and you to make sure every step is covered.

We handle:

- **Final walkthrough scheduling and access**

- **Utility transfers and occupancy planning**
- **Reviewing the closing disclosure** so you know your exact numbers
- **Coordinating key handoff and closing timeline**
- **Answering every “what happens if...” question you have along the way**

In McDonough, we once helped a seller whose moving company canceled the day before closing. We tapped our vendor list, found a backup within hours, and the seller closed on time—stress-free.

The Closing Table

On closing day, we ensure:

- All documents are correct and ready to sign
- Any final funds are wired securely
- The buyer has completed all financing steps
- You know exactly when and how you’ll receive your proceeds

You’ll sign a stack of paperwork—but we’re there with you, translating legalese and celebrating your success.

What Happens After? We're Still Your Agent

Some agents disappear after closing. Not us. We remain:

- A resource for vendors, referrals, and market insights
- A sounding board for your next move—whether it’s next year or five years from now
- A friendly face at our **Quarterly Client Appreciation Events**
- The team you call when your friends or family need real estate help

You’re not just a past client. You’re part of our Georgia family now.

Mini-Checklist: Closing Coordination Done Right

- ✓ Confirm all contract milestones are met before closing
 - ✓ Prepare you for what to bring and what to expect
 - ✓ Help coordinate final walkthrough and move-out details
 - ✓ Ensure communication between all parties stays on track
 - ✓ Follow up after closing with resources and gratitude
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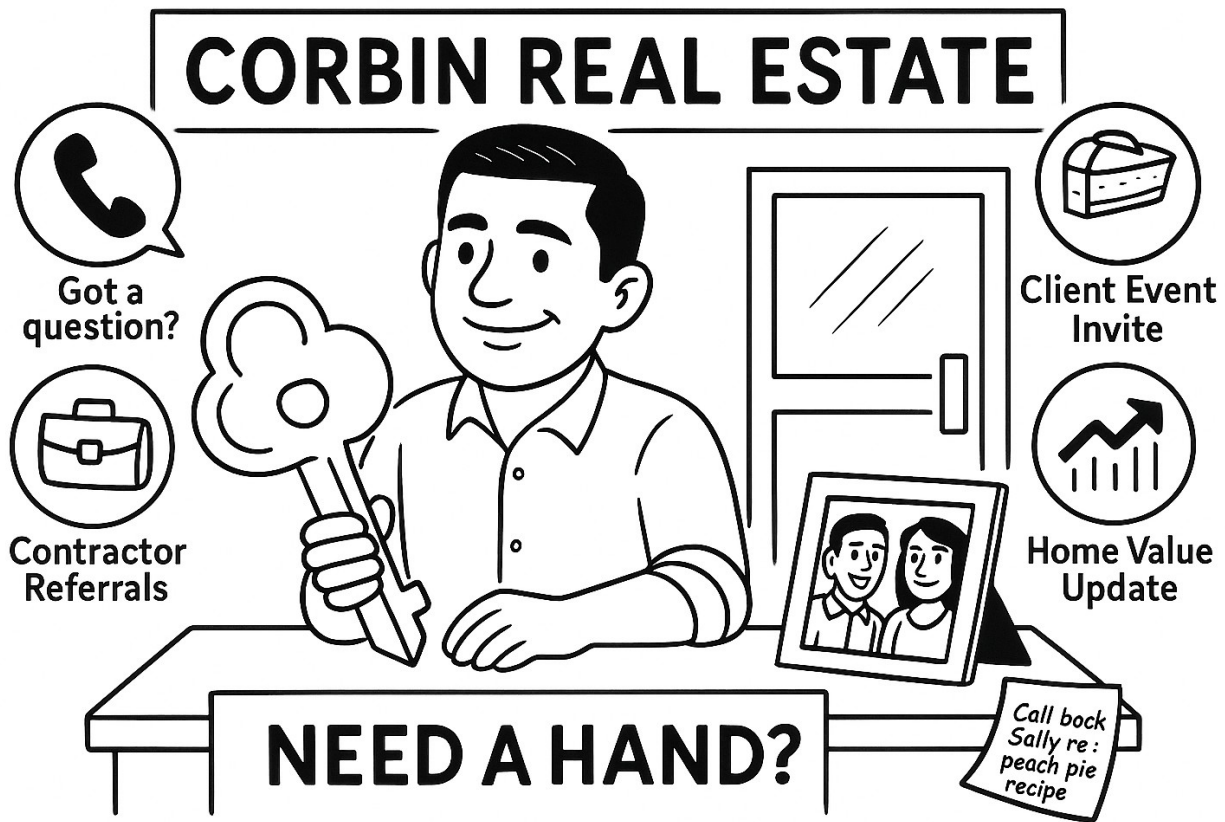
Takeaway

Closing day should feel like a celebration—not a fire drill. With the right preparation, support, and a team who cares, we make sure the final handoff is smooth, simple, and successful. But our work doesn't end at the attorney's office—we're here for the long haul.



Coming Up Next: Closing Thoughts – Real Wins, Real Relationships

In our final section, we'll reflect on what it really means to “win” in Georgia real estate—and why we do this work the way we do.



Closing Thoughts

Real Wins, Real Relationships

Selling a home isn't just a transaction—it's a transition. And when done right, it can be empowering, profitable, and surprisingly smooth.

Our mission with this book—and with every client we serve—is simple:

To help Georgia homeowners win.

Not just win on price (though we aim for that too), but win in terms of confidence, clarity, and peace of mind.

We hope this guide gave you a deeper understanding of what it really looks like to have the right team behind you. Because when you partner with agents who care, communicate, and bring a plan to the table, the outcome speaks for itself.

It's not just about getting your home sold.

It's about **how** you sell it—and **how you feel** when it's done.

If you're preparing to sell your Georgia home—or just exploring your options—we'd be honored to walk you through it.

Here's to a sale that feels like a win.

Let's make it happen.

— Ron & Addison Corbin
The Corbin Real Estate Team

Let's Stay Connected

We're more than real estate agents — we're your Georgia resource long after the keys change hands.



Follow us on social media for relocation tips, homeowner advice, and Georgia lifestyle inspiration



Call anytime — even if it's months (or years!) later and you just want a recommendation for a plumber, park, or peach pie



Join us at our Quarterly Client Appreciation Events — we love reconnecting in person with our clients, new and old

We mean it when we say: you're not just a transaction — you're part of our Georgia family now.