



The A Team of DASH Real Estate Seller's Guide

Your Complete Guide to Selling Your Home
in Central Florida

Expert strategy and trusted results from
Angel Crowson, Peter Catalano, and The A
Team of DASH Real Estate

Connecting Hearts to Homes

Schedule Your Free Home Valuation with The A Team



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Welcome

Selling your home is one of life's big decisions. Our job is to make it simple, strategic, and successful. With years of experience serving Volusia, Flagler, Seminole, Orange, and Lake Counties, The A Team brings a blend of local knowledge, marketing power, and genuine care that helps sellers move forward with confidence.

This guide walks you through every step—from preparation to closing—so you know what to expect and how to get the results you want.



About The A Team



The A Team of DASH Real Estate is built on integrity, teamwork, and results. Led by Angel Crowson and Peter Catalano, supported by Ane Plate, we deliver a smooth, personalized experience for every client.

As part of DASH Real Estate, we leverage an expansive agent network and advanced marketing platforms that maximize exposure and value.



Our mission is simple:

connect hearts to homes while protecting your bottom line.

The Home Selling Roadmap

Selling a home can feel complex, but our clear process keeps everything on track from listing to closing. Here is what to expect when you work with our team:

Initial Consultation

Define your goals, timeline, and pricing strategy for your home.

Marketing Launch

Professional photos, online listings, social media, and agent outreach.

Offers & Negotiation

We analyze each offer and negotiate terms to secure your best outcome.

Closing & Moving

Finalize paperwork and transition to your next chapter smoothly..

Home Preparation

We recommend repairs, updates, and staging that increase appeal.

Showings & Open Houses

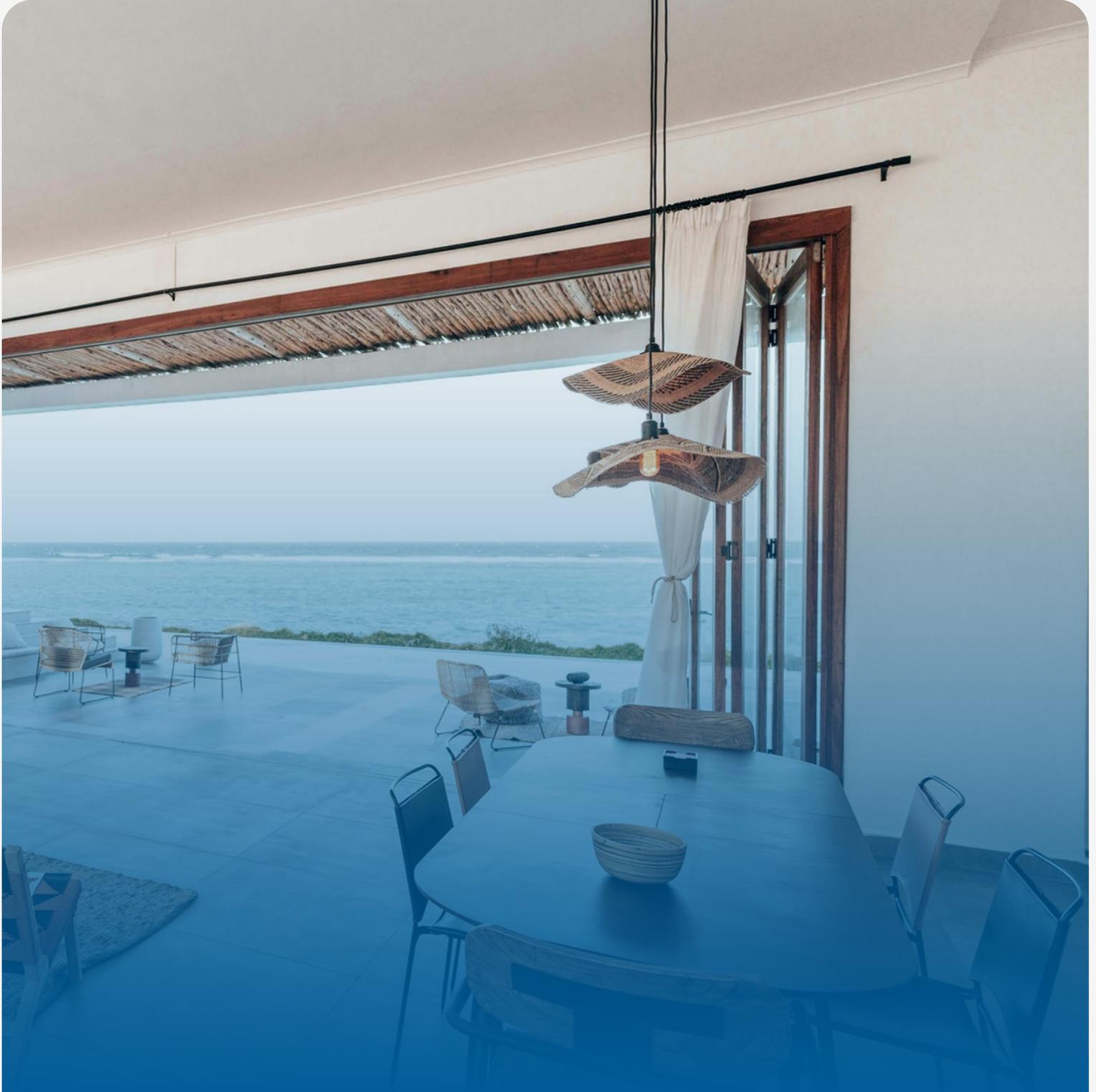
Scheduled to accommodate buyers and maximize qualified traffic.

Inspections and Appraisal

We coordinate and advise you through every report.

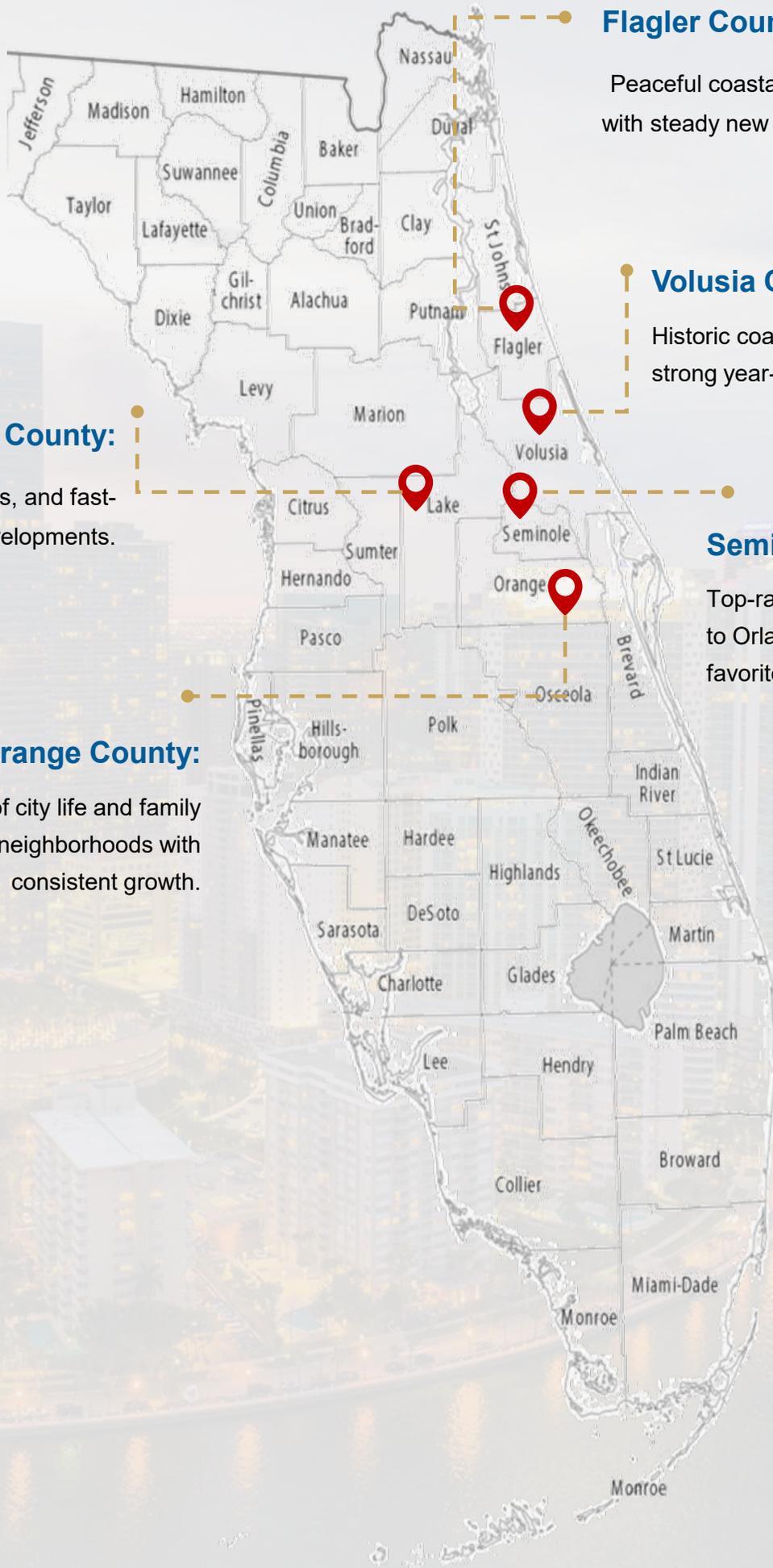
Understanding the Market

Central Florida's market moves fast. Each county and season offers different opportunities. We track current inventory, buyer demand, and pricing trends so your home stands out from day one.



Our analysis balances data and presentation — because numbers attract interest, but presentation closes deals.

Local Highlights



Flagler County:

Peaceful coastal communities with steady new construction.

Volusia County:

Historic coastal towns and strong year-round demand.

Lake County:

Lakes, rolling hills, and fast-growing new developments.

Seminole County:

Top-rated schools and proximity to Orlando make it a buyer favorite.

Orange County:

A mix of city life and family neighborhoods with consistent growth.

Tips for Selling in Today's Market



Price your home competitively from the start



Enhance curb appeal with landscaping and small exterior updates.



Stage rooms to highlight their size and functionality



Be flexible with showing schedules to accommodate buyers



Clear communication keeps you informed, proactive, and positioned to negotiate confidently.

The right preparation and guidance can mean a faster sale and a stronger return on your home.

Common Mistakes Sellers Make



Overpricing the home from the start, which can limit showings and slow the sale.



Skipping necessary repairs or updates that affect buyer confidence.



Focusing only on price instead of net proceeds after fees and concessions.



Ignoring local market trends and comparable sales when pricing the home.

Avoiding these mistakes can lead to a faster sale and stronger overall results.



Understanding Offers, Appraisals, and Buyer Financing

When selling your home, understanding buyer financing can help you evaluate offers with confidence. Different loan types, including conventional, FHA, VA, and USDA, come with unique requirements that may affect timelines, inspections, and appraisals.

Appraisals play a key role in the process, as lenders require the home to support the agreed-upon purchase price. We help you understand appraisal outcomes and guide you through next steps if adjustments or negotiations are needed.

We review each offer carefully and explain the details in plain language. This allows you to compare terms and make a confident decision that aligns with your goals.

Working With Our Team

When you work with The A Team, you gain more than one point of contact, you gain a full team dedicated to your success.



Angel Crowson:

Broker Associate and Team Lead. Brings strategy and experience to every negotiation. Oversees each step to ensure accuracy, consistency, and strong results for your sale.



Peter Catalano:

Realtor®. Provides personalized guidance throughout the selling process. Known for clear communication, strong negotiation skills, and deep local market insight.



Ane Plate

Administrative Assistant. Manages documents, timelines, and communications to keep your transaction organized from listing through closing.

Together, our team delivers a seamless selling experience with proactive service and consistent communication so you can move forward with confidence.

Let our teamwork make your move seamless.

Life After Closing

Closing marks the completion of your home sale, but our relationship doesn't end there. We remain available for guidance, local recommendations, and market insights whenever you need them.

Many of our clients return when it's time for their next move or refer friends and family because they trust The A Team to deliver consistent support with care and integrity.



Frequently Asked Questions

? **How long does it typically take to sell a home?**

Timing depends on pricing, market conditions, and preparation. Well-priced homes often attract interest within the first few weeks.

? **Do I need to make repairs before listing my home?**

Not always. We'll advise which updates may help and which can be handled during negotiations.

? **What happens after I accept the offer?**

The buyer completes inspections and the appraisal. We manage timelines and guide you through next steps.

? **What costs should I expect when selling my home?**

Costs may include commissions, title fees, prorated taxes, and agreed-upon concessions. We review estimated net proceeds upfront.



Glossary of Real Estate Terms



Appraisal:

A professional estimate of a home's market value.

Closing Costs:

Fees paid at the end of a transaction, usually 2 to 5 percent of the purchase price.

Contingency:

A condition that must be met for a contract to move forward.

Earnest Money:

A deposit showing good faith when making an offer.

Escrow:

A neutral third party that holds funds and documents during the transaction.

Title Insurance:

Protects buyers and lenders against potential title issues.

The A Team Seller Toolkit

Your toolkit includes practical checklists and resources to keep your home sale organized from preparation through closing:

Pre-Listing Preparation
Checklist

Showing-Ready
Home Guide

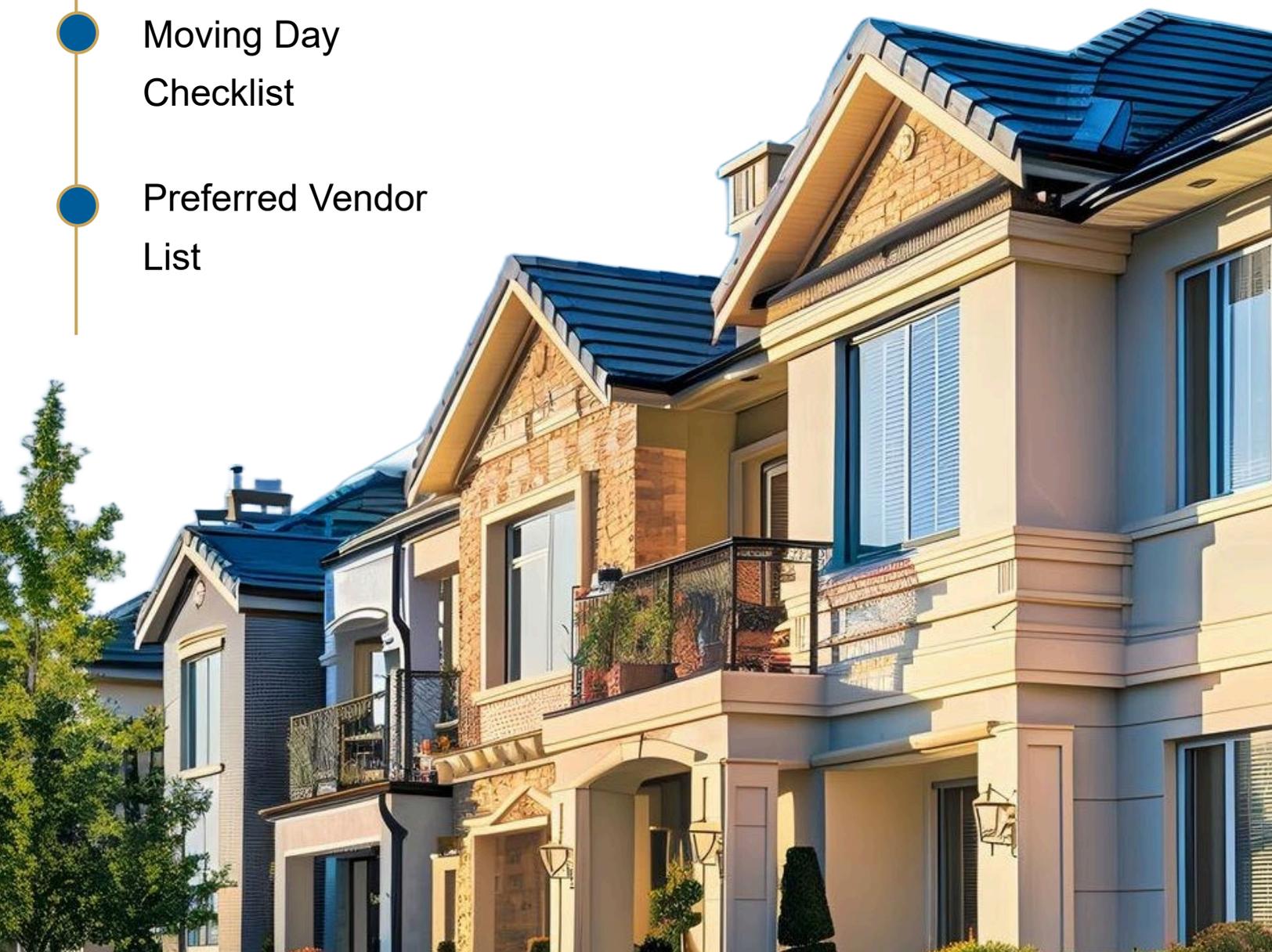
Seller Closing Cost
Estimate Sheet

Moving Day
Checklist

Preferred Vendor
List



These tools help you prepare your home, manage showings, and navigate the selling process with confidence.



Your Seller Toolkit

These checklists and forms keep your sale organized from the first walk-through to moving day.

Pre-Listing Preparation Checklist



- Declutter and depersonalize each room.
- Deep-clean floors, carpets, and windows.
- Touch up paint in neutral tones.
- Fix leaky faucets or loose handles.
- Replace dated light fixtures and bulbs.
- Freshen landscaping and pressure-wash driveway.
- Confirm all major systems (A/C, plumbing, electrical) are in working order.
- Schedule professional photography once the home is ready.

Your Seller Toolkit

Showing-Ready Home Guide



Before every showing:

- Make beds and tidy living spaces.
- Open blinds and curtains for natural light.
- Turn on interior and porch lights.
- Store personal items and valuables.
- Keep bathrooms spotless and stocked with fresh towels.
- Set thermostat to a comfortable temperature.
- Leave the home during showings so buyers feel at ease.

Your Seller Toolkit

Closing Cost Estimate Sheet for Sellers



Expense	Description	Estimated Cost
Real Estate Commission	Listing & buyer agent fees	
Title Search & Insurance	Ensures clear ownership	
Attorney / Settlement Fee	Closing document prep	
Recording Fees	County filing charges	
Prorated Property Taxes	Taxes owed through closing date	
HOA Fees (if applicable)	Transfer or processing fees	
Repairs or Concessions	Agreed credits to buyer	
Other (specify)		

Pro Tip: Keep 5 % of your sale price available for closing-day adjustments.

Your Seller Toolkit

Moving Day Checklist



Four Weeks Before:

- Hire movers or reserve a truck.
- Begin packing seasonal or non-essential items.
- Donate, sell, or discard unneeded belongings.
- Notify schools of address change.

Two Weeks Before:

- Change address with USPS, banks, and subscriptions.
- Arrange utility transfer / shutoff dates.
- Confirm moving date and arrival time with movers.

Your Seller Toolkit

Moving Day Checklist



One Week Before:

- Label boxes clearly by room.
- Pack an “essentials” box for first night.
- Clean appliances and defrost refrigerator.

Moving Day:

- Do a final walkthrough.
- Keep keys, paperwork, and valuables with you.
- Verify all boxes and furniture are loaded.

Your Seller Toolkit

Preferred Vendor List



These trusted local professionals can help before, during, and after your sale.

(Ask us for our most current recommendations in Volusia, Seminole, Orange, Flagler, and Lake Counties.)

Alarm Company

- J & J Security Services – 386-789-5555
- Vivant Security – 855-549-0440

Appraisal Service

- Richard Allen – 386-690-5710
- Doyle Appraisal Services – 386-738-0109

Appliance Repair

- Allen's Appliance Services – 386-205-6064
- Atchley Appliance Services – 386-775-2122

Your Seller Toolkit

Preferred Vendor List



Contractors & Handymen

- Yurway Handyman Services – 386-228-2647
- Gianni Guerrero, Handyman – 321-460-0719
- Kingdom Screens LLC – 386-320-9792
- Daniel Hickey's Tree Service – 386-804-4756
- A Access Lock Service, Inc – 386-740-8989
- E & S Garage Doors – 407-227-2944

Electrical Companies

- Florida Electrical Solutions – 386-218-4195
- Wire Wizard – 386-284-2790 (Text)

Home Inspectors

- William Roth – 407-530-9964
- Integrity Home Inspections – 386-682-0885

Home Insurance

- McIntosh Insurance (Ashley McIntosh) – 386-951-6462
- Brightway Insurance (David Pojero) – 386-624-6934
- Cowart Insurance – 386-740-0368

Your Seller Toolkit

Preferred Vendor List



HVAC

- Jacob's Heat and Air – 386-734-0901
- Gater Air – 386-738-1330
- AStar Mechanical Enterprises (Change Outs) – 386-738-1330

Interior Design & Home Staging

- Maribeth Candeto Design Company – 386-378-4853

Landscaping & Lawn Care

- McBride Land Services – 386-216-6685
- Lawn Rite, LLC (Sam Rowan) – 386-490-5637

Lenders / Mortgage Companies

- Coast to Coast Mortgage (Billie Jo Simoneau) – 386-804-2801
- Fairway Mortgage (Tara Allen) – 386-804-5719
- Growth Mortgage (Stephanie Peel) – 386-804-3596
- Rocket Mortgage (Francisco Duran) – 480-305-9072

Moving Companies

- Two Men and a Truck – 386-206-1024

Your Seller Toolkit

Preferred Vendor List



Painters & Pressure Washing

- Nate's Pressure Washing – 386-747-5108
- AStar Management Enterprises– 407-431-3648

Pest Control Services

- Webb Pest Control (Tony) – 386-736-3208

Photography / Marketing

- AStar Media Enterprises (Matterport / 3D / Photos) – 321-765-4889
- Southern Light Photography – 407-326-2606

Plumbing Companies

- Absolute Family Plumbing – 386-490-8240
- Colonial Plumbing – 386-736-1094

Pool Services

- McBride Pool Services – 386-507-6882
- Ansley's Pool Service – 386-804-1160

Your Seller Toolkit

Preferred Vendor List



Roofing Companies

- Burtis Roofing Company – 386-748-0230
- Hopton Roofing Company – 386-228-3595

Septic Companies

- Ricci Septic Services – 386-804-9538
- Larry Mills Septic Services – 386-734-8831

Shed Companies

- SHEDS by Weather King – 607-765-9082

Storage Companies

- Extra Space Storage – 386-785-1554
- Otter Self Storage – 386-269-1039

Title Companies

- Premier Title Partners of Florida – 386-734-4341

Well Services

- Benio Well Services – 386-334-1593
- Tucks Well Services – 386-775-0457
- Evans Well Drilling – 386-228-3919

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Proudly brokered by DASH Real Estate



The A Team of DASH Real Estate

Why Choose The A Team

Every seller deserves a team that treats their goals like their own. That's what we do every day.

- ◆ Personalized attention from a full-service team, not just one agent
- ◆ Proven results across Volusia, Flagler, Seminole, Orange, and Lake Counties
- ◆ Strategic pricing and marketing designed to attract qualified buyers
- ◆ Clear, step-by-step communication from listing to closing
- ◆ Ongoing support even after your home has sold

Ready to sell your home?

 (386) 624 6983

 theateamflrealtors.com



Next Steps

Selling your home should feel clear and well-planned, not overwhelming. Let's start with a strategy session designed around your goals, timeline, and market conditions.



Schedule your consultation today with The
A Team of DASH Real Estate.

Angel Crowson or Peter Catalano

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