GUAM HOME SELLER GUIDE

PLATINUM PROPERTIES



BY PLATINUM PROPERTIES

A Comprehensive Guide to Selling Your Home in Guam



Your Comprehensive Guide to Selling Your Home on Guam

Whether you're a seasoned home seller or looking to put your home on the market for the first time, selling a property on Guam can come with unique opportunities and challenges. This comprehensive guide is designed to provide you with general information you need to navigate through the selling process.

Whether you're selling a condominium in Tamuning, a single-family home in Yigo, or a multi-family building in Dededo, understanding the local market dynamics and legal considerations/obligations is essential for a smooth and successful sale.

This home seller guide goes through the general steps of the selling process. Learn about how you can prepare your home for sale to negotiating offers and closing the deal.

Whether you're selling your home due to a military relocation, downsizing for retirement, or simply looking to capitalize on market opportunities, this guide will equip you with the knowledge and tools to help you make informed decisions.

So, let's dive in and explore the ins and outs of selling your home on Guam.

PLATINUM PROPERTIES
GUAM USA

10 Reasons to Sell Your Home on Guam

Selling a home on Guam may involve specific considerations unique to the island. Here are some reasons someone might choose to sell their home on Guam. Having an understanding of your reasons to sell can help you align the actions you take when it comes to achieving your real estate goals and priorities.

Military Relocation: Guam is home to several military installations, and military personnel are often relocated to and from the island. If a service member receives orders to move elsewhere, they may need to sell their home on Guam.

Job Transfer or Career Opportunities: Similar to military personnel, civilians may also receive job transfers or find new career opportunities that require them to move off the island, prompting the sale of their home.

Downsizing or Upsizing: Whether you need more space for a growing family or want to downsize after children leave home, these changes can prompt the sale of a current residence.

Financial Considerations: Economic factors or changes in personal financial situations may lead individuals to sell their home on Guam. This could include needing to cash out equity, downsizing to reduce expenses, or taking advantage of favorable market conditions.

Relocation for Education: Families may relocate to access better educational opportunities for themselves or their children. This may lead to the sale of their current home.

Healthcare Needs: Changes in health or medical needs may require individuals or families to seek specialized healthcare off the island, necessitating the sale of their home on Guam.

Retirement Planning: Retirees on Guam may decide to sell their homes for various reasons, such as downsizing, relocating to be closer to family.

Market Trends: Like any real estate market, Guam's housing market experiences fluctuations. Homeowners may choose to sell when market conditions are favorable to maximize their investment returns.



Environmental Concerns: Guam is susceptible to natural disasters such as typhoons and earthquakes. After experiencing such events, some homeowners may decide to sell and relocate to areas they perceive as safer.

Cultural or Personal Reasons: Individuals may have personal or cultural reasons for selling their homes, such as wanting to be closer to family, living in a different neighborhood, or pursuing a lifestyle change.

When selling a home on Guam, it's essential to consider both the unique factors of the island and general real estate principles to make informed decisions. Consulting with a local real estate agent familiar with Guam's market can provide valuable guidance throughout the selling process.

The Home Selling Process on Guam

Absolutely every home selling journey is unique with its own set of challenges and variables. However, here's a general outline of the home selling process on Guam:

Determine Your Goals: Before you begin the selling process, clarify your objectives. Understanding your goals will help guide your decisions throughout the process.

Find a Local Real Estate Agent: An experienced real estate agent can provide valuable insights, market analysis, and guidance to help you navigate the selling process effectively.

Prepare Your Home for Sale: Make necessary repairs, declutter, and stage your home to make it more attractive to potential buyers.

Set the Right Price: Your real estate agent will help you determine the appropriate listing price for your home based on market conditions, comparable sales, and the unique features of your property. Pricing your home competitively is crucial to attracting buyers.

Market Your Property: Utilize a combination of online and offline marketing strategies which may include professional photography, virtual tours, open houses, and advertising on local real estate websites and social media platforms.

Negotiate Offers: When you receive offers from interested buyers, work with your real estate agent to negotiate terms that align with your goals.

Accept an Offer: Once you've reached an agreement with a buyer, formally accept their offer and enter into a purchase agreement.

Complete the Closing Process: Work with your real estate agent, title company, and other relevant parties to complete the necessary paperwork and fulfill any remaining contingencies.

Transfer Ownership: On Guam, the transfer of ownership is typically facilitated through a title & escrow company. Ensure that all legal requirements are met, and the necessary documents are properly executed to transfer ownership of the property to the buyer.



Close the Sale: Once all parties have signed the necessary documents and any outstanding obligations have been satisfied, the sale can be finalized.

Celebrate: Congratulations! You've successfully sold your home on Guam.

By following these steps and working closely with a qualified real estate professional, you can navigate the process of selling your home on Guam with confidence and achieve your desired outcome.

What is ESCROW?

Escrow is a process that occurs during a real estate transaction to ensure that all parties involved fulfill their obligations before the sale is completed. It serves as a neutral third-party intermediary that holds funds and documents until certain conditions are met.

When selling a home, the escrow process typically involves the following steps:

Open Escrow

Offer Acceptance: Once the buyer and seller agree on the terms of the sale and sign a purchase agreement, the escrow process begins.

Earnest Money Deposit: The buyer may be required to provide an earnest money deposit, which is a sum of money that demonstrates their serious intent to purchase the property.

Inspections and Contingencies: During the escrow period, the buyer may conduct inspections and address any contingencies outlined in the purchase agreement.

Title Search and Insurance: The escrow agent may conduct a title search to ensure that the property has a clear title and is free from any liens or encumbrances.

Loan Approval: If the buyer is obtaining financing, the lender will conduct a thorough review of the borrower's financial information and the property's appraisal to approve the loan.

Closing Documents: Prior to closing, the escrow agent will prepare the necessary closing documents, including the deed, mortgage documents, and other legal paperwork.

Closing: Once all conditions have been satisfied, the parties will schedule a closing date. During the closing, the buyer will sign the necessary documents, pay any remaining funds due (such as the down payment and closing costs), and receive the keys to the property.

Distribution of Funds: The escrow agent will distribute the funds to the appropriate parties, including the seller, real estate agents, lenders, and any other parties involved in the transaction.

Recording: After closing, the deed and mortgage documents will be recorded with the appropriate government office to officially transfer ownership of the property and establish the lender's lien on the property.

Close

EARNEST MONEY DEPOSIT

An earnest money deposit, also known as a good faith deposit, is a sum of money that a buyer provides to demonstrate their serious intent to purchase a property when making an offer to buy a home.

The earnest money deposit is typically held in escrow, meaning it is held by a neutral third party, such as a title & escrow company, until the sale is finalized.

In Guam, there are only 3 title and escrow companies. Title Guaranty, Security Title, and Pacific American Title.

There is no set amount of how much a buyer should deposit in their offer. However, the higher the amount, the more serious the buyers will look to the seller.

Generally on Guam, buyers typically put down 1% of the purchase price as their earnest money deposit.



BUYER INSPECTION PERIOD

The home buyer inspection period, also known as the due diligence period or the inspection contingency period, is a specific timeframe during which a buyer has the opportunity to conduct inspections and investigations on a property they intend to purchase.

This period is typically outlined in the purchase agreement or contract between the buyer and seller and allows the buyer to assess the condition of the property and identify any potential issues before finalizing the sale. Generally if buyers are not satisfied with the condition of the home and are not able to come to a mutual agreement with seller to move forward, buyers may choose to cancel the transaction and get their earnest money deposit back.



APPRAISAL

An appraisal is an unbiased estimate of the fair market value of a property conducted by a licensed or certified appraiser. When buying a home with a loan, an appraisal is typically ordered by the lender to ensure that the property's value is sufficient to support the loan amount being requested by the buyer.

- Appraisals are required by mortgage lenders to close when buying with a loan.
- Appraisals are typically paid for by the Buyer. Typically due on closing date. However some lenders may require upfront payment in order to schedule the appraisal.
- The purpose of the appraisal is to identify the fair market value of the property. Lenders will generally only loan up to what the home appraises for.

CLOSING

The closing process is the final step in the home buying process. Here's an overview of what the closing process typically entails:

Final Walk-Through: Before closing, the buyer usually has the opportunity to conduct a final walk-through of the property to ensure that it is in the same condition as when the purchase agreement was signed.

Review Closing Disclosure: The buyer will receive a closing disclosure from the lender at least three business days before closing. The closing disclosure provides a detailed breakdown of all closing costs, loan terms, and other financial details related to the transaction.

Schedule Closing Appointment: The closing is typically scheduled at a mutually convenient time and location, such as the offices of a title company or real estate attorney. All parties involved in the transaction, including the buyer, seller, real estate agents, and lender, may be present at the closing.

Signing Documents: At the closing, the buyer and seller will sign a variety of documents required to complete the transaction. These documents may include the purchase agreement, loan documents, title documents, and any additional paperwork specific to the transaction.

Funding and Transfer of Funds: Once all documents are signed, the lender will fund the loan by transferring the loan proceeds to the seller or their agent.

Title Transfer: After funding has occurred, the title company or closing agent will ensure that all necessary paperwork is properly executed and recorded with the appropriate government office.

Receiving Keys: Once the closing process is complete and all funds have been disbursed, the buyer will receive the keys to the property.

Celebration: With the closing process complete, the buyer can celebrate becoming a homeowner! They can now move into their new home and begin enjoying the benefits of homeownership.

ABOUT PLATINUM PROPERTIES

Founded in 2012 by Ronald Pangilinan, Platinum Properties is a real estate brokerage in Guam, built on a vision of growth, opportunity, and meaningful connections. From its humble beginnings in Sinajana to its current home in Tamuning,

Platinum Properties has grown into what is currently the largest real estate brokerage firm in Guam, reflecting its continued growth and strong presence in the island's real estate industry.

More than just a real estate brokerage, Platinum Properties is a dynamic, people-driven company that believes success begins with a strong team, a positive environment, and a shared commitment to helping people find opportunities in Guam's real estate market.

Our company is known for its dynamic energy, bright atmosphere, and friendly culture. We value collaboration, encourage professional growth, and strive to create an environment where real estate professionals can thrive while working toward shared goals.

Looking for access to all of Guam's MLS Listings? Check our my website

www.PlatinumGuam.com

PLATINUM
PROPERTIES
GUAM USA