

MILITARY MOVE. NEW BEGINNING.

SELLING A HOME WITH PCS ORDERS

THE COMPLETE TIPS AND TIMELINE GUIDE

A Simple Step-by-Step Plan for Selling
Your Home During PCS Orders



SELL SMART. MOVE WITH CONFIDENCE.

Helping military families navigate home sales
during PCS orders.



Welcome

A SMARTER WAY TO SELL DURING A PCS MOVE

I understand the unique challenges of selling a home with PCS orders. From tight timelines to ensuring your home is market-ready while you're preparing for your next assignment and my goal is to make the process smooth, strategic, and stress-free.

WHAT IS A PCS MOVE?

PCS stands for Permanent Change of Station. It is a military order that requires service members and their families to relocate to a new duty station. These moves often come with strict timelines and unknowns, making it essential to plan your home sale strategically.

UNIQUE PCS SELLING CONSIDERATIONS



STRICT TIMELINES

Orders can come with little notice. We create a plan that aligns with your report date.



PREPARING FROM A DISTANCE

Many military families must prepare their home while already relocated. We handle the details for you.



MAXIMIZING VALUE

Our strategies help you get top dollar in less time even in a competitive market.



TRUST & COMMUNICATION

You'll have a dedicated partner and clear communication from start to finish.



I'M HERE TO SERVE MILITARY FAMILIES LIKE YOU.

My mission is to provide expert guidance, market insight, and personalized service so you can focus on what matters most your next mission.

You Can Expect

- ✔ Expert pricing and market strategy
- ✔ Professional home preparation tips
- ✔ Strong marketing that reaches qualified buyers
- ✔ Negotiation to protect your bottom line
- ✔ A smooth closing, even from a distance

YOU SERVE OUR COUNTRY
I'm honored to serve you.

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SHAQUIA PEACE
DMV REALTOR

📞 (703) 675 - 4831
✉️ realtor@shaquiapeace.com
🌐 www.shaquiapeace.com

UNDERSTANDING MILITARY RELOCATION TIMELINES



WHY TIMING MATTERS

PCS orders come with built-in deadlines, your report date, travel time, and household goods shipment all factor into your moving plan. The key to a successful sale is aligning your home-selling timeline with your military timeline.

A strong plan = less stress and the best results.

THE PCS HOME SELLING TIMELINE OVERVIEW

While every situation is unique, this general timeline helps military families prepare, list, and close with confidence.



QUICK TIPS FOR PCS SELLERS

- ✓ Know your report date and work backward.
- ✓ Partner with a Military Relocation Specialist who understands PCS timelines.
- ✓ Get your home show-ready as early as possible.
- ✓ Be flexible with showings to attract serious buyers.
- ✓ Communicate regularly and stay informed at every step.



DID YOU KNOW?

The DC, Maryland, and Virginia (DMV) market is unique. Inventory, buyer demand, and market trends can shift quickly having a local expert on your team makes all the difference.













PREPARING YOUR HOME BEFORE LISTING

MAKE A STRONG FIRST IMPRESSION.
MAXIMIZE YOUR HOME'S VALUE.



When time is limited, a focused plan makes all the difference. These high-impact steps will help your home stand out, sell faster, and for top dollar without the stress.




HIGH-IMPACT PREP CHECKLIST

 DECLUTTER & DEPERSONALIZE Remove excess items, personal photos, and memorabilia. Buyers want to picture themselves in your home.	 STAGE STRATEGICALLY Arrange furniture to highlight your home's best features and create a natural flow through each room.
 PROFESSIONAL PHOTOS MATTER High-quality photos are the #1 factor in attracting more buyers online.	 START PACKING EARLY Begin packing non-essentials now. It simplifies your move and shows you're serious about your timeline.
 COMPLETE SMALL REPAIRS Fix leaky faucets, squeaky doors, chipped paint, and anything that could raise red flags during inspection.	 MAXIMIZE LIGHT Open blinds, clean windows, and use light to your advantage. Bright spaces feel larger and more inviting.
 DEEP CLEAN A spotless home shows pride of ownership and helps buyers focus on your home not its flaws.	 BOOST CURB APPEAL Trim landscaping, add potted plants, clean the entryway, and ensure your front door makes a statement.
 FRESHEN UP A fresh coat of neutral paint can make your home feel clean, updated, and move-in ready.	 PRE-INSPECT (OPTIONAL) A pre-listing inspection helps identify issues early so you can address them before buyers do, reducing surprises and delays.

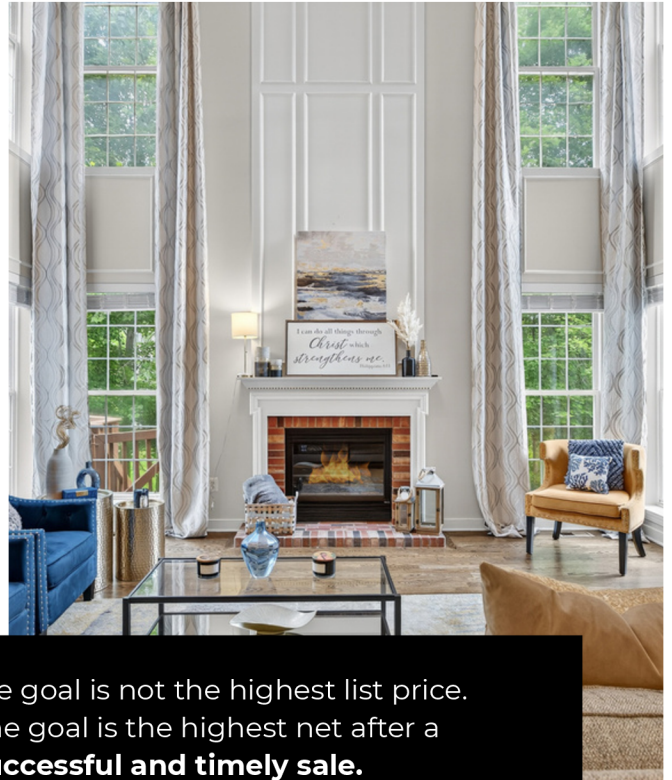
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PRICING STRATEGY DURING PCS SEASON



THE RIGHT PRICE ATTRACTS MORE BUYERS AND STRONGER OFFERS

In the DMV market, pricing your home correctly from the start is one of the most important decisions you'll make. With frequent military moves and limited time, we'll create a pricing strategy that positions your home to sell quickly and for top dollar.

“ The goal is not the highest list price. The goal is the highest net after a **successful and timely sale.**

THE PRICING PROCESS

01

MARKET ANALYSIS

We analyze comparable sales, active listings, and expired listings in your neighborhood and throughout the DMV area.

02

PRICING STRATEGY

We determine the optimal list price based on market conditions, buyer demand, and your timeline for moving.

03

BUYER PSYCHOLOGY

Proper pricing creates more interest, more showings, and often multiple offers, giving you more negotiating power.

04

COMPETITIVE POSITION

We position your home to stand out against the competition and attract serious, qualified buyers quickly.

05

MAXIMUM NET

Our strategy is designed to sell your home for the highest possible price in the shortest amount of time.

PRICING DO'S & DON'TS

✓ DO

- Price based on market data, not emotions
- Consider your timeline and goals
- Stay flexible if the market shifts
- Trust your agent's guidance and experience

✗ DON'T

- Price based on market data, not emotions
- Consider your timeline and goals
- Stay flexible if the market shifts
- Trust your agent's guidance and experience

RIGHT PRICE. RIGHT BUYERS. RIGHT TIME.
That's the winning formula.

DMV MARKET INSIGHTS FOR MILITARY SELLERS

✓

HIGH MILITARY TURNOVER

The DMV area is one of the highest PCS traffic regions in the U.S. Buyer demand remains strong year-round.

✓

SPRING & SUMMER ARE PEAK SEASONS

Most military families prefer to move between April and August. Listing during this window increases your exposure.

✓

INVENTORY MATTERS

When inventory is low, well-priced homes sell faster and often with multiple offers.

✓

LOCAL MARKET KNOWLEDGE WINS

Neighborhood trends vary across DC, Maryland, and Virginia. Local expertise ensures the right pricing for your area.

TIMELINE GUIDE 60-90 DAYS BEFORE ORDERS

START STRONG. PLAN AHEAD.
SET YOURSELF UP FOR A SMOOTH SALE.

The earlier you start preparing, the more options you have. Use this time to build your plan, prepare your home, and position it for the strongest results once you hit the market.



Preparation today creates freedom tomorrow. Give yourself time, and the market will reward you.

YOUR 60-90 DAY ACTION PLAN

01 EVALUATE YOUR GOALS

- Understand your timeline and target move date.
- Discuss your goals and must-haves.
- Create a custom strategy and checklist.

02 RESEARCH THE MARKET

- Review recent sales in your neighborhood.
- Analyze market trends in the DMV area.
- Determine the best time to list based on season and demand.

03 PREPARE YOUR HOME

- Declutter and simplify spaces.
- Complete needed repairs.
- Deep clean and boost curb appeal.
- Schedule an inspection if needed.

04 PLAN YOUR MARKETING

- Professional photos and video.
- Create a compelling marketing strategy.
- Plan online exposure and local outreach.

05 GATHER DOCUMENTS & PLAN YOUR NEXT MOVE

- Gather key documents early.
- Organize HOA, permits, and utility info.
- Prepare disclosures and financing plans.
- Research your next move and housing options.

PRO TIP: GET A HEAD START

A head start gives you more control over your sale.

- ✓ You'll have time to make updates that increase value.
- ✓ Your home will be market-ready the moment you list.
- ✓ You'll reduce stress when orders come.
- ✓ You'll attract stronger offers with better preparation.

THE BENEFITS OF EARLY PLANNING



MORE OPTIONS

You have time to choose the best time to list and negotiate better.



LESS STRESS

You won't feel rushed when orders arrive.



STRONGER OFFERS

A well-prepared home attracts serious buyers and higher offers.



MAXIMUM VALUE

Updates and staging help you get top dollar.

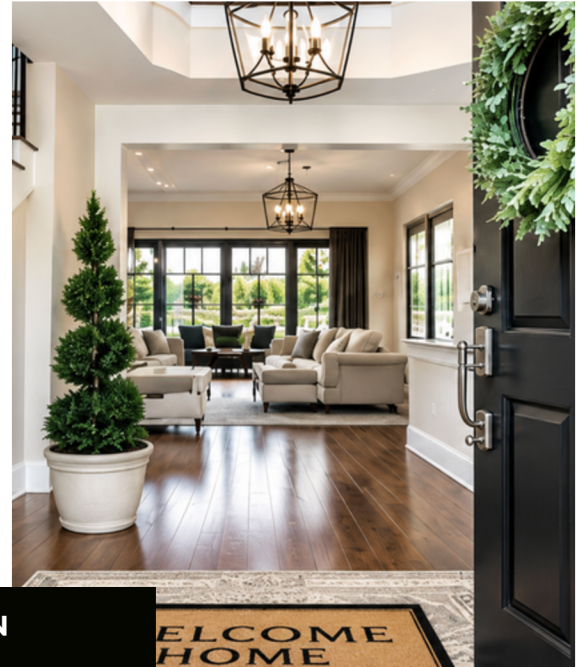
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30 DAYS BEFORE MOVING:



LIST, MARKET & NEGOTIATE

Orders are firm and the clock is ticking. This is when we launch your home, attract buyers, and negotiate the best terms for your timeline.

THE 30-DAY ACTION PLAN



LAUNCH YOUR LISTING

- Go live on MLS & major sites
- Professional photos & video
- Promote to buyer network



SHOWINGS & FEEDBACK

- Schedule buyer showings
- Collect feedback quickly
- Adjust strategy if needed



REVIEW OFFERS

- Compare offers & terms
- Review closing timelines
- Negotiate best outcome



INSPECTIONS & CONTRACT

- Confirm inspections
- Handle contingencies
- Keep the sale on track



PREPARE TO MOVE

- Plan your closing date
- Coordinate lender & title
- Start moving preparations

MARKETING YOUR HOME TO THE RIGHT BUYERS



MLS +
100+ SITES



PROFESSIONAL
PHOTOS



TARGETED
SOCIAL ADS



BUYER
NETWORK



Did you know?

Homes that are marketed professionally sell up to **10% faster** and for more money on average.

MILITARY SELLER TIPS

01 Stay Flexible

Showings may happen with little notice. Flexibility = more showings.

02 Keep It Show-Ready

Keep the home clean, organized, and neutral for the best first impression.

03 Respond Quickly

Fast responses to buyers help keep offers moving forward.

04 Plan Your Move Early

Schedule movers early especially during peak PCS season.

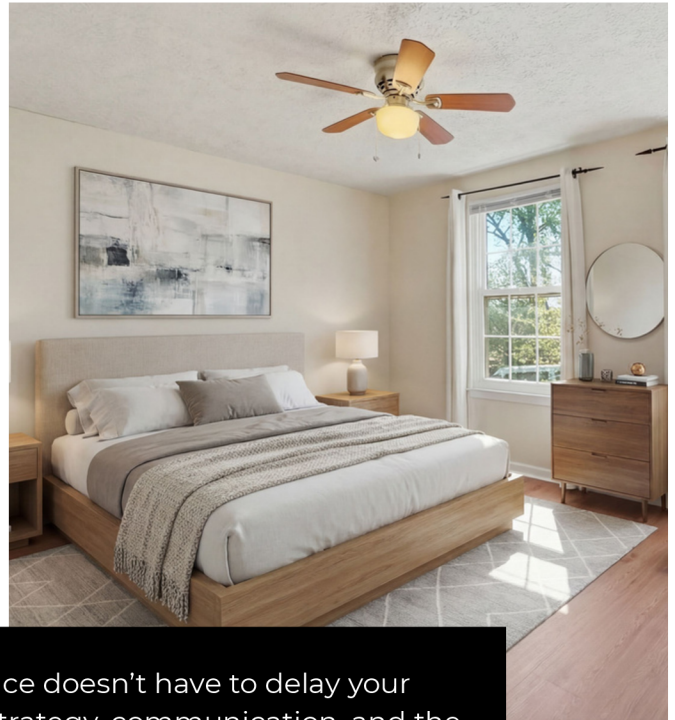
05 Trust Your Agent

I'm here to handle the details while you focus on your next assignment.

CLOSING THE DEAL WHILE RELOCATING

YOU CAN CLOSE FROM AFAR.
WE HANDLE THE DETAILS.

PCS moves come with a lot of moving parts, but closing on your home doesn't have to be one of them. With the right planning and a trusted team, you can close smoothly, no matter where your next duty station is.



Distance doesn't have to delay your sale. Strategy, communication, and the **right team make all the difference.**

THE CLOSING PROCESS OVERVIEW



OFFER ACCEPTED

We review the contract, negotiate terms, and open escrow.



INSPECTIONS & CONTINGENCIES

Buyer inspections are completed and any repairs are negotiated.



APPRAISAL & UNDERWRITING

The buyer's lender orders an appraisal and processes the loan.



FINAL DOCUMENTS PREPARED

The title company prepares all closing documents.



SIGN & REVIEW REMOTELY

Sign documents electronically from wherever you are.



CLOSING DAY!

Funds are disbursed, keys are released, and your home is officially sold.

TOOLS THAT MAKE REMOTE CLOSINGS EASY

01 ELECTRONIC SIGNATURES

Most documents can be signed securely online from anywhere.

02 VIDEO CONFERENCING

We stay connected with you at every step through virtual meetings and updates.

03 DIGITAL DOCUMENTS

Review, sign, and submit documents electronically—fast and secure.

04 WIRE TRANSFERS

Receive proceeds quickly and safely through secure wire transfer to your account.

05 MAIL & COURIER OPTIONS

When originals are required, we'll guide you through the fastest delivery options.

SELLER CHECKLIST FOR CLOSING

- Confirm your closing date with the title company.
- Provide updated forwarding address.
- Ensure all documents are signed and returned on time.
- Verify payoff information for your mortgage (if any).
- Remove all personal items and complete final walkthrough.
- Leave keys, garage remotes, and access devices.
- Confirm wire transfer details for your proceeds.
- Celebrate, you've completed this chapter and you're ready for the next!

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AFTER CLOSING: WHAT'S NEXT?

CLOSING IS COMPLETE. YOUR NEXT MISSION BEGINS.

Once your home is sold, it's time to focus on your move and the exciting opportunities ahead. A smooth transition starts with a solid plan and the right support.

AFTER CLOSING CHECKLIST



TIE UP LOOSE ENDS

- Confirm all funds have been received.
- Cancel utilities, internet, and home services.
- Update your forwarding address with USPS.
- Notify your bank, insurance, and other important contacts.



FOCUS ON YOUR MOVE

- Create a moving checklist and timeline.
- Research and book your movers early—military moves get busy!
- Keep important documents and receipts in one place.
- Take time for you and your family during the transition.



SETTLE INTO YOUR NEW HOME

- Connect with your new community.
- Explore schools, healthcare, and local resources.
- Update your driver's license and vehicle registration.
- Take time to celebrate—you earned it!

BONUS TIPS & RESOURCES

EXTRA TIPS THAT CAN SAVE TIME, STRESS & MONEY.

USEFUL RESOURCES



MILITARY INSTALLATION WEBSITES

Find housing info, local services, and community resources at your next duty station.



PCS GRANT PROGRAMS

Explore programs that may offer financial assistance for moves and home sales.



TRUSTED MOVING COMPANIES

Get estimates early and book your movers as soon as possible.



VETERAN & MILITARY SUPPORT

Organizations and programs are available to support you and your family.



LOCAL RELOCATION SPECIALISTS

Connect with professionals who know your new area and can help you settle in.

FREQUENTLY ASKED QUESTIONS

- 01 Can I sell my home while still living in it?**
Yes! Many of our sellers successfully sell their homes while still living in them. We'll create a plan that works for you.
- 02 What if I'm not at my final duty station yet?**
We can still help! We can work around your timeline and connect you with trusted resources.
- 03 How long does it take to sell a home with PCS orders?**
Every market is different, but homes that are priced right and well-prepared often sell faster.
- 04 Can you help me at my next duty station?**
Absolutely! I can connect you with a network of trusted agents across the country.

READY TO SELL YOUR HOME ?

Selling your home during a military move doesn't have to feel overwhelming. From pricing and preparation to closing day, I'll guide you every step of the way.




LET'S CONNECT

Your trusted guide for home selling success.




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