

YOUR *Roadmap* TO HOME SELLING

1

Seek Guidance from Professionals

Collaborate with a real estate agent and other relevant professionals to ensure a smooth and successful process. Not all agents are the same, ask when interviewing what sets them apart and how they will market your home.

2

Strategic Pricing

Set a fair and competitive price for your home based on expert advice from your agent through market research, comparable sales, and your home's condition.

3

Prepare Your Home for the Market

Enhance your home's appeal by decluttering, depersonalizing, staging, and making necessary repairs or improvements. By looking ahead and doing any needed repairs, it will aid in a smoother Buyer inspection.

4

Get Your Home Ready for Showings

You've created a welcoming, inviting atmosphere when you staged your home. Maintain by keeping it clean, smell free, and organized.

Pro Tip: Just before showings have the air at a comfortable setting, open blinds and curtains, and turn on lights to maximize visual appeal.

5

Innovative Marketing Techniques

Your agent will strategically market your property through various channels, such as online listings, websites, social media, advertising, and holding open houses to attract potential Buyers.

6

Once You Receive An Offer

Carefully review and negotiate offers, contingencies, and contract terms to reach a mutually acceptable agreement with the help of your agent.

YOUR *Roadmap* TO HOME SELLING (CONTINUED)

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Now You Have an Executed Contract

Your agent will coordinate all closing aspects from the title company to the appraisal while handling any challenges that may pop up. Once the Buyer has inspections set up your agent will verify that the date & time is good for you.

Pro Tip: Water & Electric must be on for both inspections & appraisal.

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Title Search/ Inspections/ Appraisal

As the title company is researching and preparing for the closing the Buyer's mortgage lender, if there's a loan, is systematically preparing the loan in time for the closing date. At this time the Buyer inspections and bank appraisal will be completed as well.

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While Waiting for the Close Date

If repairs were negotiated start the process by scheduling a professional to handle them before the closing.

Pro Tip: Be sure to get repair receipts to give to the Buyer to show the repair was completed by a professional including their contact information in case an issue arises after closing.

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Getting Ready to Move

Prepare ahead of the closing date. Pack up all non-essentials, have a yard sale or donate items you no longer need or want, and throw out anything that does not work or is broken so there's less to move.

11

Its the Closing Day!

All items that aren't part of the transaction must be out of the property, with the property being clean and ready for its new owner. Buyer will then do the final walk through and head to the closing. You will be scheduled to sign as well.

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You're Now Closed

Once all parties have signed and funds are dispersed you are officially closed! Title company will take care of paying off loans, liens, HOA, etc. and wiring you the proceeds. You are responsible for closing out utilities and homeowners' insurance.