

HOME SELLING PROCESS

Steps To Selling your Home

GET READY

- Identify your selling goals
- Choose a Realtor & discuss a selling plan
- Sign a listing agreement
- Know your costs and responsibilities

1

SET A PRICE

- Discuss comparable home sales with your Realtor
- Know the difference between list price and sold price
- Set an appropriate market price for your home

2

SHOW YOUR HOME

- Prepare your home for viewings
 - Deep clean and declutter
 - Make needed repairs
- Take professional photos & create video
- Start promoting your house online and offline (social media, flyers, signs..)
- Schedule open houses

3

NEGOTIATE OFFERS

- Your Realtor will discuss each offer with you
- Negotiate any repair requests & issues
- You can either accept, deny or counter-offer
- Accept the best offer presented
- Agree to all the terms and sign the contract

4

PRE-CLOSING & TITLE

- The buyer will perform an inspection to reveal any needed repairs
- Title search verifies you own the property
- A property survey is completed
- Buyer's final walkthrough within 24 hours prior to closing

5

CLOSING

- Review closing statement
- Deed is delivered to buyer, title transferred & agreed-on costs are paid
- Sign closing documents & hand over keys

6

Congratulations!

YOU JUST SOLD YOUR HOUSE !