

THE SELLER'S ROADMAP

INSPECTION

The buyer will usually perform a physical inspection of the home. They may even ask you to make certain repairs. Your agent will explain all of your options regarding the inspection.

CLOSING

This is the transfer of funds and ownership. Depending on when the buyer moves into the home, you will need to be all packed up and ready to move.

MEET WITH A REAL ESTATE PROFESSIONAL

There's no commitment required on your part for the initial meeting. It will be educational and help you identify your next steps.

STRATEGIC PLANNING

It's important to review the market analysis and consider your home price objectively.



ESTABLISH A PRICE

Your agent will provide a market analysis, which will help you set an asking price.



CONGRATULATIONS!
YOU SUCCESSFULLY
SOLD YOUR HOME!

PREPARE YOUR HOME

View your home through the eyes of the buyer and ask yourself what you'd expect. Your agent will offer useful suggestion.

LIST IT FOR SALE

When everything is in place, your agent will put your home on the open market. It's critical you make it as easy as possible for potential buyers to view your home.



SHOWINGS

Preparing your home for a successful showing will make a positive impression on potential buyers.



OFFERS AND NEGOTIATION

If everything goes well, a buyer (and most often the agent who represents them) will present your agent with an offer.

UNDER CONTRACT

At this point, you and the buyer have agreed to all of the terms of the offer and both parties have signed the agreements.

FINAL DETAILS

While under contract, the buyer will work with their mortgage provider to finalize the loan and perform other due diligence.



CHOOSING AN OFFER

Your agent will present each offer for consideration. You will have the opportunity to either accept or counter any offer based on its merits.