

WHAT TO EXPECT WITH THE HOME SELLING PROCESS

PREPARATIONS:

This might include decluttering, reducing personal items, touch up paint, minor repairs, etc. The goal is to present your listing in a way that potential buyers can see "Your House" as "Their Home".

WHAT IS "SHOW READY?"

"Show ready" is similar as "photo ready". Having the house ready to show in will help reduce any added stress, especially if there are last minute showing requests.

WHAT IS AN OPTION PERIOD?:

This is one of the most important and time-sensitive parts of the contract. The option period gives the buyer the unrestricted right to terminate the contract for any reason. During the option period, the buyer will get inspections and request repairs. Your Agent will guide you through the repair negotiation process.

