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.

Your Agent will provide you with a comparative market analysis along with tools to help sell your home quickly and at a favorable price for you!

MEET WITH A TRUSTED SPENCER TEAM REAL ESTATE PROFESSIONAL Your Agent will advise on how to prepare your home. Once ready, the professional photographer will be scheduled.

PREPARE YOUR HOME FOR SALE

You and Your Agent will discuss and establish the showing process. It's imperative to have the house show ready at all times.

SHOWINGS

Once an offer is accepted, the next phase is the "option period". Timeframe typically ranges between 7-10 days.

UNDER CONTRACT AND OPTION PERIOD



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ESTABLISH A PRICE

You and your Agent will discuss a price you feel comfortable with. A listing agreement will be completed establishing the parameters.

WHAT TO SELL YOUR HOUSE FOR:

The comparative market analysis, also referred to as a CMA, provides a very detailed breakdown of factors that assist in determining the minimum, median, and maximum value of your home. This is used as the basis to for you to determine what to list your home for.

LISTING GOES ACTIVE

Your Agent works
diligently to create
your listing. Once
active, your Agent
will market your
house to other
Agents and potential
buyers.

OFFER NEGOTATIONS

All offers will be presented to you by your Agent. You will choose to accept an offer, counteroffer or reject the offer.

TITLE COMPANY & CLOSING

This is the transfer of funds and ownership. A title company acts as an independent third party to facilitate the closing.

WHAT DO OFFERS LOOK LIKE:

Offers will include price, option period, closing date, and financing terms. It may also include seller contributions and/or repairs requests, etc.

CLOSING:

The buyer will perform a final walk-through the day prior or the day of closing. You will sign the final documents and the buyer typically takes possession once funding has occurred.

BEWARE OF WIRE FRAUD!

Make sure the title company has your correct banking information.

