

# SELLERS

## R O A D M A P

### MEET WITH A REAL ESTATE PROFESSIONAL

**1** Hold a no-commitment initial meeting to identify next steps.

### ESTABLISH A PRICE

**2** Your agent will provide a market analysis to help determine an asking price for your home.

### PREPARE YOUR HOME

**3** View your home through the eyes of the buyer and ask yourself what you'd expect.

### LIST IT FOR SALE

**4** Your agent will put your home on the open market. Make it as easy as possible for potential buyers to view your home.

### SHOWINGS

**5** Short notice showings may occur. Try your best to accommodate these requests so you never miss a potential sale!

### OFFERS AND NEGOTIATION

**6** A buyer's agent will present your agent with an offer.

### CHOOSING AN OFFER

**7** Your agent will present the benefits and risks of each offer. You will have the opportunity to either accept or counter.

### UNDER CONTRACT

**8** You and the buyer have agreed to all of the terms of the offer and both parties have signed the agreements.

### FINAL DETAILS

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

### INSPECTION

**10** The buyer will perform a physical inspection of the home and may even ask you to make certain repairs.

### CLOSING

**11** Funds and ownership are transferred. Pack up and prepare if the buyer is ready to move in!



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