

The Everything Guide to Selling Your First Home

How to figure out exactly what you want, and how to work with the experts who'll help you get it.

You love and treasure your home. You want the next owner to fall in love with it, too through photos, through words, and through the experience of walking through your front door. Perhaps most important, you want to get the right price for it.

Selling your home requires work, this isn't an easy task. You may come across some frustrations, but when all is done ("seal the deal") you move on to your next chapter and that will be a delightful feeling of achievement.

Below, we preview and link to each step in your journey. We'll discuss how to know what you want (and what your partner wants, if you're selling together). How to understand the market, and ways to make a plan. And most importantly? How to create relationships with experts and trust them to help you get the job done.

Now, let's talk about selling your house.

Jump to a specific home selling step using these links:

[Know What You Want](#) | [Do Your Research](#) | [Interview and Select an Agent](#) | [Price Your Home](#) | [Prep Your Home for Sale](#) | [Market Your Home](#) | [Showcase Your Home](#) | [Receive Offers](#) | [Negotiate With the Buyer](#) | [Negotiate Home Inspection Repairs](#) | [Close the Sale](#)

Know, Exactly, What You Want

First things first: You need to know what you want (and what your partner wants) in order to sell your home with minimum frustration. Why are you moving? What do you expect from the process? When, exactly, should you put that For Sale sign in the yard? We can help you get your thoughts in order with this [home selling worksheet](#).

Do Your Research

Unless you bought your home last week, the housing market changed since you became a homeowner. Mortgage rates fluctuate, inventory shifts over time - these are just a few of the factors that affect the state of the market, and every market is unique. Educate yourself on what to expect. Start with our [study guide on the market](#).

Related Topic: [Sell a Home: Step-by-Step](#)

Interview and Select an Agent

This is the most important relationship you'll form on your home selling journey. Pick the right agent and you'll likely get a better sales price for your house. Here's [how to find and select the expert who's right for you](#).

Price Your Home

How much is your home worth? That's the ... \$1,000,000.00 question. Whatever the number, you need to know it. This is [how your agent will help you pinpoint the price](#).

Prep Your Home for Sale

Today, home buyers have unfettered access to property listings online, so you have to make a great first impression - on the internet and IRL. That means you'll have to declutter all the stuff you've accumulated over the years, make any necessary repairs, and get your home in swoon-worthy condition. Here's [how to stage your home](#).

Market Your Home

Home buyers look at countless listings online. The best-marketed homes have beautiful photos and compelling property descriptions, so they can get likes -which can amount to buyer interest - on social media. Some agents are even using videos, virtual tours, texts, and audio messages. It's time to consider how to promote your property.

Showcase Your Home

One of the best ways to get buyers in the door is to have an open house. This is your chance to show off your home's best assets, and help buyers envision themselves living there. Know how your agent will [organize, advertise, and host the event](#) to ensure it's a success.

Receive Offers

Yes, you might get offers plural, depending on your market. Assuming you've collaborated with your agent, you've likely positioned yourself to receive attractive bids. Your agent will review each offer with you to determine which is best for you. (Read: [The offer price isn't the only factor to consider: Here's why.](#))

Negotiate with the Buyer

To get the best deal for you, you'll likely have to do some negotiating. Your agent will help you craft a strategic counteroffer to the buyer's offer, factoring in not only money, but contingencies, etc. Let's talk about [how to ask for what you want](#).

Negotiate Home Inspection Repairs

Ah, the home inspection. It's as much a source of anxiety for buyers as it is for sellers. Nonetheless, most purchase agreements are contingent on a home inspection (plus an appraisal, which will be managed by the buyer's lender). This gives the buyer the ability to inspect the home from top to bottom and request repairs - some even could be required per building codes. The upshot: [You have some room to negotiate](#), including about certain repairs. Once again, your agent will be there to help you effectively communicate with the buyer.

Close the Sale

Settlement, or closing, is the last step in the home selling process. This is where you sign the final paperwork, make this whole thing official, and collect your check. Before that can happen though, you'll have to prepare your home for the buyer's final walk-through and troubleshoot any last-minute issues. We've got you covered with this [closing checklist](#).

TOPIC [Buy & Sell, Sell, Sell a Home: Step-by-Step](#)

HOUSELOGIC

helps consumers make smart, confident decisions about all aspects of home ownership. Made possible by REALTORS®, the site helps owners get the most value and enjoyment from their existing home and helps buyers and sellers make the best deal possible.

© Copyright 2019

NATIONAL ASSOCIATION OF REALTORS®