

The Process

START TO FINISH

PREP

1

SIGN CONTRACT

PREPARE HOUSE FOR DEEP CLEANING

REMOVE PERSONAL PHOTOS

DECLUTTER BY REMOVING ABOUT 1/3 OF BELONGINGS

TOUCH UP PAINT

5

LISTING

10

FEEDBACK FROM SHOWINGS

SCHEDULE SHOWINGS

LIST ON THE MLS

PROFESSIONAL PHOTOGRAPHY

STAGE FOR PHOTOS

6

SALE

11

GET AN OFFER!

SIGN PURCHASE AND SALE AGREEMENT

BUYER'S EMD HELD IN ESCROW

HOME INSPECTION

Possible Scenarios:

- A. MAKE REPAIRS
- B. GIVE CREDIT
- C. BUYER WALKS

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17

APPRAISAL

APPRAISAL

CLOSING | BRING:
A. DRIVER'S LICENSE
B. CHECK BOOK
C. KEYS

Possible Appraisal Scenarios:

- A. ADJUST SALE PRICE
- B. RENEGOTIATE
- C. BUYER WALKS

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CLOSING | BRING:
A. DRIVER'S LICENSE
B. CHECK BOOK
C. KEYS

FINAL WALK THROUGH

CLEAR TO CLOSE ONLY DAYS PRIOR

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