

15 STEPS OF Selling a Home



STEP 01
Consultation

Interview with an agent and analyze your needs, discuss timeline and terms.



STEP 02
Hire Your Agent

Sign a Seller Broker Agreement that states what property you are selling, price and the agreed upon commission terms.



STEP 03
Upgrades Consultation & Pricing Strategy

Let up help you make a plan for minor renovations for the best ROI.



STEP 04
Staging & Photos

Make your house stand out with proper staging and professional photos!



STEP 05
List your Property

Your property is now live in the MLS!



STEP 10
Inspections

Inspection period will start. Responsibility of the cost of the inspections is dictated in the contract.



STEP 09
Accept the Contract!

Congratulations! You agreed to the terms in the contract and you signed it to make it official. You are now ratified!



STEP 08
Negotiate & Counteroffer

Your agent will discuss negotiations with you and together you will decide the best response



STEP 07
Receive & Review Offers

Congratulations! You have an offer. Your agent will go over the contract with you and explain the terms.



STEP 06
Showings and Open Houses

Your property will be available for showings and scheduled through a professional service called Showing Time



STEP 11
Negotiate Repairs

The buyers may be able to ask for repairs. Your agent will advise you on what repairs you may decide to agree to.



STEP 12
Buyer's Loan Approval Starts

Buyers Financing gives the "Clear to Close" and the Financing Contingency is removed.



STEP 13
Pest Inspection, Appraisal, & Survey

These may be required by the buyers financing company.



STEP 14
Final Walk-through

Final Walk-through inspection of the home by buyers and their agent to ensure the property is being delivered as stipulated in the contract.



STEP 15
Closing Day!

Sign closing documents and turn over any home keys to the new owner!