

Home Sellers Guide



Welcome to our Home Sellers Guide! Selling your home can be an exciting yet challenging experience. This guide will provide you with essential information to navigate the selling process effectively, ensuring a smooth transaction and a successful sale.

“The ache for home lives in all of us, the safe place where we can go as we are and not be questioned.”—Maya Angelou

Preparing Your Home For Sale

1. Cleaning and Decluttering

- Remove personal items and excess clutter to make your home more appealing.
- Deep clean your home, including carpets, windows, and appliances.

2. Repairs and Renovations

- Address any minor repairs (e.g. leaky faucets, squeaky doors).
- Consider renovations that offer a good return of investment (e.g. kitchen updates, bathroom remodels).

3. Home Staging Tips

- Arrange furniture to maximize space and flow.
- Use neutral colors and decor to appeal to a broader audience.
- Declutter each room of messiness and large objects. Put up personal items such as family picture, awards, and collections. You want your home to look clean and organized.

Setting the Right Price

Understand the market trends. Research current market conditions, including buyer demand and inventory levels. Create a CMA (comparative market analysis). Analyze similar homes in your area that have recently sold to determine a competitive price. Lastly consider pricing slightly below market value to attract more buyers. Be mindful of the local market conditions and trends.

Choosing the Right Agent

Choosing an agent is a critical role in the selling of your home. FSBO homes sell for an average of 30% less than comparable homes listed on the MLS. Look for agents with experience in your local market and a strong track record of sales. Discuss commission rates and any additional fees upfront. A good agent will market your home with high quality photos to showcase your home's best features online, schedule open houses to attract potential buyers, and share your listing on social media platforms to reach a wider audience. Agents can provide expertise, negotiation skills, and a network of potential buyers.

The Selling Process

1. Receiving and Reviewing Offers
 - Review all offers carefully, considering not just price but also contingencies and closing timelines. Ask questions, disclose everything, respond quickly, and be patient.
2. Negotiating Terms
 - Be prepared to negotiate on price, repairs, and closing dates. Try to meet halfway with small expenses by splitting the difference.
3. Accepting an Offer
 - Once you accept an offer, all parties sign the necessary documents. Be wary of contingencies, these terms must be met for the contract to go through. If the conditions are not met the buyer is free to walk away.

Closing Time

1. Deposit of earnest money

- Earnest money is collected 1-2 days after offer is accepted and delivered to the title or escrow company. Earnest money is a deposit that is paid to show the buyer your committed to purchasing the home or property. It is usually 1%-3% of the sales price.

2. Mortgage Secured

- Once the offer on the house is accepted the buyer will have to apply for a mortgage and secure funding. Your credit will be checked before closing so no major purchases should be done before closing on the house.

3. Title Insurance and Title Search

- A title search will be done by the title company or an attorney in order to review if there are any problems with the property or liens on the property. They will then send it to be reviewed by the parties. If there are any problems with the property they can be handled or if there is no problems it will be returned clear of defects and a title policy can be ordered. The title policy is insurance in case a problem arises after you purchase the property.

4. Home Inspection

- Most contract require a home inspection. A standard inspection is \$300 or more. A home inspection report will be given to the buyer in which they can then negotiate on what (if anything) they would like fixed prior to closing and/or in sellers credits applied at closing.

5. Appraisal

- An appraisal will be done to estimate the value of the property. If an appraisal comes in at the purchase price or more you are set. If the appraisal is less then the cost to purchase is you have a few options to make the deal work (e.g. appeal the appraisal, negotiate the price).

6. Home Owners Insurance

- Most mortgage lenders require the purchase of home owners insurance before closing.

7. CLOSING

- Its time for closing! Have all your documents and money ready for your set closing. Check to make sure if you have all your finances lined out and when money is due for closing, some closings may need money wired a day or two before signing documents. Once all documents are read and signed and money transferred grab your new keys!
-

Contact Us

For further information, please reach out to us at admin@wynsomeproperties.com

Andrew Haddock - Realtor

Phone: 817-905-4893

Miranda Wood - Realtor

817-992-5882

www.wynsomeproperties.com