



HOME SELLER'S GUIDE

*Your Comprehensive Guide to
Navigating the Selling Process*

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Hire a Real Estate Agent

About Carolinas Property Group (CPG)



**1,000+
LISTINGS SOLD**



**\$100 MILLION+
SALES VOLUME**



**100+
5-STAR REVIEWS**



**TOP 5%
U.S. RANKING**



We are a full-service real estate team based in the Greater Charlotte Area, serving buyer, seller and investor clients across The Carolinas.

Our team of highly experienced, established real estate agents is dedicated to protecting our clients and promoting their best interests throughout the buying, selling, or investment process.

We aim to make sure every client has a real estate experience that is educational, stress free and successful. Our ultimate goal is to help our clients obtain their financial goals and the lifestyle of their dreams.

So whether you are looking to buy, sell, or invest in NC or SC, Carolinas Property Group is here to help you make your next move!

STEP ONE: HIRE A REAL ESTATE AGENT



KEITH SANDMAN

NC & SC REALTOR®

704-280-9070

Keith.sandman@exprealty.com

As a highly experienced, established real estate broker licensed in both NC & SC, I'm dedicated to protecting my clients and promoting their best interests throughout the entirety of the home purchase or sale process. I help my clients increase their comfort level and confidence, and ultimately maximize their profit on every transaction.

Originally from Naples, FL, I moved to Charlotte in 2006. With a keen mind for finance, I quickly found a home in Charlotte's banking industry within the large syndicated division of Bank of America. At the encouragement of family and friends, I made the leap into a career in real estate in 2015. I joined Better Homes and Gardens Real Estate Paracle, where I became co-owner and partner of Costello REI Fort Mill office. Then in 2021, Nick and I moved our team, Carolinas Property Group, over to eXp Realty.

I'm known for my expertise, integrity, professionalism and graciousness. I truly believes it is a privilege to represent and guide each client through the most important purchase of their life. I'm passionate about exceeding client expectations and being a valuable resource to everyone I meet. My success in real estate has been largely based on client referrals.

Whether you are a first-time home buyer, building a new home, investing in real estate, re-locating, downsizing or moving your growing family into a larger home, I'm ready to help you make your next move!



NICKOLAS MAY

NC & SC REALTOR®

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I'm Nick May, a licensed REALTOR® in both NC & SC, and the Co-Founder of Carolinas Property Group. With over 6 years of experience in the dynamic Charlotte Region market, I'm passionate about making your real estate journey smooth, successful, and enjoyable.

My mission is to provide each client with a personalized, client-centered experience, understanding that every real estate transaction is unique. Whether you're buying, selling, or investing, I tailor my approach to meet your specific goals. With deep local knowledge, a keen understanding of the market, and cutting-edge marketing strategies, I'm committed to securing the best possible outcomes for you.

Born and raised in South Carolina, I graduated from the University of South Carolina. I've proudly called Indian Land, SC, home for over 12 years, where I live with my wife, Jessalyn, and our two beloved dogs, Teddie and Lucy. When I'm not helping clients, you'll find me enjoying concerts, movies, and cheering on my Gamecocks. Living near the NC border gives me a unique perspective on the distinct characteristics of both states, allowing me to provide insights that go beyond the typical property details.

I pride myself on delivering clear communication, honest advice, and top-tier service, all while utilizing the latest tools and technology to effectively showcase your property. So, it's time to turn your real estate dreams into a reality!

STEP ONE: HIRE A REAL ESTATE AGENT



KRISTI WHITAKER

NC & SC REALTOR®

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Having lived in the Carolinas for more than 45 years, I know and love this part of the world! When you work with me, you can be confident in my knowledge of the area and my connections to just about any service provider you may need.

In 2018 after many years as a stay-at-home mom to 3 sons, my passion to help others led me to pursue a career in real estate. I am gifted at connecting with people and always grateful for the opportunity to be a part of clients' home buying/selling journeys. In working with my clients, I take time to learn what matters most and fully understand their individual situation so I can best assist in their journey.

I am a problem-solver who is able to seek solutions and think outside the box to help my clients make it happily to the closing table. In my free time, I love going to the gym, reading, exploring spirituality, spending time in nature and pursuing my artistic talents. I also enjoy dinners out, time with friends, great conversations, and listening to live music.

Almost an "empty-nester," I currently live in Fort Mill. I am licensed in both South Carolina and North Carolina, and would be thrilled to have the opportunity to serve your real estate needs!



PRISCILLA HERNANDEZ

NC REALTOR®

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Hi, I'm Priscilla Hernandez, a bilingual real estate professional with Carolinas Property Group, brokered by eXp Realty. With years of experience and a passion for helping others, I'm dedicated to assisting buyers, sellers, and investors in achieving their real estate goals while ensuring a seamless and rewarding experience.

As a California native and proud mom to my daughter Brisia and son Charlie, I understand how important it is to find the perfect home for your family. I bring local expertise, strong negotiation skills, and in-depth market knowledge to every transaction. Whether you're a first-time homebuyer searching for your dream home, a seller looking to downsize, or an investor seeking your next opportunity, I'm here to provide exceptional service every step of the way.

I take pride in offering personalized guidance tailored to your unique needs. From understanding local communities and current market conditions to negotiating the best deal and expertly marketing your property, I handle every detail to make the process as smooth and successful as possible. Building genuine relationships and exceeding client expectations is my top priority.

When I'm not working, I enjoy spending quality time outdoors with my family, exploring new cultures through travel, and creating cherished memories with loved ones. Let's connect and work together to turn your real estate dreams into a reality!

Client Testimonials

"We worked with Kristi Whitaker on the sale of our second home and since we had attempted selling it before unsuccessfully we were not enthusiastic about the process. Kristi and Keith were both very professional in their initial consultation, set realistic expectations and gave us renewed optimism. And they sure followed through on things...due to her efforts we received multiple sight-unseen offers before going on market and closed over asking price! All along Kristi was extremely reliable and kept us in the loop at all times. She is calm, determined and thoughtful in her approach to things and it was a true pleasure to work with her. Thank you, Kristi!!"

- ISABELL STEVENS

"This is the second move where we have used Carolinas Property Group as our real estate agents. They do an amazing job. Not only are they highly professional and incredibly responsive, they are also super friendly and helpful throughout the entire process. They did an amazing job on both moves, making sure we understood everything and felt comfortable with the many decisions they we needed to make. They were very helpful through the loan process, recommending the best folks for our situation. They also are a wealth of knowledge and gave us recommendations for movers, painters, handyman services, and pretty much anything else we found ourselves needing. Moving is such a huge endeavor. It's so nice to know you are working with folks who really have your back. At every turn, I knew we had someone we could count on. I don't hesitate to give Carolinas Property Group the highest of recommendations. They will be there for you in every step of the process!"

- KIRK GODBEY

"I've dealt with 3 different realtors for my different transactions in the past... Nick May is the most attentive and well versed that I've worked with. From negotiations to keeping me in the loop on everything going on, I couldn't recommend him enough. If you want top dollar for your property, choose Nick and his team at Carolinas Property Group!"

- MATT BROWN

Read More Reviews



<https://g.page/r/Cdk6TpdHqFz0EAI/review>



<https://www.facebook.com/cpgatexprealty/reviews>



<https://www.zillow.com/profile/Keith-Sandman>

STEP TWO

Preparing Your Home

In this section, we will go over how to get your home ready for sale. Preparing your home involves several key steps, including making repairs and upgrades, cleaning and decluttering, and staging your home.

Make Repairs & Improvements

Before putting your home on the market, it's important to prepare it properly to make the best impression on potential buyers. This involves cleaning, decluttering, making necessary repairs and maintenance, and staging your home.



According to the NAR, 37% of contracts fall through because of repair issues sellers could have addressed before listing their property.

Once your buyers go under contract, they'll most-likely have inspections done on the property. If they are financing, the home will need to be able to pass the inspection in order to obtain home insurance and secure the loan. Because of this, consider making any repairs to your home prior to putting it on the market.

If it's recommended, schedule a pre-sale inspection. Then you'll know precisely what needs to be addressed from a functional standpoint. Invest in repairing major systems first. Think HVAC, plumbing, roofing, foundation, or electrical issues.

We have created a DIY checklist on the following page for you to inspect your home and determine whether any repairs or improvements are needed, or if you should schedule an inspection.

Repair and Maintenance Checklist

To prepare your home for sale, make a list of necessary repairs and improvements. Prioritize them based on importance and determine if you can do them yourself or need to hire a professional. Complete the most important items before listing your home.

	Notes	Priority	DIY or Hire
Walls and ceilings: Look for cracks, peeling paint, or water stains. Check the condition of your exterior walls.			
Windows and doors: Check for any damage or gaps.			
Roof and gutters: Look for signs of damage or wear.			
Plumbing: Check for leaks or other issues, such as low water pressure or slow draining sinks.			
Electrical: Look for any issues, such as flickering lights or outdated wiring.			
HVAC system: Check the age and condition of your heating and cooling system.			
Flooring: Check for any damage or wear.			
Kitchen and bathrooms: Look for any outdated or damaged fixtures, such as faucets, cabinets, or tiles.			

Cleaning and Staging



A clean and tidy home is crucial when it comes to attracting potential buyers. Clutter and mess can make your home look smaller and less inviting. By decluttering and cleaning your home, you're helping buyers see the full potential of your space. It's also an opportunity to get rid of any items you no longer need or use, making moving to your new home easier.

Use the checklist on the following pages to walk through your home and ensure that you've cleaned and staged every room before listing your home for sale.

"Buyers decide in the first 8 seconds of seeing a home if they're interested in buying it. Get out of your car, walk in their shoes and see what they see within the first 8 seconds."

- BARBARA CORCORAN

Cleaning and Staging Checklist

KITCHEN

- ☐ Clean off counters and declutter
- ☐ Clean tile grout if needed
- ☐ Thoroughly clean all appliances
- ☐ Organize all drawers and pantries
- ☐ Thoroughly clean floors

BATHROOMS

- ☐ Thoroughly clean all surfaces
- ☐ Declutter countertops and drawers
- ☐ Fold towels and stage decor
- ☐ Remove any unnecessary items
- ☐ Clean or replace shower curtains
- ☐ Clean any moldy areas

LIVING & DINING ROOM

- ☐ Remove clutter & personal items
- ☐ Stage with pillows and throws
- ☐ Dust and clean all surfaces and fixtures
- ☐ Keep all tables clear and decluttered

BEDROOMS

- ☐ Remove clutter & personal items
- ☐ Clean out and organize closets
- ☐ Repair any damage in walls
- ☐ Keep closets closed during showings
- ☐ Make beds before any showings

Home Exterior Checklist

- ☐ Pressure wash any dirty concrete
- ☐ Clean or repaint front door
- ☐ Clean or touch up exterior and trim
- ☐ Wash windows inside and out
- ☐ Sweep walkways and patios
- ☐ Mow the lawn and trim shrubs
- ☐ Yard is clean and maintained
- ☐ Replace any rotten wood
- ☐ Outdoor furniture staged and inviting
- ☐ Remove any yard decor, and personal or seasonal accessories
- ☐ Fence is in good shape
- ☐ Pool/spa is clean and in working condition

Exterior Upgrades to Consider

Exterior home upgrades or Improvements can not only improve the overall look of your home but also increase its value. Here are some high ROI (return on investment) exterior home upgrades to consider:

Paint: If you don't need to replace your front door, a fresh coat of paint can be an easy and simple way to refresh your home's exterior. By choosing a bold, on-trend color, you can transform your "dated" door and give it a modern look. Touching up other areas as needed is also crucial.

Pressure Washing: Once the paint is touched up, let's let your home shine! By pressure washing your home, it will look more appealing for showings and will shine in pictures.

Landscaping: Buyers spend the first moments at your home, judging the exterior. Fresh mulch, pine needles, flowers and decor can give your home an inviting feel before they step foot inside.



STEP THREE

Marketing Your Home

Determine Your Home's Value

Determining your home's value is one of the most important steps in selling your home. Pricing it too high can lead to it sitting on the market for too long, while pricing it too low can mean leaving money on the table. That's why it's crucial to work with a qualified real estate agent to determine your home's value.



The Comparative Market Analysis (CMA)

We will run a Comparative Market Analysis (CMA) that will compare your home's features and recent sales data of similar homes in your area. This will give you a good idea of what your home is worth in today's market.

Factors Affecting Your Home's Value

Several factors, such as location, size, condition, age, and features, can affect your home's value. Desirable neighborhoods with highly rated schools and upgrades/renovations tend to increase a home's value, while outdated features may lower it. Understanding these factors can help you make informed decisions about your home's value and potential improvements.

Setting the Right Price

Setting the right price is essential to attract potential buyers and sell your home quickly. By analyzing your CMA results and considering other factors, like the current market, you can set a competitive price. Overpricing or underpricing your home can lead to your home sitting on the market for too long, or to you losing money. Setting the right price from day 1 increases your chances of selling your home for the best possible price.

3 Risks of Overpricing Your Home

Overpricing a home is a common mistake that many sellers make. While it may seem like a good idea to price your home high to leave room for negotiation, it can have negative consequences. Overpricing your home can lead to it sitting on the market for too long, which can turn off potential buyers who may wonder why it's not selling.



Negative Perception

The longer your home sits on the market, the worse it looks to prospects. Potential buyers may assume that there's something wrong with the property or that it's overpriced, which can make it more difficult to sell.

Limited Buyer Pool

Overpriced homes may not attract the right buyers. Buyers who are interested in your home may have already seen similar homes in the area that are priced more competitively. As a result, overpriced homes may only attract buyers who are looking for a deal or those who may not be qualified to purchase your home at its current price.

Low Appraisal / Appraisal Gap

Overpricing your home can also lead to issues with the buyer's lender. If the home doesn't appraise for the listed price, the buyer may not be able to secure financing, which can lead to negotiations and delays.

Professional Photography and Videography

The photos & videos of your home directly influence whether or not a potential buyer will schedule a showing of your home or not. It is crucial that we capture high quality, professional photo & video of your home showcasing the best qualities and features.

We work with the top local real estate photographers to capture your home in the very best light. This service is complimentary.



95% of home buyers used the internet to search for homes.

90% of home buyers under age 57 said photos was the most useful website feature.

**SOURCE: NAR HOME BUYER & SELLER
GENERATIONAL TRENDS (2022)**

Going Live on the MLS

My team will gather information about your home to understand its unique selling points. A detailed, professional listing description will be written that highlights your home's best features and helps potential buyers envision themselves settling in.

Once your home is live on the MLS, it will be syndicated to thousands of websites (like Zillow & Realtor.com) Immediately, many buyers searching online swill see your home.

This is why our team is strategic with when and how we go live in the MLS.

Additional Marketing Methods

Printed Marketing Materials

While there is no doubt that online marketing is essential, printed marketing materials can still be effective in reaching potential buyers. High-quality flyers and postcards that highlight your home's best features and provide potential buyers with all the necessary information can help attract more buyers to your home.

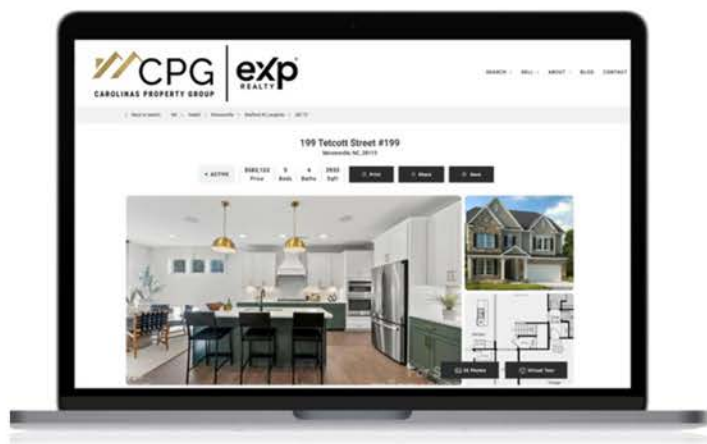
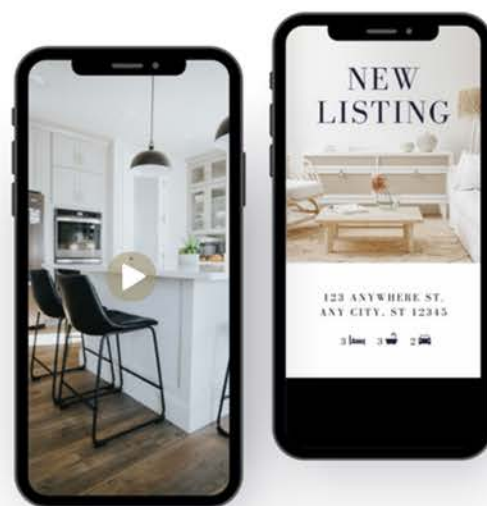
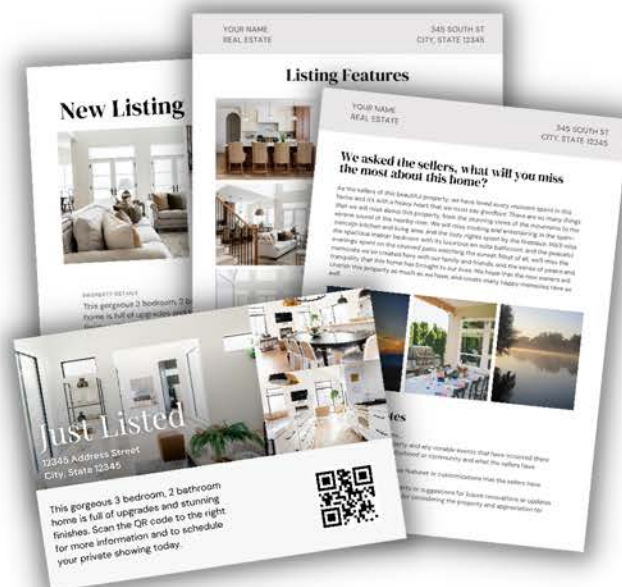
Open Houses

Photos are powerful when it comes to selling a home, but nothing compares to seeing it in person. That's why hosting stellar open houses is crucial for your success as a seller.

Our Network & Social Media

As real estate agents with eXp Realty, we have access to a wide network of agents and clients. Additionally, we have a strong social media presence with over 1,000 followers across various platforms, and we are a member of several local real estate groups with thousands of members.

Through social media, we create engaging content that showcases your home's best features and generates interest in your property. By using professional photography and videography, we can capture the essence of your home and share it with a large audience. By tapping into these resources, we can ensure that your home is seen by a large audience and maximize your chances of a successful sale.



STEP FOUR

Negotiating and Closing the Sale

Seller Pre-Inspection Checklist

GENERAL

- Make sure that all utilities are turned on.
- Access is clear to the electrical panel, crawlspace, attic space, and garage walls.
- Remove or put pets in a secure area.

More than likely, the buyers will come to the inspection. Have the house clean. Don't leave dishes in the sink, pans in the oven or cars in the garage. Change all air filters before the inspection. Consider having something (water) for buyers to drink. Leave your phone number for the inspector in case they have any questions about the operation of your home.

EXTERIOR

- Make sure water drains away from the house by adding downspout and splash blocks under gutters.
- Fix any loose shingles or nail pops on the roof. Clean out gutters and downspouts to prevent overflowing.
- Check wood trim joints for softness and caulk.
- Check all steps for loose bricks or wood and replace or secure as needed.
- Check all handrails for looseness and secure as needed.
- If there is a deck check for weathering wood.
- Check for any fallen insulation or wood debris lying on the ground under a deck or in a crawl space. This creates a conducive environment for termites.
- Check hose faucets to ensure they're not loose or leaking.
- Ensure that there are anti-siphon devices installed on the exterior hose faucets.

GARAGE

- Check automatic reverse on garage doors.
- Check garage foundation walls for termite tubes (mud tubes on the wall).
- Move stored items away from the garage walls so that the inspector can view the foundation.
- Check for damaged Sheetrock adjoining the living space to ensure proper fire rating.

INTERIOR

- Check all windows for opening, closing, and locking.
- Check all windows to ensure that they stay up on their own.
- Check all windows for possible broken thermal seals/cracks.
- Check all outlet covers for loose, damaged, or missing covers.
- Check all doors for rubbing/sticking when opening and closing. Correct and adjust as needed.
- Check walls and doors for holes from the door handle or door stop.
- Check ceiling fans on all 3 speeds for wobbling.
- Check and replace all burned out light bulbs.
- Consider getting the carpet cleaned and re-stretched if needed.
- Check for and fix any holes/nail pops in walls/ceiling.

KITCHEN & BATHS

- Fill all sink basins, drain, check for leaks.
- Check disposal and dishwasher.
- Check cabinets for and rubbing and ensure they are secure and open and close properly.
- Check that all burners and elements work on the stove & in the oven.
- Check the counter and backsplash for any needed caulking.
- Check for loose tiles, cracked tiles, and missing grout.
- Check the toilet for cracks or loose/rocking toilets & tanks.
- Check supply lines, toilet shut-offs, to ensure they flush properly.
- Check for faucets to ensure proper hot and cold plumbing installation (hot is on left, cold should be on the right).
- Check all faucets for water pressure. If the pressure is low, try cleaning out aerators/screens.
- Check laundry connection for leaks.
- Check water heater for leaks and corrosion.
- Check breakers for tripped or missing breakers.
- Check GFCI's and AFCI's to ensure that they respond.

Understanding Real Estate Commission vs. Concession

In real estate transactions, two common terms—"commission" and "concession"—can seem confusing but refer to different parts of the deal.

Real Estate Commission

A commission is a fee paid to real estate professionals for helping buy or sell a property. It's usually a percentage of the sale price and is split between the buyer's and seller's brokers. The seller typically pays the commission from the sale proceeds at closing. This fee covers services like marketing, negotiations, and paperwork.

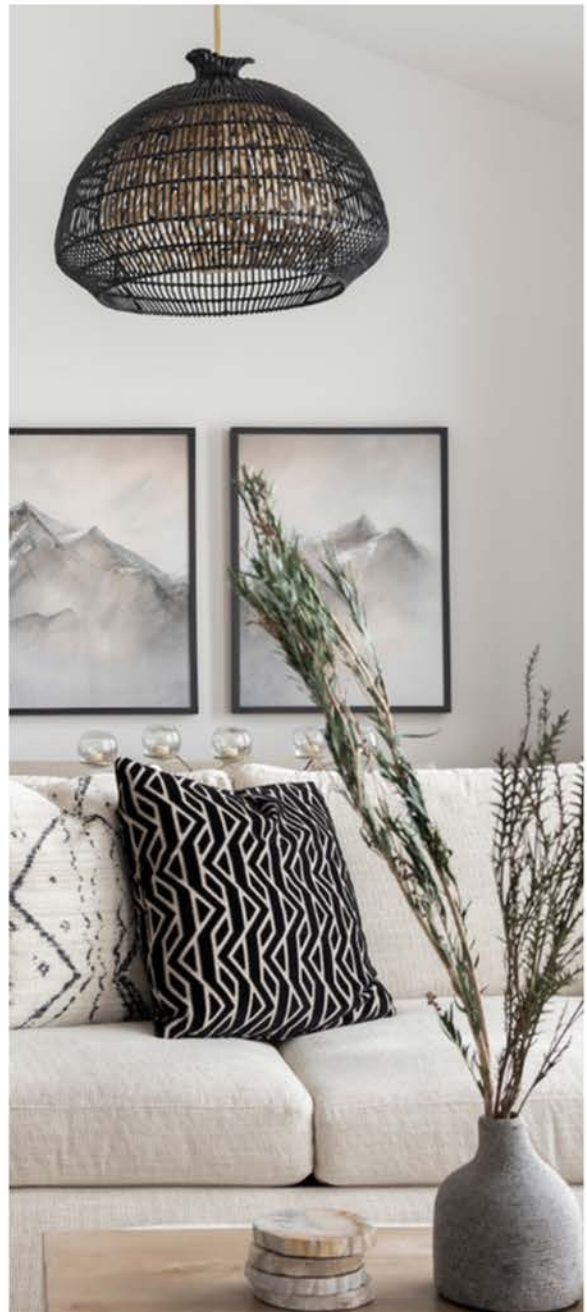
Real Estate Concession

A concession is a benefit or payment the seller offers to help the buyer close the deal, such as covering closing costs or providing repair credits. Concessions are often negotiated during the offer process to make the deal more appealing to the buyer.

Key Differences:

- Commission: A service fee for agents, that is usually paid by the seller.
- Concession: A buyer incentive or discount, negotiated between the buyer and seller.

Understanding both terms helps you better navigate the transaction process. Consult your REALTOR® for more details or guidance.



Understanding both terms helps you better navigate the selling process. Consult your REALTOR® for more details or guidance.

Offers and Counteroffers

When you receive an offer on your home, it's important to carefully consider the terms and conditions outlined in the offer. As your real estate agents, we will guide you through the negotiation process and help you make informed decisions that align with your goals and objectives.



Reviewing Offers: What to Consider

When reviewing offers, there are several key factors to consider, including:

- The purchase price: Is the offer in line with your expectations? Do you feel that the offer accurately reflects the value of your home?
- The buyer's financing: Is the buyer pre-approved for a mortgage? What are the terms of their financing?
- Contingencies: Determine if there are any contingencies outlined in the offer, such as a home inspection or appraisal?
- Closing timeline: Does the proposed closing date work for you? Are there any other logistical concerns to consider?

Counteroffers: How to Respond

When an offer falls short, a counteroffer is the next step. As your agent, I'll assist you in creating a counteroffer that matches your priorities and objectives. We'll collaborate to find a mutually beneficial solution for both parties, and I'll keep you informed throughout the negotiation process, providing expert advice to help you make informed decisions.

My goal is to help you achieve a successful sale that surpasses your expectations.

Home Inspections and Repairs

When you're selling your home, the home inspection process is a critical step in the transaction. An inspector will examine the major systems and components of your home, including the roof, HVAC system, plumbing, electrical system, and more. As the seller, it's important to be present during the inspection so you can get a firsthand understanding of any issues that are identified.



Repairs and Negotiations

Once the inspection is complete, the buyer will typically request that certain repairs be made or that a credit be given to cover the cost of repairs. As the seller, you can either agree to make the requested repairs, offer a credit, or negotiate a different solution.

The Importance of Disclosure

When it comes to repairs, transparency is key. It's important to disclose any known issues with your home to potential buyers before they make an offer. Failing to disclose known issues can lead to legal and financial repercussions down the line. As your agent, I'll help you navigate this process and ensure that you're fully informed about your obligations as a seller.

Handling Repairs Fairly

It's important to keep in mind that repairs can impact the sale of your home. Serious issues can lead to a lower sale price, and minor issues can lead to delays or complications during the closing process. As your real estate agent, I'll work with you to ensure that any repairs are handled in a way that's fair and reasonable for both parties.

Appraisals, Contingencies, and the Closing Process

When selling your home, the appraisal, contingencies, and closing process are essential steps that will help ensure a smooth and successful transaction. Here's what you need to know.

The Appraisal Process

As part of the home buying process, the buyer's lender will typically require an appraisal. This is an objective evaluation of your home's value by a professional appraiser. The appraiser will consider factors such as the home's location, size, condition, and comparable sales in the area. If the appraisal comes in lower than the sale price, the buyer may need to renegotiate or come up with a larger down payment.

Contingencies

A contingency is a condition that must be met in order for the sale to move forward. For example, a common contingency is that the buyer's financing must be approved. Other contingencies may include a home inspection, appraisal, or repairs. As the seller, it's important to be aware of any contingencies and work with the buyer to meet them.

The Closing Process

The closing process is the final step in the sale of your home. This is when all parties involved in the transaction sign the necessary documents, and the buyer provides funds for the purchase. The closing process typically takes several hours and involves a lot of paperwork. As your real estate agent, I'll work with you to ensure that the closing process goes smoothly and that you're fully informed throughout.



STEP FIVE

Moving Out and Closing Up

Closing Day Checklist

As you prepare for the closing of your home sale, it's important to make sure that you have all of the necessary items and have completed all necessary tasks. To ensure a smooth closing process, please review and complete the items on this checklist.

PRIOR TO CLOSING

- Start, stop, or move services: Utility, home insurance, electric, internet, gas, etc. (1 day after closing)
- Clean your house thoroughly or hire a cleaning service.
- Collect all the manuals, warranties, and receipts for appliances.
- Shut off water valves.
- Remove all personal items and belongings from the home, including furniture, decor, and clothing.
- Forward your mail to your new address.
- Notify your HOA of the sale and upcoming change of ownership.
- Make arrangements for the transfer of any warranties or service agreements for home systems (e.g. alarm system, lawn service, etc.).
- Review all statements and disclosures to ensure that all costs and fees are accurate and that you understand the terms of the sale.

BRING TO CLOSING

- Keys and/or security codes for the home, as well as any remotes for appliances (garage door, HVAC, etc.).
- Photo identification (two forms of ID) for all sellers listed on the home contract.
- Final utility bills to be paid at closing.
- Cashier's check or proof of wire transfer to cover closing costs.
- Proof of any repairs made as per the home inspection report.

Moving Checklist

PRIOR TO CLOSING

- ☐ Declutter, discard & donate
- ☐ Purchase packing supplies
- ☐ Create a file of moving-related papers and receipts
- ☐ Collect quotes from moving companies, choose a mover and schedule service
- ☐ Secure off-site storage if needed
- ☐ Discontinue additional home services (housekeeper, gardener/lawn service)
- ☐ Arrange time off work and childcare and/or pet care on moving day
- ☐ Notify HOA about upcoming move, reserve elevator usage (if applicable)
- ☐ Pack an essentials box for quick access at new home (toiletries, medications, toilet paper, hand soap, basic tools, paper towels/cleaning supplies, pet food/supplies, hangers, etc)
- ☐ Label moving boxes with the contents inside
- ☐ Final cleaning, lock up house, dispose of trash, leave any keys and garage door openers

NOTIFY ABOUT CHANGE OF ADDRESS

- ☐ Post Office
- ☐ DMV
- ☐ Employer
- ☐ Banks & Loan Companies
- ☐ Lawn/Home Services
- ☐ Insurance Companies
- ☐ Doctors, Lawyers, Accountant, etc.
- ☐ Subscriptions
- ☐ Family + Friends

START, STOP, & MOVE SERVICES

- ☐ Electric
- ☐ Water/Sewer
- ☐ Internet/TV/Phone/Security
- ☐ Gas

Final Walk-Through and Closing Day

Congratulations, you're almost there! The final walk-through and closing day are the last steps in the home selling process. Here's what you can expect:



Final Walk-Through

The final walk-through is typically scheduled the day before or morning of your closing. During this time, the buyer will inspect the property to ensure that everything is in the same condition as when the offer was accepted. It's important to ensure that all agreed-upon repairs have been completed, and that the property is clean and free of debris. If there are any issues, we can work together to resolve them before closing.

Closing Day

Closing day is when the sale is finalized, and ownership of the property is transferred to the buyer. As the seller, you will need to bring all necessary paperwork and identification to the closing. This may include the deed to the property, proof of title insurance, and any other documentation required by the title company or lender.

During the closing, you'll sign all necessary documents and pay any remaining closing costs. Once everything is complete, the buyer will receive the keys to the property and become the new owner.

THANK YOU

Thank you!

Thank you for taking the time to explore the home selling process with me. We hope you found the information helpful and informative. If you're not quite ready to list your home yet, that's okay! Here are some next steps you can take to prepare:

Evaluate Your Finances

Take a look at your current financial situation and determine how much equity you have in your home. This will help you understand your potential profit and any expenses you may incur during the selling process.

Consider Your Timeline

Determine when you'd like to sell your home and how much time it will take to prepare. This will ensure you have enough time to make any necessary repairs or updates.

Prepare Your Home

Start prepping your home for sale by decluttering, cleaning, and making any necessary repairs. Consider working with a professional stager or photographer to help showcase your home's best features.



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