

# Home Seller's Guide



Selling a home involves several steps, and having a guide can be helpful. Here's a general overview of the home-selling process:

- 1. Contact Cindy Lacks with Home Group Realty at (314) 495-3713**
- 2. Prepare our home:**
  - ✓ Clean & declutter: Make your home appealing by cleaning thoroughly and removing unnecessary items.
  - ✓ Repairs & improvements: Address any necessary repairs and consider making minor improvements to enhance your home's value.
- 3. Set the right price:**
  - ✓ Research the market: Look at similar homes in your area to determine a competitive and realistic asking price.
  - ✓ Consult a real estate agent: A professional can provide a comparative market analysis to help you set the right price.
- 5. Market your home:**
  - ✓ Professional photos: Showcase your home with high-quality photos.
  - ✓ Online listings: Use real estate websites & social media to reach a broader audience.
  - ✓ Open houses: Host open houses to attract potential buyers.
- 6. Negotiate offers:**
  - ✓ Review offers: Evaluate offers carefully, considering both price & terms.
  - ✓ Negotiate: Work with your real estate agent to negotiate the best deal for you.
- 7. Complete the paperwork:**
  - ✓ Disclosures: Provide required disclosures about your property's condition.
  - ✓ Contracts & agreements: Work with your agent to complete the necessary paperwork for the sale.
- 8. Home inspection & appraisal:**
  - ✓ Allow inspections: Buyers may conduct inspections; be prepared to address any issues.
  - ✓ Appraisal: The buyer's lender will likely require an appraisal to ensure the home's value matches the loan amount.
- 9. Closing process:**
  - ✓ Closing day: Sign the necessary documents to transfer ownership.
- 10. Move out:**
  - ✓ Cancel utilities & services: Inform utility companies & other service providers of the sale.
  - ✓ Change of address: Update your address with the post office & other relevant entities.

**Remember ... the specifics can vary depending on your location and the real estate market conditions. It's highly recommended to work closely with a qualified real estate professional to guide you through the process.**

**GOOD LUCK WITH YOUR HOME-SELLING JOURNEY! I'LL BE HERE FOR YOU BEFORE, DURING AND AFTER THE SALE!**



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