

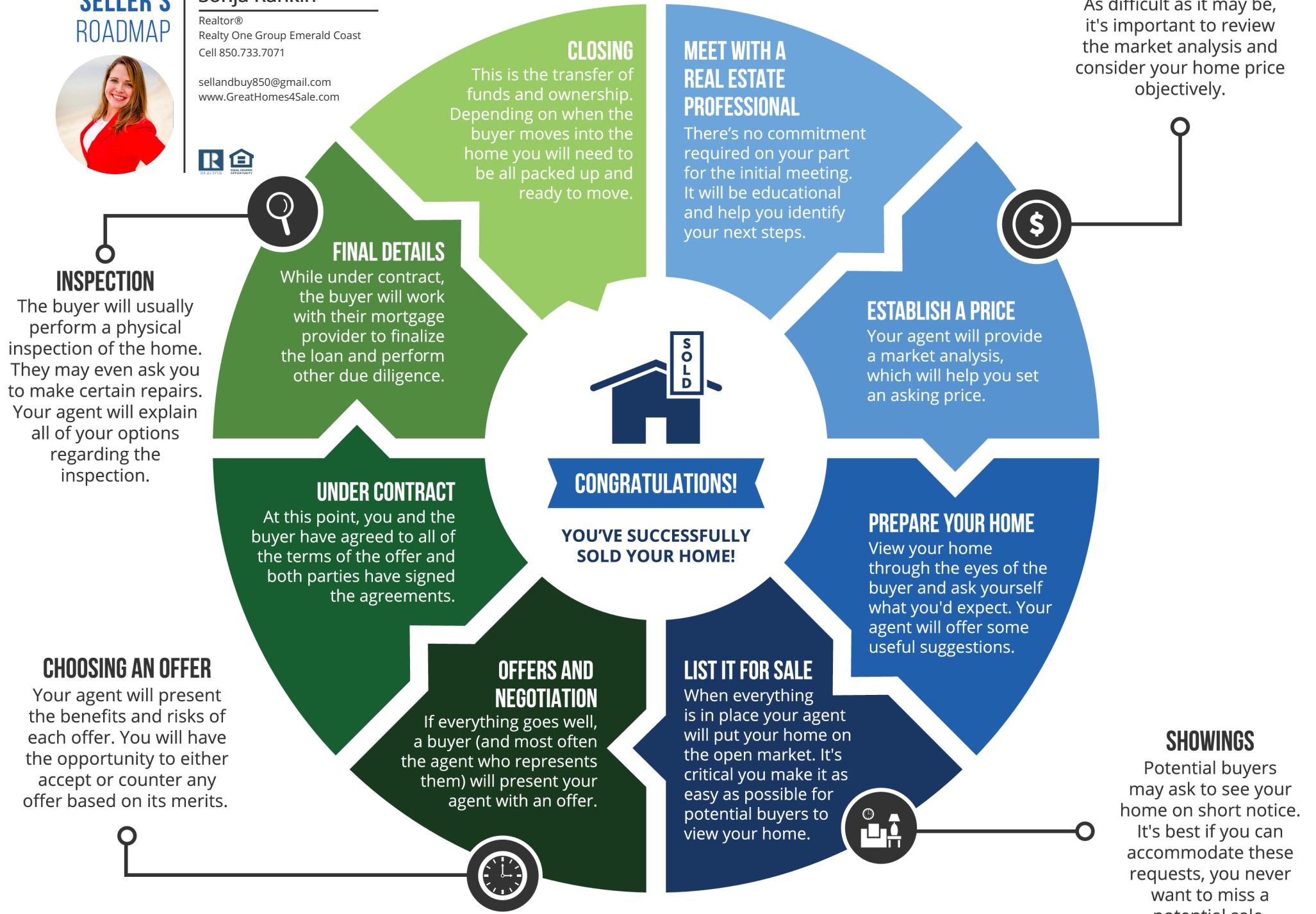
THE SELLER'S ROADMAP



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CHOOSE AN OFFER
Your agent will present the benefits and risks of each offer. You will have the opportunity to either accept or counter any offer based on its merits.

INSPECTION
The buyer will usually perform a physical inspection of the home. They may even ask you to make certain repairs. Your agent will explain all of your options regarding the inspection.

UNDER CONTRACT
At this point, you and the buyer have agreed to all of the terms of the offer and both parties have signed the agreements.

FINAL DETAILS
While under contract, the buyer will work with their mortgage provider to finalize the loan and perform other due diligence.

OFFERS AND NEGOTIATION
If everything goes well, a buyer (and most often the agent who represents them) will present your agent with an offer.

CLOSING
This is the transfer of funds and ownership. Depending on when the buyer moves into the home you will need to be all packed up and ready to move.

LIST IT FOR SALE
When everything is in place your agent will put your home on the open market. It's critical you make it as easy as possible for potential buyers to view your home.

MEET WITH A REAL ESTATE PROFESSIONAL
There's no commitment required on your part for the initial meeting. It will be educational and help you identify your next steps.

PREPARE YOUR HOME
View your home through the eyes of the buyer and ask yourself what you'd expect. Your agent will offer some useful suggestions.

ESTABLISH A PRICE
Your agent will provide a market analysis, which will help you set an asking price.

STRATEGIC PRICING
As difficult as it may be, it's important to review the market analysis and consider your home price objectively.

SHOWINGS
Potential buyers may ask to see your home on short notice. It's best if you can accommodate these requests, you never want to miss a potential sale.