

# THE HOME SELLING PROCESS



The home selling process can be scary at first. Your Signature Premier Properties agent will help you with selling your home every step of the way. When it comes to selling your home, you're in safe hands with us!

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| <p><b>01 CONTACT</b><br/>Contact your Signature Premier Properties real estate agent.</p>   | <p><b>12 OFFER</b><br/>Acceptance of the offer.</p>   |
| <p><b>02 VALUE</b><br/>Determine the current value of your home.</p>  | <p><b>13 INSPECTIONS</b><br/>Home inspection &amp; termite inspection.</p>  |
| <p><b>03 MARKETING</b><br/>Work with your agent to prepare a personalized marketing campaign.</p>   | <p><b>14 CONTRACTS</b><br/>Execute the contract of sale with your attorney.</p>                                   |
| <p><b>04 STAGING</b><br/>Stage your home to stand out from the competition.</p>   | <p><b>15 APPRAISAL</b><br/>Work with a bank to appraise your home.</p>  |
| <p><b>05 PHOTOGRAPHY</b><br/>It's time to take some professional photos of your home.</p>   | <p><b>16 MORTGAGE</b><br/>Receive written mortgage commitment (45-60 days).</p>                                   |
| <p><b>06 PAPERWORK</b><br/>Verify taxes, certificates of occupancy, survey, and all other pertinent information.</p>                            | <p><b>17 TITLE</b><br/>Title search ordered by purchaser's attorney.</p>  |
| <p><b>07 MULTIPLE LISTING SERVICE (MLS)</b><br/>Launch listing on MLS, signaturepremier.com, and other national/local real estate websites.</p> | <p><b>18 MOVING</b><br/>Call movers for estimates.</p>  |
| <p><b>08 SHOWING</b><br/>It's time to start showing your home!</p>  | <p><b>19 UTILITIES</b><br/>Transfer all utilities and have your oil meter read (if needed).</p>                   |
| <p><b>09 OPEN HOUSE</b><br/>Host an open house to find the right buyer for your home.</p>   | <p><b>20 WALK-THROUGH</b><br/>Final walk-through scheduled 12-24 hours prior to closing.</p>                      |
| <p><b>10 BUYER</b><br/>Confirm the qualifications of the buyer.</p>   | <p><b>21 CLOSING</b><br/>Closing occurs at lending institution or attorney's office.</p>                          |
| <p><b>11 NEGOTIATE</b><br/>Negotiate offers &amp; terms to obtain maximum value for your home.</p>  | <p><b>22 CELEBRATE!</b> </p> |