

# THE SELLING PROCESS



The Paul Team Realty | 716-810-8861

64 St. Mary's St., Lancaster NY 14086

1



## PREPARATION

Assess and prepare your home for sale, including repairs, upgrades, and staging.

2



## MARKETING

Work with your real estate agent to market your home effectively, utilizing online and offline strategies.

3



## SHOWINGS

Allow potential buyers to view your home through scheduled showings.

4



## NEGOTIATION

Review and negotiate offers to reach mutually agreeable terms with the buyer.

5



## CLOSING

Complete the necessary paperwork, transfer ownership, and finalize the sale at the closing.