

SELLING YOUR HOME IN 12 STEPS

Selling your home can sometimes feel overwhelming. Understanding the steps in the process and knowing what to expect can make it easier.

1.

TIMELINE & MARKET

Determine your motivation and how soon you want to sell. Learn about the average time homes take to sell in your area and in today's market. Your Realtor can advise about current market conditions.

2.

COST OF SELLING

The cost of selling can include pre-sale home improvements, closing costs such as realtor fees, title fees and recording fees. Your Realtor can help you determine how much you'll net from the sale.

3.

REPRESENTATION

Interview and choose a Realtor who can help you navigate the selling process. They will walk you through the paperwork, market your property to potential buyers and assist you from contract through closing.

4.

PRICING YOUR HOME

A correctly priced home can speed up the sale and attract more offers. It's based on recent closed sales of similar homes in your area. Your Realtor can help you price your home for a quick sale and the highest price.

5.

PREPARING YOUR HOME

A few minor touch ups can go a long way to make a favorable impression on potential buyers. This may include cleaning, decluttering, arranging furniture to create more space, painting and enhancing curb appeal.

6.

MARKETING YOUR HOME

Your Realtor will help you market your home online through the MLS, on popular national home search websites, through LOCAL advertising and using high quality professional photography and virtual tours to attract buyers.

7.

HOME SHOWING

Keep your home clean and accessible to potential buyers. Your Realtor will handle both private showings and Open Houses to attract buyers. It's best to leave for a short time when buyers tour your home.

8.

PURCHASE & SALE CONTRACT

If your home is priced right you should receive offers. Your Realtor can help you negotiate, counter, or accept and finalize the legal contract between the buyer and seller. They can also help you navigate any buyer's contingencies.

9.

ESCROW & TITLE

The title company acts as a neutral 3rd party. They hold the buyer's deposit money, order a title search to gather information about any liens and ensure proper documentation is signed off to ensure smooth closing.

10.

APPRAISAL

An appraisal is ordered by the buyer's lender and is used to determine whether the home's contract price is appropriate given it's condition, location and features.

11.

HOME INSPECTION

The buyer has 7-10 days after the Purchase & Sale Contract to order a home inspection. This identifies any structural, mechanical or safety issues. After inspection, you may need to make some repairs or negotiate terms.

12.

CLOSING

A final walkthrough of the home occurs either on closing day or 1 day prior. Then all paperwork to finalize the sale is signed and the deed is transferred. You hand over the keys and your home is SOLD. Congratulations!!!!!!

