



10-Steps to Selling Your Home

Step 1: Listing Your Home – Perform a market analysis to determine how much your home is worth and what you should list your home for. Develop a marketing strategy to best capitalize on the sale of your home.

Step 2: Listing Documents & Disclosures – There are several documents required to be completed before marketing your property including the “Seller’s Property Disclosures”. For a free list of these documents, please reach out to one of our reps directly.

Step 3: Photography, Showings & Marketing – Hire a professional photographer to take photos of your home so it’s presented in the best possible way and attracts buyers immediately. Plan your preferred times for showings and you sign-off on a marketing plan.

Step 4: Title Company – Find good options for a Title Company and ensure they have all the necessary documents throughout the transaction. They will provide a commitment to offer “Title Insurance” upon closing the sale.

Step 5: Offers – Receive, review and accept an offer. A Buyer’s Agent prepares the 16-page “Contract to Buy and Sell” and presents this to us. Review the offers and understand the different legal clauses, including the pros and cons of each offer, so you can make the best decision for your situation.

Step 6: Seller’s Property Disclosures – This need to be sent to the Buyer’s Agent and Buyer for review and signing.

Step 7: Inspection – The Buyer will hire a licensed inspector to perform a complete inspection of the property and typically submits an “Inspection Objection”, should they find any issues. You will then need to negotiate a mutually acceptable resolution for both buyers and sellers.

Step 8: Appraisal – The Buyer’s lender will hire an independent Appraiser to perform an appraisal of the property for the loan. You will need to work with the lender and the Appraiser to ensure we support their processes.

Step 9: Loan Approval – When the Buyer’s loan is approved, you will set up the “Closing Meeting where all parties come together to sign the documents and finalize the sale of your property.

Step 10: Closing – You will attend the “Closing Meeting” and work with the Title Company, Buyer’s Lender and Buyer’s Agent to ensure you receive the proceeds of your home, all documents are signed and your legal obligations are taken care of.

Please call 888-601-5166 to arrange your no obligation Listing Consultation today!