

The Home Selling Checklist Ready to Sell Your Home?

Deciding whether or not to sell your home is one of the biggest decisions you'll ever make. While it seems like a complicated process, it doesn't have to be.

This checklist is designed to help you navigate your way through the selling process without any trouble.

Here are the pieces:

1. *Getting Started*
2. *Researching the Market*
3. *Preparing for a Sale*
4. *Negotiating Offers*
5. *Closing an Offer*
6. *The Final Stages*

Building a Foundation

Step 1: Find a Real Estate Agent

Interview several agents to see if their personality and expertise matches your needs and wants	Did your agent show up on time & prepared?
Great real estate agents have these qualifications:	Do they communicate in a way that you understand and that you feel comfortable with?
Local market knowledge.	Does your agent have network connections? Great agents work with other agents on a regular basis
Great reviews and testimonials.	Ask about their marketing processes: How are they marketing other properties?
Financial Knowledge.	Are they utilizing social media?
Avoid "hobby agents" - find an experienced agent who works full time!	Do they have marketing plan for their listings?
Great agents are punctual and communicative	Create a list of 10 things you LOVE about your home, and share this with your agent.

Step 2: Plan Your Timeline

Determine when would be the best time to put your house on the market with your agent.	Have an idea of where you'd like to move before you put your home on the market.
Meet with an agent to discuss the best listing strategy based on the local market.	

Researching the Market

Step 3: Walkthrough

Walkthrough your home with your agent.	Ask your agent for advice on repairs, upgrades, and staging.
Show them the 10 things you love about your home.	If you are unsure, ask your agent if a general pre-inspection should be scheduled before the sale.

Step 4: Determine the Listing Price & Marketing Plan

Work with your real estate agent to determine the best listing price - every home is different! If you overprice a property, it could potentially hurt your chances of getting top dollar for your home.	Review a comparative market analysis with your agent, which determines price point based on the sale price of similar homes in your neighborhood.
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DID YOU KNOW...?

The listing price of your home is based on many factors. This includes the lot size, the square footage, location, home's condition, the year the home was built, and many others.

Preparing for a Sale

Step 5: Prepare Your House for Viewing

Clean & Declutter	Maintain landscaping.
While we love the memories that your home represents, we suggest hiding anything that might be considered "clutter".	Clear out the side yard area.
Try to keep decorations as neutral as possible - we want potential buyers to be able to imagine themselves in this space.	Hide eyesores like trash cans or compost bins.
Deep clean forgotten places (base boards, light switches, etc.) OR hire a cleaning crew - a few hundred dollars on cleaners can help get you thousands in the sale!	Hire a professional stager or ask your real estate agent for suggestions.
Improve Curb Appeal.	

Step 6: Market Your Home

Discuss your agent's marketing plan with them to create the best strategy for your unique home.	Schedule a time with your agent to do the pre-listing marketing they need - video walkthroughs, social media blasts, etc.
Have your agent schedule high-quality real estate photography for your home. Professional photography can get you thousands more in a sale!	

The Move-up Method

Step 7: Showing Your Home

Decide whether you want to have a lock box or schedule appointments.	Store important financial documents and valuables in a safe place away from the public eye.
Prepare for open houses.	

Negotiating Offers

Step 8: Negotiate Purchase Offers

Discuss the offers with your real estate agent.	Prepare for multiple offers.
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PRO TIP:

Don't get hung up on only the offer price! There are many terms within an offer that should be taken into consideration.

Step 9: Sign a Purchase Sale Agreement

After selecting the strongest offer, sign the purchase sale agreement and any additional paperwork	Buyers will put down a deposit.
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Step 10: Creation Of Transaction File

Your real estate agent will create a transaction file for you to gather all the important information.	Discuss the timeline of the transaction with your agent based on the accepted offer.
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Closing an Offer

Step 11: Buyer's Due Diligence Period

Be prepared to allow the buyer reasonable access to your home and property for them to conduct inspections.	After the home inspection, do not be alarmed if the buyer wants to schedule specialists like electricians or plumbers to come in and inspect the home.
If the buyer submits a request for repairs, work with your agent to negotiate a solution between both parties.	If any reports were required in the accepted offer (ex: a structural report), provide the buyer with them.

Step 12: Bank Ordered Appraisal

The buyer's lender will conduct an appraisal to verify that the market value of the home supports the contract price.

The Move-up Method

Step 13: The Home Stretch

Once the buyer has lifted conditions and their deposit is locked in, complete any requested repairs before closing.	Expect the buyer to schedule a final walk-through, where they will verify that the condition of the property is the same as when they made the offer. This also allows the buyer to ensure that any agreed upon repairs have been completed.
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Step 14: Closing a Deal

Both parties will pay any settlement fees and documents are recorded.	Titles are officially transferred to the new owners.
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Step 15: CELEBRATE!

Congratulations! You sold your home!

Have any questions?

The home selling process can be confusing and stressful, but we're here to help! We strive to make the process as seamless as possible as we guide you through the transaction from start to finish.

Let us know if there's any way we can help you with the home selling process.

Let's Chat!

