



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



GETTING STARTED

Step 1: Find a Real Estate Agent

- Interview several agents to see if their personality and expertise matches your needs and wants.
Honestly, personality is great but local hyper focus is paramount! Do they live/play/work where you live?
- Great real estate agents have these qualifications:
 - Local market knowledge.
 - Great reviews and testimonials.
 - Financial Knowledge.
- Avoid “hobby agents” - find an experienced agent who works full time!
- Great agents are punctual and communicative
- Did your agent show up on time & prepared?
- Do they communicate in a way that you understand and that you feel comfortable with?
- Does your agent have network connections? Great agents work with other agents on a regular basis - you wouldn't believe how many deals we do off market just because of our relationships.
- Ask about their marketing processes: How are they marketing other properties?
- Are they utilizing social media?
- Do they have marketing plan for their listings?
- 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.
- Meet with an agent to discuss the best listing strategy based on the local market.
- Have an idea of where you'd like to move before you put your home on the market.

RESEARCHING THE MARKET

Step 3: Walkthrough

- Walkthrough your home with your agent.
- Show them the 10 things you love about your home.
- Point out any improvements you have made since you moved in.
- Ask your agent for advice on repairs, upgrades, and staging. But really a solid agent and their team will recommend things to you. Not the other way around.
- 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.



PREPARING FOR A SALE

Step 5: Prepare Your House for Viewing

- Clean & Declutter - done by your agent's team. Anything less is unacceptable.
- While we love the memories that your home represents, we suggest hiding anything that might be considered "clutter". - again, something your agent's team should be advising on and handling.
- Try to keep decorations as neutral as possible - we want potential buyers to be able to imagine themselves in this space. - make sure your agent and their team are capable of staging and advising on design rather than leaving it up to you.
- 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! - your agent should have this covered for you
- Improve Curb Appeal. - That's your agent's job!

Step 6: Market Your Home

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

Step 7: Showing Your Home

- Decide whether you want to have a lock box or schedule appointments.
- Prepare for open houses. - actually we'd prefer to not do open houses anymore. They're not effective tools in selling a home and we prefer to spend our time actually selling your home!
- Store important financial documents and valuables in a safe place away from the public eye.



NEGOTIATING OFFERS

Step 8: Negotiate Purchase Offers

- Discuss the offers with your real estate agent.
- Prepare for multiple offers.

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.

Step 10: Engage your lawyer to prepare for closing.

- Your real estate agent will send all required documents to the lawyers to start the file.

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 termite 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.

Step 13: The Home Stretch

- Once the buyer has lifted contingencies 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.

THE FINAL STAGES

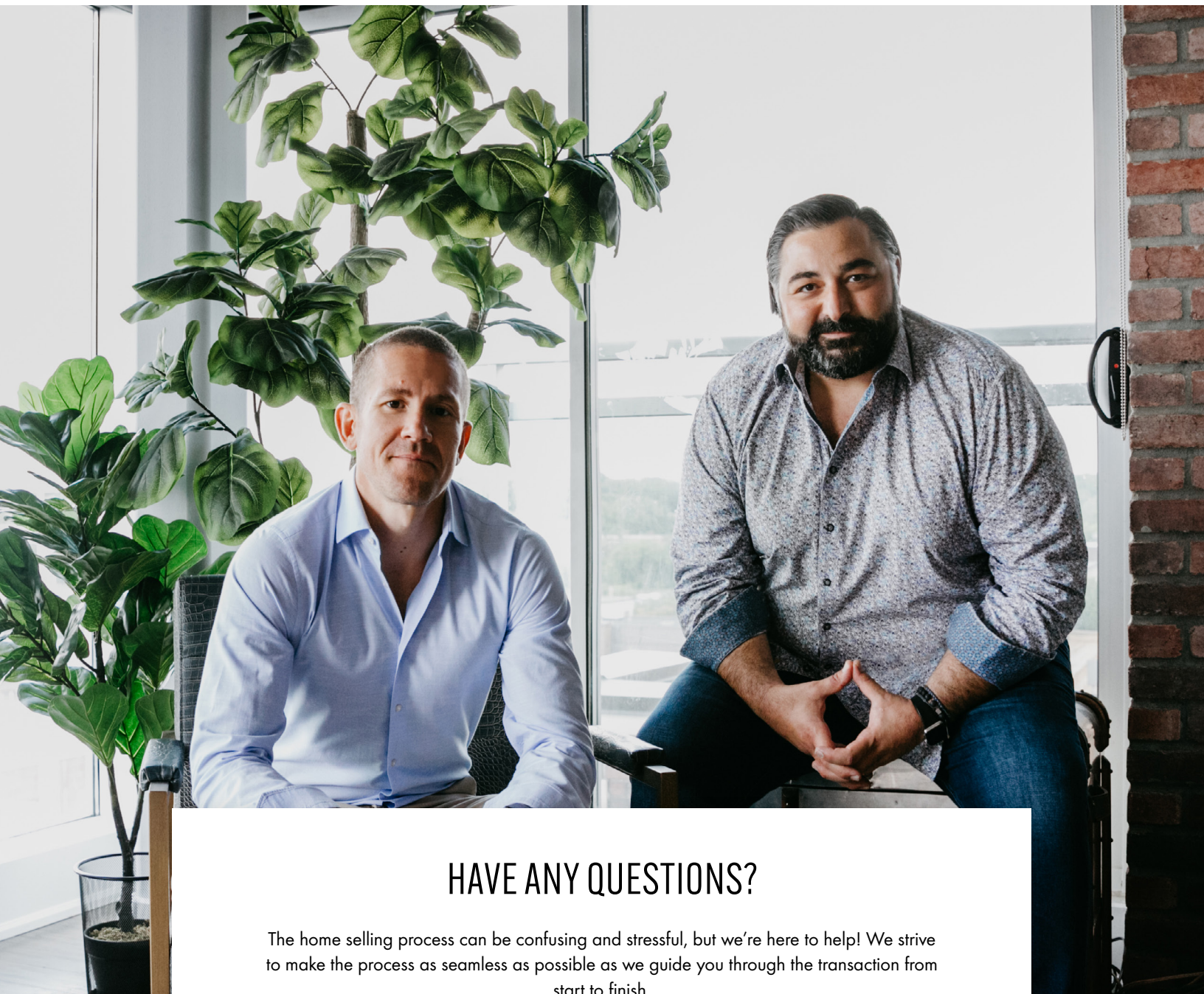
Step 14: Closing a Deal

- Both parties will pay any settlement fees and documents are recorded.
- Titles are officially transferred to the new owners.

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!

