

# Home Selling Overview

## Preparing Your Home

*(2 - 4 Weeks Out)*

- Declutter
- Clean
- Repair
- Stage
- Photos



## Setting the Right Price

*(1 Week Out)*

- Research
- Visit Competition
- Market Analysis
- Set Your Price



## Marketing Your Home

*(Launch Day)*

- MLS/Public Listing
- Showings & Open Houses
- Signs & Flyers



## Showings & Open Houses

*(Maximizing Interest)*

- Promote it
- Sign-In Sheet
- Prepare Handouts



## Negotiating Offers

*(Getting The Best Offer)*

- Review Carefully
- Negotiate
- Compare Offers
- Accept!

# Home Selling Overview

## Inspections & Repairs

*(Handling Requests)*

- Prep
- Negotiate
- Review the Report
- Finalize Agreement



## Contingencies & Appraisals

*(Final Steps To Close)*

- Prep
- Meet All Contract Contingencies
- Resolve Appraisal Issues



## Closing The Sale

*(Finalizing The Deal)*

- Review Paperwork & Closing Costs
- Sign Documents & Get Funds



## Possession & Moving Out

*(Transitioning To Your Next Home)*

- Move Out
- Transfer Utilities
- Broom Clean Home
- Pass The Keys



**CELEBRATE!!**



**You Sold Your Home!**

