

THE

Home *Selling* Process

1. MEET WITH YOUR AGENT

- ASK YOUR AGENT QUESTIONS YOU MAY HAVE
- DETERMINE WHAT ITEMS IN THE HOME WILL BE INCLUDED IN THE SALE SUCH AS APPLIANCES, WATER SOFTENER, PROPANE TANKS, ETC
- ESTABLISH A LISTING PRICE & TIME OF POSSESSION

2. PREPARE TO LIST

- DECLUTTER & DEEP CLEAN
- CREATE OPEN SPACE
- KEEP VALUABLE & PERSONAL ITEMS PUT AWAY
- KEEP PRESCRIPTION MEDICATIONS & FIREARMS PUT AWAY

3. LISTING YOUR HOME

- COMPLETE/SIGN APPROPRIATE DOCUMENTS
- KEEP HOME "SHOWING READY"

4. OFFER/NEGOTIATIONS

- REVIEW & DISCUSS OFFERS WITH AGENT
- ACCEPT, DENY, COUNTEROFFER

5. UNDER CONTRACT

- OFFER ACCEPTED
- INSPECTION PERFORMED & INSPECTION RESPONSE NEGOTIATED
- APPRAISAL
- FULFILL CONTRACT TERMS
- LEAVE ALL UTILITIES ON UNTIL AFTER CLOSING, BUYERS WILL HAVE TRANSFERRED BY TIME OF CLOSING.

6. FINALIZE

- RECEIVE CLEAR TO CLOSE
- BUYERS PERFORM A FINAL WALK THROUGH
- BE SURE ALL APPLIANCES & ITEMS AGREED UPON ARE LEFT WITH HOME

7. MADE IT TO CLOSING

- REVIEW & SIGN CLOSING DOCUMENTS
- EXCHANGE GARAGE DOOR OPENERS, KEYS, KEYPAD CODES, ETC.



Keith Realty
"Making Real Estate Simple"