

# Seller's Road Map

Most Transactions can successfully fund and record within 30-45 days after an offer is accepted. There is a lot you can do to ready your home for sale before it goes on the market; your Realtor can help you prepare



## MEET WITH A REALTOR

There's no commitment required on your part for the initial meeting. It will be educational and help you identify your next steps.

## PREPARE YOUR HOME

Pre listing inspections, de-personalization, deep cleaning and over-due home maintenance are all items that will help ready your home for market.



## ESTABLISH A PRICE

Your Realtor will provide a market analysis, which will help you set an asking price. STRATEGIC PRICING is key! As difficult as it may be, it's important to review the market analysis and consider your home price objectively.

## LIST YOUR HOME FOR SALE

When everything is in place, photos have been taken, and you are ready, your Realtor will list your home for sale. SHOWINGS: Potential buyers will ask to see your home on short notice. It's best if you can accommodate these requests so you never miss a potential sale.

## OFFERS & NEGOTIATIONS

When you receive an offer on your home, your Realtor will present it to you and discuss the details, pros, and cons.

CHOOSING AN OFFER: You will have the opportunity to accept or counter an offer based on its merits.

## UNDER CONTRACT

At this point, you and the buyer have agreed to all of the terms of the offer and both parties have signed the agreement.

## FINAL DETAILS

You will need to make your home available for an inspection and appraisal if necessary. The Buyer will deposit Earnest Money to the Title office, and your Realtor and the buyer's Realtor will work together to make sure all contractual deadlines are met.

## CLOSING

This is where each party will sign settlement documents and transfer the title of the property. Depending on the terms of the purchase contract stating when the buyer takes possession of the home, you should be packed and ready to move to your new home.



CONGRATULATIONS!

You've sold your home!

