

The Home Selling Process



1. TALK TO A REAL ESTATE PROFESSIONAL
Discuss strategies for prepping, pricing, listing, and marketing your home.

2. ESTABLISH A PRICE

Your agent will research comparable sales in your neighborhood which will help you set an asking price.

3. PREPARE YOUR HOME

Clean, declutter, improve curb appeal, and use some staging techniques that highlight your home's best features.

4. LIST & SHOW YOUR HOME

Your agent will put your home on the market and arrange an open house. Be as flexible as possible for potential buyers to view your home.

5. NEGOTIATE & ACCEPT AN OFFER

When a buyer submits an offer, you'll have the opportunity to accept, decline, or counteroffer.

6. OPEN ESCROW

Once the details are ironed out and a purchase agreement is signed, your Escrow team will order a Preliminary Title Report with the title insurance company, and select a date to close.

7. APPRAISAL & HOME INSPECTION

Cooperate with the buyer's appraiser and home inspector. In some cases, a buyer might request repairs, or negotiate the price or closing costs.

8. FINAL DETAILS

The appraisal is ordered, the home is inspected, and the loan terms are finalized with the lender.

9. CLOSE OF ESCROW

Documents are signed, the Deed is recorded, funds are disbursed, and all final documents are received by all parties.

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