

Steps for Selling a Home

1. Evaluate the Decision to Sell

- Determine reasons for selling and desired timeline.
- Assess current market conditions and local property trends.
- Estimate potential profit after paying off the mortgage and closing costs.

2. Prepare the Home for Sale

- Declutter and deep clean all rooms.
- Complete necessary repairs and minor upgrades.
- Enhance curb appeal with landscaping and exterior maintenance.
- Consider professional staging to highlight the home's best features.

3. Set the Right Price

- Research comparable properties in the area.
- Request a comparative market analysis (CMA) from a real estate agent.
- Price competitively to attract buyers while maximizing return.

4. Hire a Real Estate Agent

- Select an experienced agent with strong local knowledge.
- Discuss marketing strategies, pricing, and commission structure.
- Sign a listing agreement outlining terms and responsibilities.

5. Market the Property

- Take high-quality photos and create an appealing listing description.
- List the property on multiple real estate platforms.
- Use social media, open houses, and virtual tours to reach potential buyers.
- Highlight unique features and recent improvements.

6. Show the Home

- Keep the property clean and well-presented for showings.
- Be flexible with viewing schedules to accommodate buyers.
- Provide information about the neighborhood and amenities.

7. Review Offers

- Evaluate each offer based on price, contingencies, and buyer qualifications.
- Negotiate terms such as closing date, repairs, or included items.
- Accept the most favorable offer and sign the purchase agreement.

8. Complete Inspections and Appraisal

- Allow the buyer's inspector to assess the property.
- Address any repair requests or negotiate credits.
- Cooperate with the lender's appraisal process to confirm value.

9. Finalize the Sale

- Review the closing statement and verify all financial details.
- Sign the necessary documents to transfer ownership.
- Pay off the mortgage, agent commissions, and closing costs.
- Hand over keys and any relevant property information to the buyer.

10. Move Out and Transition

- Schedule moving services and utilities disconnection.
- Leave the home clean and in good condition.
- Update address information with banks, employers, and service providers.