

HOME SELLING PROCESS

Step by Step Guide



1

PREPARE

- Determine your selling objectives
- Select a realtor, develop a sales strategy, and sign a listing agreement
- Determine fair market value of your house
- Stage your home

2

MARKETING

- Professional pictures will be taken
- The property will be listed in the MLS as well as real estate websites and social media

3

SHOWINGS

- Be prepared for buyers to view your house
- Agent will arrange for showings and may host an open house

4

NEGOTIATE OFFERS

- All offers will be presented by your Realtor
- You have the option of accepting, declining, or making a counter-offer.
- Negotiations may occur

5

DUE DILIGENCE

- Buyer will have the home inspected
- Buyers lender will order an appraisal of the property
- Repair request may be made and negotiations may occur

6

CLOSING

- Sign legal paperwork at closing that transfers ownership to the buyer
- The agreed-upon charges are paid
- Turn over the keys



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