

HOME SELLING PROCESS

Steps for Selling Your Home



Kaylynn Jacobi

REALTOR

CONTACT

cell: 817.903.2124

kaylynn.jacobi@cbrealty.com



COLDWELL BANKER
REALTY

1. Get Ready

- Identifying your selling goals and know where you're moving to.
- Choose a Realtor, discuss a selling plan and sign a listing agreement.
- Know your costs and responsibilities.

2. Set a Price

- Discuss with your Realtor comparable home sales.
- Be aware that list price and sold price, are different.
- Determine the appropriate market price for your home.

3. Show Your Home

- Be prepared for buyers. to view your property.
- Tidy up and declutter.
- Lock away valuable items and keep personal information (mail, private documents or photos) out of sight.

4. Negotiate Offers

- Your Realtor will present any offers.
- You can either accept, deny, or counter-offer.
- An offer isn't binding until both parties agree to terms and sign the contract, subject to contingencies.

5. Pre-Closing & Title

- An inspection reveals any needed repairs.
- Title search verifies you own the property.
- A property survey is completed.
- Buyer's final walkthrough within 24 hours prior to closing.

6. Closing

- Review closing statement.
- Deed is delivered to buyer, title transferred and agreed-on costs are paid.
- Sign closing documents.
- Hand over keys.

