



Everything You Need to Know to Sell Your Home



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Before Selling, Know Where You Want to Go Next.

When it comes to selling your home and buying a new one, the timing can be tricky. Ideally, you'd transition seamlessly from selling your current home to moving into your new one. However, life and the housing market rarely cooperate. Have a contingency plans so you know where you will live during this in-between period.



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Step 1: What are the current real estate market trends in your area?

Contact a local realtor and ask for the current 90 day trends in your county: Number of closed sales, are they trending upward or downward? Pending Sales, total listings, months of inventory, the sale price to list price ratio. Know your local trends!



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Step 2: What is the current market value of your home?

Contact a local realtor and ask for a Market Analysis
It's a free, no obligation analysis of the most recent
solds, pendings and active listings in your
neighborhood.



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Step 3: What is the current condition of your home?

Get a recommendation from a local realtor for
A home inspector to do a four-point inspection:
Roof, HVAC (AC), plumbing and electrical.



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Step 4: What repairs/upgrades are necessary to prepare home for sale?

A local realtor should have contacts for roofers, plumbers, electricians, and cosmetic upgrades.



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Step 5: Stage your home by decluttering.

A local realtor should have contacts for roofers, plumbers, electricians, and cosmetic upgrades. Make a space plan that includes sorting items into categories like keep, toss, give away, or sell.



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Step 6: List your home for sale.

Determine the Listing Price, list with Realtor who offers virtual tours, open houses and upgrades on realtor.com, and who will take high-quality photos of your home, highlighting its best features.



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Step 7: Show Your Home:

Be prepared to accommodate potential buyers for viewings and open houses. Keep your home clean and tidy for these events.



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Step 8: Negotiate Offers.

Don't take negotiation personally,
When a buyer makes an insultingly low offer or asks for something outrageous in the seller's mind, that is the time to detach, assess, and come back with your strategy to get as close to your asking price as possible.



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Step 9: Accept an Offer.

Once you've found a buyer and agreed on terms, sign a purchase agreement and all disclosures. The first week or so will be home inspections, then the appraisal. Hopefully, your pre-listing home inspection caught any necessary repairs. The appraisal is usually the final contingency to the sale.



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Step 10: Closing Day.

Once you have received the “clear to close” from the closing agent, you can be confident that the deal is going to close. It is important to financially be prepared if the buyer is unable to close until that notice. Most contracts have a 24 hour walk-through (swept clean) contingency, have home (swept clean) and ready for closing day.



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Post Closing

Have services turned off (work with your realtor, it is common courtesy to allow buyer to have a couple of days to get the water and electric turned on in their name. (Water departments require a closing statement to change the service for a new owner).



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