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# SELLERS ROADMAP



## MEET WITH A REAL ESTATE PROFESSIONAL

Hold a no-commitment initial meeting to identify next steps.

## ESTABLISH A PRICE

Your agent will provide a market analysis to help determine an asking price for your home.

## PREPARE YOUR HOME

View your home through the eyes of the buyer and ask yourself what you'd expect.

## LIST IT FOR SALE

Your agent will put your home on the open market. Make it as easy as possible for potential buyers to view your home.

## SHOWINGS

Short notice showings may occur. Try your best to accommodate these requests so you never miss a potential sale!



## FINAL DETAILS

While under contract, the buyer will work with their mortgage provider to finalize the loan and perform other due diligence.

## UNDER CONTRACT

You and the buyer have agreed to all of the terms of the offer and both parties have signed the agreements.

## CHOOSING AN OFFER

Your agent will present the benefits and risks of each offer. You will have the opportunity to either accept or counter.

## OFFERS & NEGOTIATIONS

A buyer's agent will present your agent with an offer.



## INSPECTION

The buyer will perform a physical inspection of the home and may even ask you to make certain repairs.

## CLOSING

Funds and ownership are transferred. Pack up and prepare if the buyer is ready to move in!



This is not intended to solicit a currently listed home. Information is deemed reliable, but not guaranteed.

# The Complete Guide To Selling Your Home

**Jeff Wuorio, Marcia Layton Turner**



## **The Complete Guide To Selling Your Home:**

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