



THE **HOME TEAM**
PROPERTIES

The Home Selling Process



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Selling a home will probably rank as one of the major life changes one can go through. Being prepared and organized will contribute significantly to getting the best deal possible with the least amount of stress. It's important to anticipate the steps required to successfully achieve your housing goal and to build a plan of action that gets you there. Before you can develop a plan of action, take time to lay the groundwork.

The HOME TEAM Properties has the expertise and experience to help every step of the way.

STEP 1: FIND A REALTOR

Find an Real Estate Professional that you connect with and trust. Set up a meeting with them and determine your next steps.



STEP 2: ESTABLISH A PRICE

Your agent will work with you on setting an asking price for your home and provide you with a market analysis.



STEP 3: PREPARE YOUR HOME

Clean, declutter & stage your home, trying to see it through the eyes of the buyer. Your agent will offer helpful advice.



STEP 4: LIST YOUR HOME

When everything is ready your Agent will put your home on the market. Your job will be making it as easy as possible for potential buyers to view your home.



STEP 5: SHOWINGS

Potential buyers may ask to see your home on short notice. It is best to allow these showings if at all possible. You don't want to miss out on a potential sale.



STEP 6: OFFERS & NEGOTIATION

If all goes well a buyer will present you with an offer. Your agent will help you decide whether to accept, reject or counter the offer.



STEP 7: UNDER CONTRACT

Once you and the buyer have agreed to all the terms of the offer and both parties have signed all agreements, you are under contract. Be aware that there are possible contingencies that could allow the buyer to back out.



STEP 8: INSPECTION

The buyer will usually have a physical inspection of the home. They may ask you to make some repairs. Your agent will explain your options to you.



STEP 9: CLOSING

Closing is the transfer of funds and ownership. Commonly, the buyer will take ownership of the home at closing, meaning that you will need to have everything moved out and cleaned.

