

# The Home Selling Process

- 1 TALK TO A REAL ESTATE PROFESSIONAL** - Discuss strategies for prepping, pricing, listing, and marketing your home.
- 2 ESTABLISH A PRICE** - Your agent will research comparable sales in your neighborhood which will help you set an asking price.
- 3 PREPARE YOUR HOME** - Clean, declutter, improve curb appeal, and use some staging techniques that highlight your home's best features.
- 4 LIST & SHOW YOUR HOME** - Your agent will put your home on the market and arrange an open house. Be as flexible as possible for potential buyers to view your home.
- 5 NEGOTIATE & ACCEPT AN OFFER** - When a buyer submits an offer, you'll have the opportunity to accept, decline, or counteroffer.
- 6 OPEN ESCROW** - Once the details are ironed out and a purchase agreement is signed, your Escrow team will order a Preliminary Title Report with the title insurance company, and select a date to close.
- 7 APPRAISAL & HOME INSPECTION** - Cooperate with the buyer's appraiser and home inspector. In some cases, a buyer might request repairs, or negotiate the price or closing costs.
- 8 FINAL DETAILS** - The appraisal is ordered, the home is inspected, and the loan terms are finalized with the lender.
- 9 CLOSE OF ESCROW** - Documents are signed, the Grant Deed is recorded at the County, funds are disbursed, and all final documents are received by all parties.



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