SELLER'S ROADMAP

How to Sell a Home in 6 Simple Steps



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REAL ESTATE
— JUST FOR YOU —

1

Get Your Home Market-Ready

- Interview realtors.
- Declutter and deep clean the entire house.
- Depersonalize the space so buyers will feel at home.
- Complete home maintenance projects as needed.

2

List Your Home

- Sign a Listing Agreement with your realtor.
- Set a reasonable listing price based on market data.
- Work with your realtor to have professional listing photos taken.

3

Keep Your Home Show-Ready

- Tidy up every morning.
- Store valuables and secure personal information safely out of sight.
- Have a plan to get everyone out of the house quickly for short-notice showings.
- Have a plan to keep pets safely out of the way during showings.

4

Get Your House Under Contract

- Review offers with your realtor as they are received.
- Accept, reject, or counter the terms of offers as appropriate.
- Sign the offer once all terms have been agreed upon.

5

Complete Your Pre-Close Tasks

- Make the property available for inspectors and appraisers.
- Negotiate any request for repairs from the buyer.
- Complete any necessary repairs.

6

Close on Your Sale

- Facilitate one final walkthrough.
- Review the Closing Statement.
- Sign the closing docs.
- Turn over the keys.
- Collect your proceeds!