



# The Home Selling Process

*A quick reference on what to expect when selling your home.*

## 1 ] CHOOSE A REAL ESTATE AGENT

- Determine a marketing plan and strategic price

## 2 ] SIGN KEY DOCUMENTS

- Listing agreement
- Disclosures
- Select title company

## 3 ] GET YOUR HOME READY TO SELL

- Make repairs & declutter
- Secure valuables & medications
- Professional photos & videos

## 4 ] PROMOTION OF YOUR HOME

- Listed on the MLS
- Consider social media, holding an open house, postcards, homebooks, etc.

## 5 ] RECEIVE AN OFFER

- Negotiate and/or counter
- Reach a fair agreement

## 6 ] OPEN ESCROW

- Open title order
- Buyer delivers earnest money
- Connect with closer on wire fraud
- Payoff information collected

## 7 ] TITLE SEARCH

- Records searched
- Title commitment prepared
- Provide additional documentation (if applicable)

## 8 ] HOUSE INSPECTION

- Inspection objection, inspection resolution
- Make necessary repairs

## 9 ] HOME APPRAISAL

- Loan approval (for buyer)
- Prepare for an appraiser to do a walk through of your home

## 10 ] PREPARE FOR YOUR MOVE

- Select moving company
- Box everything up
- Redirect mail
- Transfer/disconnect utilities

## 11 ] CLOSING

- Bring ID's to closing
- Provide wiring information to title company
- Sign documents, including the deed & closing affidavit
- Turnover keys & celebrate!

## 12 ] POST-CLOSING

- Title company to disburse all funds
- The transaction documents are recorded with the county