

# HOME SELLING PROCESS

## STEPS FOR SELLING YOUR HOME



### GET READY

- Identify your selling goals and know where you're moving to
- Choose a Powell Team Broker, discuss a selling plan and sign a listing agreement
- Know your costs and responsibilities



### SET A PRICE

- Discuss with your Broker comparable house sales
- Be aware that list price and sold price are different
- Determine the appropriate market price for your home



### SHOW YOUR HOME

- Be prepared for buyers to view your property
- Tidy up and declutter
- Lock away valuable items and keep personal information (mail, private document or photos) out of sight



### NEGOTIATE OFFERS

- Your Broker will present any offers
- You can either accept, reject, or counter-offer
- An offer isn't binding until both parties agree to terms and sign the contract, subject to contingencies



### PRE-CLOSING & TITLE

- An inspection reveals any needed repairs
- Title search verifies you own the property
- A property survey is completed
- Buyer's final walk through within 24 hours prior to closing



### CLOSING

- Review closing statement
- Deed is delivered to buyer, title transferred and agreed on costs are paid
- Sign closing documents
- Hand over keys