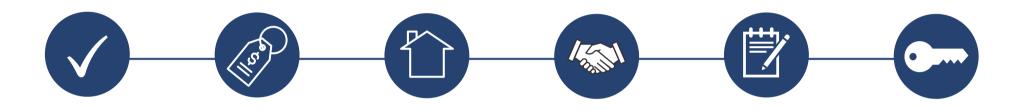
HOME SELLING PROCESS

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