

# SELLER'S ROADMAP

This comprehensive guide offers a detailed, step-by-step walkthrough of selling your home, equipping sellers with essential knowledge for navigating the process smoothly.



## 1 MAKE A PLAN

We will discuss where you want to go, and what you need from the sale of your current home to reach your goals. I will research the current market and provide a price strategy for your home.



## 2 LISTING AGREEMENT, DISCLOSURES & FEES

Review and sign all listing agreements, property disclosures, and estimated seller net sheet. We will also discuss commissions in-depth and decide on a target list date.



## 3 PREPARE FOR PHOTOS & VIDEOGRAPHY

Make a "to-do" list for items needing attention before the photography date, such as deep cleaning, depersonalizing, repairs, landscaping, and staging.



## 4 GOING LIVE

Prior to the live date, we will install a for-sale sign and MLS lockbox, print flyers, and schedule an open house. Next, we submit your home to the multiple listing service (MLS) and syndicate websites, such as Realtor, Zillow, Redfin, and more. Congrats, you are now live!



## 11 SOLD

Once all parties have signed all closing documents, the buyers lender will fund the loan, and escrow will be approved to record with the county. The escrow officer will distribute the sale proceeds as directed at signing, and, and congratulations—you are officially closed!



## 10 PREPARE FOR POSSESSION

Property should be left in clean condition, ensuring all personal property and garbage/debris are removed. Landscaping should be maintained and appear as it was when it was just listed. All keys, garage door openers, manuals, and anything pertaining to the use of the home may be left on the kitchen counter or in a drawer.



## 9 SIGNING DOCS

Escrow receives all necessary loan documents from the lender, and the title company issues a policy, ensuring the property is free from clouds, liens, and encumbrances. Once all is finalized, the escrow agent will contact you to set up a time to sign all the closing documents.



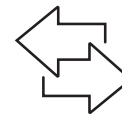
## 8 APPRAISAL

The lender will order an appraisal with an appraisal management company to evaluate the condition of the home and ensure the value is sufficient to support the purchase price.



## 7 NEGOTIATE REPAIRS

Every house typically needs some repair or maintenance. I will guide you in negotiating what is appropriate and or providing seller credits in lieu of repairs. All negotiations must be completed within the inspection contingency period. If both parties cannot agree, the buyer may terminate the contract.



## 6 PREPARE FOR HOME INSPECTION

Buyers conduct several professional inspections, including whole house, sewer scope, radon test, oil tank sweep, etc. You should plan to be away from your home for 3-4 hours and ensure attic and crawlspace access is free and clear. Lastly, inspectors will need access to HVAC, electrical panel, etc.



## 5 RECIEVE & PRESENT POTENTIAL OFFERS

We'll talk about the offer in detail, including price, down payment, inspection period, contingencies, closing, and possession date. After the offer review, we will discuss responding with either acceptance, rejection, or counteroffer terms. Once all parties agree to terms, mutual acceptance is reached, and the transaction timeline begins.

