

THE HOME SELLING CHECKLIST

READY TO SELL YOUR HOME?

Deciding whether or not to sell your home is one of the most significant decisions you'll ever make. While it seems like a complicated process, it doesn't have to be.

This checklist is designed to help you navigate your way through the selling process without any trouble.

Here's what you'll need to check:

1. Getting Started
2. Researching the Market
3. Preparing for a Sale
4. Negotiating Offers
5. Closing an Offer
6. The Final Stages



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GETTING STARTED

1: Find a Real Estate Agent

- Interview several agents to see if their personality and expertise match your needs. Look for these qualifications:
 - Local market knowledge.
 - Great reviews.
 - Financial knowledge about mortgages, managing debt, and more.
 - Works full-time in the industry.
 - Shows up on time and is prepared.
 - Communicates in a way that makes you feel comfortable.
 - Networks with other agents regularly.
 - Describes their marketing plan for their listings.
- Choose your agent and sign the agreement.

2: Plan Your Timeline

- With your agent, determine the best time to put your house on the market and discuss the best listing strategy.
- Figure out where you'd like to move before you put your house on the market.

RESEARCHING THE MARKET

3: Talk about your home

- Describe ten things you love about your home.
- Seek your agent's advice about repairs, upgrades, and staging.
- Find out whether a pre-inspection should be scheduled before the sale.

4: Determine the best listing price with your agent

- Every home is different, and overpricing a property could hurt your chances of getting top dollar for it.
- Review a comparative market analysis with your agent; it determines price points based on the sale price of similar homes in your neighborhood.

DID YOU KNOW?

The listing price of your home is based on many factors. This includes the lot size, the square footage, location, home's condition, the year the house was built, and many others.

5: Prepare Your House for Viewing

- Clean and declutter; hide anything that buyers might be distracted by.
- Depersonalize each room; help buyers see themselves in the space.
- Consider hiring a professional cleaning crew to make your place shine.
- Improve curb appeal and landscaping.
- Hire a professional stager or ask your real estate agent for suggestions.

6: Market Your Home

- Discuss your agent's marketing plan with them to create the best strategy for your unique home.
- Have your agent schedule high-quality real estate photography for your home. Professional photography can get you thousands more in a sale!

7: Showing Your Home

- Decide whether you want others to be able to schedule appointments.
- Prepare for open houses.
- Financial documents, valuables, prescription medication, and street drugs should be safe, away from the public eye.

NEGOTIATING OFFERS

8: Negotiate Purchase Offers

- Discuss the offers with your real estate agent.
- Prepare for multiple offers.

PRO TIP:

Don't get hung up on only the offer price! There are many terms within an offer that should be taken into consideration.

9: Sign a Purchase Sale Agreement

- Sign the purchase agreement and other paperwork and select the most substantial offer.
- Ask your agent to confirm the buyer's deposit.

10: Open Escrow and Order Title

- Your real estate agent will open escrow on your behalf and have a title representative pull the property's title report.
- Discuss the transaction timeline with your agent based on the accepted offer.

11: Buyer's Due Diligence Period

- Be prepared to allow the buyer reasonable access to your home and property for inspections.
- Expect the buyer to schedule specialists, such as an electrician, to inspect the home.
- Work with your agent to negotiate a solution if the buyer submits a repair request to you.
- Provide the buyer with any reports required in the accepted offer.

12: Bank-Ordered Appraisal

The buyer's lender will conduct an appraisal to verify that the home's market value supports the contract price.

13: The Home Stretch

- Complete any requested repairs before closing.
- Expect the buyer to schedule a final walk-through to verify that the property's condition is the same as when they made the offer.

14: Closing the deal

- Pay any settlement fees.
- Ensure your lender is recording all documents.
- Ensure your lender will transfer titles to the new owners.

15: CELEBRATE!

Congratulations! You sold your home!



The home-selling process can be confusing and stressful, but we're here to help! We strive to make the process as seamless as possible, guiding you through the transaction from start to finish.

Let us know if there's any way we can help you with the home-selling process.

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