

# the roadmap to **SOLD**



## Consult

Schedule a no-obligation consultation with a local real estate professional to identify initial steps.



## Establish a Price

I will provide you with a market analysis showing recent comparable sales to help determine a fair asking price for your home.



## Prepare Your Home

Together we will objectively view your home and go over what we can change to make it appeal to the largest number of buyers.



## Under Contract

Congratulations! You and the buyer have agreed to all terms of the offer, and both parties have signed the agreements.



## Offers & Negotiation

A buyer's agent will present me with an offer, which I will then present to you and explain the benefits and risks of each. You can then either accept or counter.



## List it For Sale\*

Your home will be put up for sale on the open market. Be sure to make it as easy as possible for potential buyers to view your home.



## Final Details

While under contract, the buyer will work with their mortgage provider to finalize the loan and perform other due diligence.



## Inspection

The buyer will perform a physical inspection of the home, and may even ask you to make certain repairs. Together we will decide what you are comfortable agreeing to.



## Closing Day!

Funds and ownership are transferred. Pack up and prepare if the buyer is ready to move in!

### *A Note on Showings*

Short notice showings are likely to occur! Try your best to accommodate these requests so you never miss a potential sale.

# PREPARING YOUR HOME FOR THE MARKET

Together we will go through your home and determine what needs to be done. Once you have completed the task, check it off to keep track of where you're at in the process. You may even want to consider having a home inspector come and see if anything needs to be repaired so there are no surprises during the inspection process.

## REPLACE OR REPAIR IF NEEDED

### TO DO

  
  
  
  
  
  

### DONE

  
  
  
  
  
  

- Light Fixtures
- Light Bulbs
- Worn/Stained Carpet
- Window Glass
- Kitchen Appliances
- Cabinets
- Sinks and Faucets

### TO DO

  
  
  
  
  
  

### DONE

  
  
  
  
  
  

- HVAC
- Flooring
- Paint Walls (Where Needed)
- Remove Wallpaper
- Flooring
- Electrical Panel
- Smoke Detectors

## KITCHEN

### TO DO

  
  
  
  

### DONE

  
  
  
  

- Clean Counters, Declutter
- Clean Tile Grout
- Clean All Appliances
- Organize Drawers + Pantries
- Deep Clean Floors

## BATHROOMS

### TO DO

  
  
  
  

### DONE

  
  
  
  

- Declutter
- Clean or Replace Shower Curtains
- Clean Any Moldy Areas
- Fold Towels, Stage Decor
- Remove Unnecessary Items

## LIVING + DINING

### TO DO

  
  
  
  

### DONE

  
  
  
  

- Declutter
- Stage with Pillows, Throws
- Dust, Clean Surfaces, Fixtures
- Keep All Surfaces Clear

## BEDROOMS

### TO DO

  
  
  
  

### DONE

  
  
  
  

- Declutter
- Clean Out + Organize Closets
- Repair Any Wall Damage
- Keep Closets Closed
- Make Beds Before Showings

## EXTERIOR

### TO DO

  
  
  
  
  

### DONE

  
  
  
  
  

- Pressure Wash Dirty Concrete
- Clean or Repaint Front Door
- Repaint Exterior + Trim
- Wash Windows - Inside + Out
- Sweep Walkways, Patios
- Mow the Lawn, Trime Shrubs

### TO DO

  
  
  
  
  

### DONE

  
  
  
  
  

- Ensure Yard is Clean + Maintained
- Replace Any Rotten Wood
- Stage Outdoor Furniture
- Ensure Fence is in Good Shape
- Ensure Pool/Spa is Clean + Working
- Replace/Repaint House Numbers