



## Selling Your Home Checklist

Part of taking control of your financial situation is understanding the things you can affect and focusing your energy on raising the bar in those areas. You can't control the housing market, but you can make sure you put yourself in position to sell your home quickly and at the best price available. Use the below directions to get the most from your home sale.

- Research home selling costs and create a budget for the entire process.
- Set your timeframe for selling.
- Create a list of qualities that sets your home and area apart.
- Take appealing photos of your home.
- Get a real estate agent with knowledge of your area and type of home.
- Research the market along with your agent by checking out the comparable sales (comps) in the local multiple listings service.
- Get a real estate attorney.
- Decide what you will leave in the home and what you will pay to move.
- Have your home inspected by a professional.
- Have your home appraised with your real estate agent present.
- Work with your agent to set your asking price.
- Set your lowest price and consider potential contingencies or concessions.
- Promote your home with online listings, signage and fliers.
- Clean, repair, beautify and declutter your home in preparation for showing it.
- Make a commitment to actively showing the home and holding open houses.
- Stay on top of what is happening in the market by tracking recent sales.
- Confirm financial qualifications of buyers before moving forward with their bids.
- Negotiate a price with your potential buyers, always remembering the power of contingencies and concessions.
- Work with your attorney on closing the sale once an acceptable price has been reached.
- Contact your mortgage lender to facilitate the mortgage payoff process.
- Move out.