



# THE HOME SELLING PROCESS

a step-by-step guide



START

## Prepare For Showings

- ☐ Lockbox & sale sign in place
- ☐ Remove family/personal pictures
- ☐ Secure valuables out of sight, out of mind (medications, important documents, and personal treasures)
- ☐ Tidy & clear surfaces



## Determine Home Value

Amount: \$ \_\_\_\_\_

## Seller Consultation

Notes: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## Denied

Reason/notes: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## Counter Offer

Revised terms: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



## Offer Received

Offer amount: \$ \_\_\_\_\_  
Earnest money: \$ \_\_\_\_\_  
Closing Date: \_\_\_\_\_  
Incentives: \_\_\_\_\_  
\_\_\_\_\_

## Offer Accepted!

## Deadlines



## Escrow & Title Co.



- ☐ Appraisal satisfied

## Closing!



Closing date: \_\_\_\_\_

- ☐ Inspections Ordered

Delivery deadline: \_\_\_\_\_

Inspection date: \_\_\_\_\_

Objection deadline: \_\_\_\_\_

Response deadline: \_\_\_\_\_

Resolution deadline: \_\_\_\_\_

- ☐ Scheduled repairs

- ☐ Appraisal ordered

