

The ultimate home selling checklist

1 Select a real estate agent

- ☐ Make a list of candidates
- ☐ Rank them
- ☐ Meet your potential agents and ask questions
- ☐ Make your pick!

2 Check your home's condition

- ☐ Walls and ceilings
- ☐ Flooring
- ☐ Windows
- ☐ Lighting & electrical
- ☐ Water & plumbing
- ☐ Exterior

3 Make repairs

- ☐ Update cabinets and countertops
- ☐ Address major electric issues
- ☐ Address major systems issues
- ☐ Fix broken doors

4 Prepare for listing

- ☐ Paint
- ☐ Clean windows & doors
- ☐ Remove knickknacks & decorations
- ☐ Declutter all rooms, basements, and garage
- ☐ Rearrange furniture
- ☐ Consider a home stager

5 List your home

- ☐ Decide on the asking price
- ☐ Photograph your home
- ☐ Review your listing

6 Show your home

- ☐ Remove any remaining personal items you haven't already packed
- ☐ Clean all floors and dust surfaces
- ☐ Make the beds
- ☐ Clean all bathrooms, including showers and bathtubs
- ☐ Make sure you and your family are not in the home during the showing
- ☐ Mow the lawn
- ☐ Clear walkways
- ☐ Get a pet-sitter
- ☐ Organize closets

Tip: Want to avoid the lengthy process of showing your home to dozens of prospective buyers? Homes listed by Orchard sell faster than the market average.

7 Evaluate offers

- ☐ Decide on the price range you're willing to accept
- ☐ Ask potential buyers for pre-qualification or proof of funds
- ☐ Read each offer in detail
- ☐ Look out for contingencies
- ☐ Evaluate the bidders' closing dates against your own plans
- ☐ Make a counter offer

8 Close on your home

- ☐ Select the winning offer
- ☐ Start the closing process with your agent and title company
- ☐ Wait for your buyer to finalize the details of their mortgage
- ☐ Sign all paperwork at closing and celebrate your home sale!

How To List And Sell Real Estate Successfully

Steven Shipler



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