

Home Selling Road Map

Selling a home is an exciting time! And it can also be an overwhelming process. There are many steps, tasks, and tons of documents to complete. We have put together the below list of the 13 key steps in the home selling process to make the process easier to understand.

START



01 Find a Real Estate Agent

Your real estate agent is an expert in the home selling process and is the one who will be “on your side” and watching out for your best interest.



02 Price Your Home

Your real estate agent will work with you to come up with a price to list your house. They will start by “running comps” which means they will review houses that have sold that are similar to yours in the recent past. Using this information, they will work with you to determine the best list price for your house.



03 Get Your Home Ready for Sale

Prepare your home by cleaning and decluttering. You may consider hiring a professional stager to stage your home. You'll also want to make any necessary repairs or home improvements.



08 Title Work Begins

Republic Title examines public records to determine ownership, liens and other matters that could affect the title, such as judgments, bankruptcies, divorce, death, which require further investigation by the title company before closing can occur.



07 Escrow

After the offer is accepted and the contract is signed, the Buyer has three days to deposit the agreed upon amount of earnest money with the escrow agent/title company.



06 Option Period

An agreed upon period of time, stated in the contract, which gives the Buyer the right to terminate the contract for any reason. Normally, the Buyer has the property inspected during the option period.



05 Negotiate Offers

Lots of factors go into the different offers you will receive and your real estate agent will help you navigate the process. Is it an all cash offer? Is the purchase of your house dependent on the sale of their current home? When you accept the best offer, you are officially under contract! A purchase offer (the contract) usually also requires including an earnest money deposit and option fee.



04 Show Your Home

Your real estate agent will set up private showings where interested potential Buyers can view your home. Your real estate agent may recommend an open house.



09 Home Inspection

The Buyer may hire a professional home inspector to ensure the property is in good condition. This must be done before the option period ends.



10 Home Appraisal

A home appraisal provides an independent and impartial analysis of real property. At the end of the appraisal, you will be provided with an accurate estimate of the fair market value of the home being sold.



11 Closing Day

The big day is here! You will be signing lots of paper. Make sure to bring valid unexpired photo identification such as a driver's license or passport, your spouse, and any additional documentation requirements. If you will be receiving your proceeds from closing via wire transfer, be sure to confirm wiring instructions with the title company prior to your closing appointment. If you prefer to receive your proceeds via check, you will be notified once the transaction has funded and your check is ready for pickup. If you owe money at closing, you will need to arrange to bring a cashier's check to closing, or you can send funds electronically via wire transfer prior to closing.



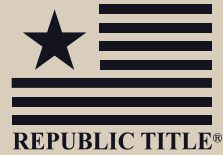
12 Post-closing/Funding

The title company sends signed documents to lender for final approval. All money is distributed.



13 Moving Day!

Depending on what was agreed to in your contract and any addenda, you may move out any time prior to closing, but generally must be out of the property before closing unless the Buyer has agreed to allow you to remain in the property under a temporary lease.



FINISH