

# 10 Steps To Selling Your Home

- 1 Post Sell Gameplan**

Really taking the time to understand why you are selling your home and what your plan is once your home is sold is one of the biggest steps! Call your current loan services to figure out How much equity you have and also make a list of non-negotiable items.
- 2 Commit To A Representation Strategy**

Whether you're choosing to sell your home by yourself (FSBO) or using an agent in an exclusive listing agreement, weigh the pros and cons. Keep in mind that 90% of home sellers decide to use an agent's expertise to sell their home.
- 3 CLEAN!**

Clean once. Then clean again. Then clean one more time for good measure. Making sure your home is Immaculate will help draw in more offers. Potential buyers don't like walking into a filthy home.
- 4 Complete Home Improvements**

Home improvements can vary but even the smallest improvements can help you get a great offer. Small improvements such as paint, appliances, energy saving technology, etc.
- 5 Increase Curb Appeal**

What's the very first thing a potential buyer sees. Your home from the street. Don't lose them before they even walk in the door. Take care of your lawn and your curb appeal.
- 6 Price Competitively**

One of the most important factors. Accurate pricing helps effectively sell your home. If you're working with an agent they can help you understand the market in your neighborhood and ultimately a competitive price.
- 7 Stage To Sell**

Get rid of your personal pictures and items that make it your home. The idea is to stage it so that buyers imagine it as their home. Declutter and depersonalize. Think about the model homes you see on TV!
- 8 Market Effectively!**

KEY to getting your home seen! Working with a great agent that will market your home across multiple channels and social media will help it get maximum exposure and MAXIMUM OFFERS!
- 9 Escrow & Negotiation**

A great agent will always negotiate with your best interest in mind all the way to close. A crucial part of the process for both sides of the transaction. Things may come up and it's best to be prepared.
- 10 CONGRATS!  
Time To Move Out!**

Selling your home is one of the BIGGEST decisions you will make in your life. Our team of experts will help you every step of the way. Contact our team to talk with one of our listing specialist today!.

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