

Thinking of Selling Your Home? Here Are Your Next Steps When You Work With Us

Things we need you to do now:

- ❑ Find a mortgage broker/lender if you are planning to buy another property after you sell your current property. We recommend comparing at least two lenders/mortgage brokers to see who will give you the best terms and rates. This way you know if you can afford to buy another property and if it makes sense to sell now.
- ❑ Read and sign the following documents:
 - ❑ **Exclusive Right to Sell Agreement.** Date this agreement for the date we are planning to put the property into MLS.
 - ❑ **Property Disclosures** (There are three disclosures - **Real Property, Lead, and Radon**)
 - ❑ Return all of the above to us. We will send this to you via separate email once we've decided to work together.
- ❑ Review the following documents (ask us any questions you might have while reviewing these documents):
 - ❑ Seller's Net Sheet
 - ❑ Purchase contract (This is the contract you'll receive when someone makes an offer on your home. We will send the ones to you which you're most likely to receive on the sale of your home)
- ❑ Interview and Hire an Attorney. Generally, real estate closing attorneys cost between \$500 - \$750.
 - ❑ Text or email us your attorney's name along with the attorney's email address and phone number.

- ❑ Decide whether you will provide a home warranty to the buyer if they ask for one during the negotiations. Generally, home warranty cost between \$500-700.
- ❑ Decide if you want Open Houses. If so, how often and what day/time is best for you? ie: Saturdays 1-3 pm or Sunday 1-3 pm
- ❑ Make one set of the front, back and garage doors.
- ❑ Deep clean the house the day before it goes on the market or have someone come and clean for you.
- ❑ Arrange for pets to be out of the home or contained in a crate, if possible, during showings
- ❑ Hide all valuables including money, passports, jewelry, electronics, and prescription medication. Password protect all computers
- ❑ Set up a time to speak with us once per week from now until the house sells
- ❑ Once the above is completed let us know so we can order the photography, Coming Soon marketing, and order a sign to be put out front
- ❑ Discuss with us the possibility of multiple offers, low appraisals, quick closing dates, etc.
- ❑ Download Homesnap mobile app to see the competition when you're out and about (We will send you a link)
- ❑ Review the competition listings we will send to you via MLS to get to know your competition, see when they do price reductions, see what price they close for, etc. Decide whether you want to see these daily or weekly and let us know

Once a contract has been accepted

- ❑ We will let you know when the home inspection will occur so you can vacate the property. Home inspections generally take about 2-3 hours

- ❑ We will send you a receipt showing earnest money has been received, generally within 24 – 48 hours after contract acceptance
- ❑ Start looking for a new home if you need to buy something before moving and continue the mortgage approval process.
- ❑ We will send executory contracts and inspection reports to you and your attorney. If there are inspection issues either our team or your attorney will discuss these items with you before negotiating inspection items with the buyer's agent

Once attorney review has been cleared

- ❑ Hire a mover and begin packing
- ❑ Call and arrange for utilities to be stopped the day after closing. Phone numbers for the utility companies can be found on our website
- ❑ Arrange for homeowners insurance to stop the day **after** closing
- ❑ Gather funds to cover the closing costs
- ❑ Attend closing
- ❑ CONGRATS!