

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

Barry Lenson



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Table of Contents How To List And Sell Real Estate Successfully

1. Understanding the eBook How To List And Sell Real Estate Successfully
 - The Rise of Digital Reading How To List And Sell Real Estate Successfully
 - Advantages of eBooks Over Traditional Books
2. Identifying How To List And Sell Real Estate Successfully
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an How To List And Sell Real Estate Successfully
 - User-Friendly Interface
4. Exploring eBook Recommendations from How To List And Sell Real Estate Successfully
 - Personalized Recommendations
 - How To List And Sell Real Estate Successfully User Reviews and Ratings
 - How To List And Sell Real Estate Successfully and Bestseller Lists
5. Accessing How To List And Sell Real Estate Successfully Free and Paid eBooks
 - How To List And Sell Real Estate Successfully Public Domain eBooks
 - How To List And Sell Real Estate Successfully eBook Subscription Services
 - How To List And Sell Real Estate Successfully Budget-Friendly Options

6. Navigating How To List And Sell Real Estate Successfully eBook Formats
 - ePub, PDF, MOBI, and More
 - How To List And Sell Real Estate Successfully Compatibility with Devices
 - How To List And Sell Real Estate Successfully Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of How To List And Sell Real Estate Successfully
 - Highlighting and Note-Taking How To List And Sell Real Estate Successfully
 - Interactive Elements How To List And Sell Real Estate Successfully
8. Staying Engaged with How To List And Sell Real Estate Successfully
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers How To List And Sell Real Estate Successfully
9. Balancing eBooks and Physical Books How To List And Sell Real Estate Successfully
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection How To List And Sell Real Estate Successfully
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine How To List And Sell Real Estate Successfully
 - Setting Reading Goals How To List And Sell Real Estate Successfully
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of How To List And Sell Real Estate Successfully
 - Fact-Checking eBook Content of How To List And Sell Real Estate Successfully
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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