

## 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

**Tom Hopkins**



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