

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

JE Gale



How To List And Sell Real Estate:

How to List and Sell Residential Real Estate Successfully Barb Schwarz,1996 Written by a top producing real estate agent and one of the nation s most knowledgeable and entertaining professional speakers this text provides a complete step by step proven program for designing and implementing a successful professional real estate career Packed with examples forms charts instructions and illustrative anecdotes

How to List and Sell Real Estate Danielle Kennedy,Warren Jamison,1983 *The Complete Guide to Selling Your Own Home in California* Kathy Gottberg,2008-04 Is it possible to sell your home yourself and save a large amount of money Absolutely Is it easy and simple Not always Fortunately with the comprehensive information including all the forms explanations disclosures in *The Complete Guide to Selling Your Own Home in California* you now have everything you need to successfully accomplish the goal of selling your home yourself Accompanying this book is a CD containing all the necessary legal forms and worksheets required in an editable and printable format to sell residential property in the state of California This book is organized into three parts Part One addresses the choices you face and reveal some of the mysteries of the For Sale By Owner FSBO experience Part Two is filled with the elements every seller needs to know before during and after the successful completion of a sale Part Three is for trouble shooting or to use as a reference when a task is at hand or if you find yourself facing a roadblock This final part also includes some simple marketing techniques that all sellers should at least be aware of before beginning the sales process In addition the accompanying CD contains all the legal forms a homeseller needs for any phase of a transaction Until now finding forms to legally transfer real estate in California has been one of the greatest challenges facing those in the FSBO market Feel free at any time to jump around in the book or to browse the CD to find anything that directly tackles your current concerns or questions

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Written with today's turbulent real estate market in mind *Staging to Sell* contains the information readers need to get their homes sold in the market quickly for top dollar ***How to List and Sell Condominium Homes***, 1975 *Real Estate Prospecting* Loren K. Keim, 2008 In the Real Estate industry as in most sales professions prospecting is a dirty word Far too many people enter the field of Real Estate believing they can wait for the phone to ring and earn a great living Unfortunately many new agents set themselves up for failure by this approach to the business A real estate professional's goal is to list and sell real estate One of the primary keys to being successful is to identify those people who truly want or need to move and find a way to meet with them This concept of identifying and targeting likely buyers and sellers is called prospecting and it is a process not an event *How to Sell a House Fast in a Slow Real Estate Market* William Bronchick, Ray Cooper, 2008-10-27 In a slow real estate market selling your house can be difficult especially if you owe more on your mortgage than your house is worth In times like these it's not enough to simply list your home and wait you actually have to sell your home This practical important book shows you how to use marketing techniques advertising repairs and upgrades home staging and other creative effective tactics to get your house sold fast no matter how bad the market is *How to Sell Property* Charles Jacob Fuess, 1914

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