

# A ROADMAP TO HOME SELLING

Selling your home can be difficult to navigate without expert guidance. Follow these helpful steps to make your road to homeownership a smooth one.



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## RESEARCH THE MARKET

Knowing the state of the market and researching a list of comparable properties in the neighborhood will help you determine a sale price and the best time to sell.



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## INTERVIEW REAL ESTATE PROFESSIONALS

Talk to at least three agents before making a decision. Ask targeted questions to gauge their experience and understanding of real estate in your specific neighborhood.



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## EVALUATE YOUR HOME'S CONDITION

Inspect your home's systems and its interior and exterior. Make a list of DIY projects you can handle and hire a professional for more complex fixes.



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## SORT THROUGH OFFERS

With the help of your agent, create a list of reasonable criteria each offer should have. Identify the strongest candidate among your offers.



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## SCHEDULE OPEN HOUSES

Open houses are a great way to gather information. You'll learn what buyers are most interested in and how your house stacks up against the competition.



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## GET YOUR HOME PHOTO READY

Meticulously clean the entire house from top to bottom and pay special attention to the details. When staging, include only a few simple decorative pieces. Make sure photography highlights the residence's best features and unique amenities.



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## START NEGOTIATIONS

Make sure discussions touch on important aspects of the sale like inspection timeline, deposit amounts and schedule of deposits, closing date, and contingencies.



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## ACCEPT AN OFFER

Once both parties have settled on agreed-upon terms, accept the offer!



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## HIRE AN ATTORNEY

Your agent can provide you with a list of recommended closing attorneys who will work with the buyer's attorney to draft the remaining agreements and documents.



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## PURCHASE AND SALE AGREEMENT

The purchase and sale agreement typically occurs after the inspections have been completed and once the contingencies have been met. Your attorney will work with the buyer's to sort out a mutually agreeable contract to be signed by all parties.



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## APPRAISAL

An appraiser's assessment justifies the lender's loan amount. Your agent can give the appraiser a list of recently sold comparable listings that can be used to justify the sale price.



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## HOME INSPECTION

The buyer will hire a home inspector who will schedule a time to walk through the property and view the condition of the different systems in the home.



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## THE FINAL WALKTHROUGH

Set a time for the new homeowner to do a walkthrough. They'll be able to fully assess the home and confirm that its condition is as it was when they made the offer.



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## CLOSING

Your lawyer will help you review the many forms and documents of the sale agreement and complete all final paperwork. All parties will sign, and keys are handed off to the new owner.



After it's all said and done, congratulations, **YOU'VE SOLD YOUR HOME!**

Sell your home with the help of a Senné Associate.

Visit [senne.co](https://senne.co) or contact Sean Persson, Director, Residential Sales & Leasing, at [spersson@sennere.com](mailto:spersson@sennere.com) to learn more.