

POST-LIST CHECKLIST *For Homeowners*



MOST OF WHAT HAPPENS AFTER YOU'VE PUT YOUR HOME ON THE MARKET IS A WAITING GAME. ONCE THE OFFERS START ROLLING IN, FOLLOW THE STEPS IN THIS POST-LISTING CHECKLIST TO MAKE SURE YOUR HOME SALE GOES SMOOTHLY.



SIGNAGE AND MARKETING

- Place signage in your front yard to let passersby know your home is for sale.
- Ask your agent to create postcards to be sent to a targeted mailing list indicating your home on the market.



HOLD OPEN HOUSES

- Have your agent host open houses and don't forget to invite the neighbors.
- Make sure you're not present during showings as this could deter potential buyers.



KEEP A CLEAN HOME

- At the end of each day, make it a habit to go through each room to make sure it's presentable.
- For more commonly used spaces, pick up after yourself after each use.



EVALUATE OFFERS

- Create a list of criteria each offer should have.
- Sort through offers with these criteria in mind to quickly identify viable proposals.



NEGOTIATE AND ACCEPT AN OFFER

- Based on your criteria, select the best offer and begin negotiations.
- After discussing contingencies and other closing terms, if you feel you've found a qualified buyer, accept the offer.



CONNECT WITH AN ATTORNEY

- As you did when interviewing real estate agents, ask specific questions to lawyers to gauge their understanding of the home selling process.
- Have your lawyer review the sales agreement and communicate your terms with your buyer.



JUSTIFY YOUR HOME'S PRICE

- The buyer's lender will send an appraiser to assess the home's condition. Their job is to make sure the buyer is paying a fair price for your home.
- Your agent can provide the appraiser with similar comparable sales in the neighborhood.



SCHEDULE A FINAL WALKTHROUGH

- Scheduled the day before closing, this will be the buyer's time to walk through the home alone.
- The new owner should use this time to inspect the home at their pace and document any concerns they may have.



CLOSE THE DEAL

- A third-party professional will step in to conduct the final proceedings including reviewing the sales agreement, verifying the final amount owed to the seller, and witnessing the title transfer to the new owner.
- After it's all said and done, congratulations, you've sold your home!

At Senné, we're focused on your future. Our Associates place a high value on communication and networking and use these skills to help you meet your goals. If you are interested in working with a Residential Associate, contact *Sean Persson*, Director, Residential Sales & Leasing at spersson@sennere.com for more information.