

Post-List Checklist For Homeowners



Most of what happens after you've put your home on the market is a waiting game, but once the offers start rolling in, make sure you're ready. Here are some pointers for presenting your home in the best light.

SIGNAGE AND MARKETING



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

HOLD OPEN HOUSES



- Plan open houses with your agent 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, go through each room to eliminate clutter and put away personal mementos.
- For more commonly used spaces like the kitchen, bathrooms, and bedrooms, 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.
- Be on the lookout for buyer's financial strength, concessions, and flexibility.

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.

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 closing proceedings including reviewing the sales agreement, verifying the final amount owed to the seller, and witnessing the title transfer to the new owner.

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 our Residential Associates, please contact **Pamela Adami**, Sales Manager, at padami@sennere.com for more information.