

# 9-Step Seller Guide

## Discovery & Research

Research Brokerages & Licensed Agents to see who you might be interested in interviewing to guide you throughout the process  
Gather all the documentation you have on your home to have ready for the agent.

## Scheduled a Listing Appointment

Choose a Real Estate Agent you would like to represent you throughout the journey of selling your home  
The agent will tour your home taking notes of different features that set your home apart from others  
Discuss the value & price point your home should be listed at  
Go over marketing plan & expectations of both parties

## Prior to Listing Day

Take Professional Photography & Videography of Home  
Collect all marketing materials & lockbox for home  
Prep Interior of Home for showings  
Prep Exterior home for showings  
Staging

## Listing Day

Your Home will be broadcasted across all listing platforms  
Your marketing plan begins  
A yard sign is placed on your property

## Prospective Buyers

Schedule & stay on top of showings  
Stick to marketing plan to show prospective buyers your home  
Make sure all offers are verified through preferred lender

## Accept An Offer

Once all offers are reviewed, accept an offer based on price & terms

## Home Inspection

Once a buyer is informed their offer has been accepted they will order a home inspection be done.

## Loan Process

If buyer chooses to move forward after the inspection, contracts will be drawn up  
Buyer begins the loan process w/ mortgage lender  
Schedules a closing date

## Closing

Buyer schedules a final walk through right before closing day  
All documents are signed  
Hand off the keys to new homeowner  
Remove Yard Sign

**Call us today for more information about the Relocation Process  
631-476-7600**