

SELLER'S GUIDE:

15 STEPS TO SELL YOUR HOME



1. HIRE A LISTING AGENT

- The right agent knows the market and will price your home right.
- They will answer all your questions and address any concerns.
- They will negotiate on your behalf.

2. CLEAN, REPAIR, & UPDATE

- We provide you with professional designer tips to help you sell quick and for top dollar!
- To get the most out of your house, clean, paint, repair, and replace things that will make your home more desirable to potential buyers.

3. GET PHOTOS TAKEN

- Before your photoshoot, remove personal items and some family pictures. This allows buyers to better imagine themselves living in your house.

4. PRICE YOUR HOME RIGHT

- Your agent will help you price it competitively ensuring you sell for top-dollar.

5. LIST HOME FOR SALE

- Your home is ready to be listed for sale!

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7. MARKET HOME

- Your agent will market your home on several different sites and venues to attract buyers and schedule showings.

6. SHOW HOUSE

- You will need to approve and allow showings so potential buyers can view it and submit offers.
- Your agent will set up showings to be scheduled through Aligned Showings.

8. ACCEPT AN OFFER

- Review all offers with your agent and counteroffer if needed to accept the best offer.

9. ORDER TITLE WORK

- Choose a Title company to open escrow and order a title report.
- We will send your contract to them and begin the process.

10. SELLER DISCLOSURES

- Fill out the "Seller's Property Condition Disclosures", which discloses all the information and history you know about the property.

**SELLER DISCLOSURE
DEADLINE:**

11. HOME INSPECTION

- The buyers can order a home inspection to be performed. It usually takes about 3 hours.
- They will come through at the end and review everything with the inspector.

DUE DILIGENCE DEADLINE:

12. APPRAISAL

- The buyer will order an appraisal to be performed in order to approve their loan for the purchase price. You will not see the results of the appraisal.

**FINANCING + APPRAISAL
DEADLINE:**

14. CLEAN & MOVE

15. CLOSE & FUND

- Your agent will schedule your closing with the Title company where you will sign all the necessary documents.
- Once the transaction is funded and recorded you will receive your funds.

SETTLEMENT DEADLINE:

Congratulations!

13. WALK-THROUGH!

- 7 days prior to closing, the buyers will do a final walk-through.