



# THE SELLING PROCESS

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## ■ **Prepare for Market:**

- Select a Realtor
- Determine a List Price
- Prepare the home for showing

## ■ **Market:**

- Advertising begins
- Property showings take place
- Coordinate with listing Realtor for feedback and adjustments

## ■ **Sell:**

- Offer Presentation and possible negotiation
- Offer Acceptance and deposit
- Home Inspection and possible negotiation
- Consult an Attorney
- Sign Purchase and Sale Agreement
- Coordinate with listing Realtor regarding progress of buyer financing

## ■ **Prepare to Close:**

- Consult Attorney regarding preparation of deed
- Notify utilities of cancellation of service
- Notify post office of change of address
- Consult with closing attorney regarding outstanding mortgage(s)
- Obtain smoke detector/CO inspection
- Obtain final water reading or 6D certificate for condo owners
- Bring Driver's license and checkbook to closing

## ■ **Bring on the Movers!**