HOME SELLER'S *Roadmap*

1 MEET WITH YOUR AGENT

- Discuss your needs
- Research CMAs
- Set a competitive list price

2 PREPARE TO LIST

- Deep clean & declutter
- Make needed repairs
- Focus on curb appeal
- Stage home

3 IMAGERY

- Professional photo session
- Professional video session
- Professional drone session

4 MARKETING

- Online marketing
- Social media
- Signage
- Flyers

5 SHOWINGS

- Ensure home is ready for showings
- Receive feedback from agents
- Schedule open houses

6 RECEIVE AN OFFER

- ·Each offer is presented and we will discuss the benefits & risks of each offer

7 NEGOTIATE

- Most offers require negotiating before and after inspections. I will negotiate on your behalf.
- You can accept, counter, or deny an offer

8 INSPECTIONS & APPRAISAL

- I will work with the buyer's agent to coordinate and schedule an inspection & appraisal. These are both ordered by the buyer

9 REPAIRS

- Likely some small repairs will need to be made after inspections.
- Review my list of recommended vendors if needed

10 CLOSING

- Final walk-through
- Sign closing documents
- Receive keys

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