

## **Ultimate Seller Guide**

### **1. Getting Ready to Sell**

- Clean and declutter your home
- Complete minor repairs
- Stage rooms for best presentation
- Improve curb appeal
- Hire a professional photographer

### **2. Setting the Right Price**

- Get a comparative market analysis (CMA)
- Review recent sold comps
- Understand current market trends
- Be realistic—overpricing can hurt

### **3. Marketing Your Property**

- List on the MLS
- Professional photos and virtual tours
- Social media promotion
- Email marketing and open houses

### **4. Showings & Open Houses**

- Be flexible with showing times
- Secure valuables
- Keep the house tidy and well-lit
- Leave during showings

### **5. Receiving & Negotiating Offers**

- Review all terms, not just price
- Consider closing timeline and contingencies
- Be open to counteroffers

### **6. Under Contract**

- Complete inspection and appraisal
- Negotiate repairs if needed
- Provide requested documentation

### **7. Closing**

- Review closing disclosure
- Sign documents with attorney/title company
- Hand over keys and move out

## **8. Bonus: Seller Tips**

- Price it right the first time
- Be emotionally prepared
- Work with a local real estate expert
- Understand tax implications