HOME SELLING PROCESS

HOME SELLER

LINDA CRAFT TEAM

Understanding the Home Selling Process

- Plan Timing and Pricing Strategy
- Analyze competition
- Analyze closed sale data

Review Marketing & Represenation

- Obtain Compliance docs, permits & disclosures

Install Coming Soon Sign

Prepare Home for Sale

- Meet with Stager
- Appraiser Measures
- Photography

Review MLS Listing

- Finalize Pricing

Activate Listing

- Exposure to 13,000 Realtors
- Seen on over 12,000 websites!
- Showings by appointment
- Follow Up Feedback

Offer is Made

Counter Offer

Offer Accepted

Due Diligence Begins

- Buyer's Mortgage Application
- Professional Home, Termite & Radon Inspections
- Professional Appraisal (ordered by lender)
- Property Survey
- Buyer's Mortgage Approval

Due Diligence Ends

- Deed Package Ordered
- Written Mortgage Payoff
- Settlement Statement Review
- Buyer Final Walk-Thru

Seller Signs Deed Package

- Settlement
- Attorney Records Documents
- Check Ready at Closing Attorney's Office

HOME SOLD!

LINDA CRAFT TEAM REALTORS®

919-235-0007
LindaCraft.com