# Orchard

# The ultimate home selling checklist

# Select a real estate agent

- O Make a list of candidates
- O Rank them
- Meet your potential agents and ask questions
- O Make your pick!

# Check your home's condition

- O Walls and cellings
- O Flooring
- O Windows
- O Lighting & electrical
- O Water & plumbing
- O Exterior

#### Make repairs

- O Update cabinets and countertops
- Adress major electric issues
- Address major systems issues
- O Fix broken doors

# O Prepare for listing

- O Paint
- O Clean windows & doors
- O Remove knickknacks & decorations
- Declutter all rooms, basements, and garage
- O Rearrange furniture
- O Consider a home stager

# 6 List your home

- O Decide on the asking price
- O Photograph your home
- O Review your listing

#### 6 Show your home

- Remove any remaining personal items you haven't already packed
- O Clean all floors and dust surfaces
- O Make the beds
- Clean all bathrooms, including showers and bathtubs
- Make sure you and your family are not in the home during the showing
- O Mow the lawn
- O Clear walkways
- O Get a pet-sitter
- O Organize closets

Tip: Want to avoid the lengthy process of showing your home to dozens of prospective buyers? Homes listed by Orchard self faster than the market average.

# Evaluate offers

- Decide on the price range you're willing to accept
- Ask potential buyers for pre-qualification or proof of funds
- O Read each offer in detail
- O Look out for contingencies
- Evaluate the bidders' closing dates against your own plans
- Make a counter offer

## Close on your home

- O Select the winning offer
- Start the closing process with your agent and title company
- Wait for your buyer to finalize the details of their mortgage
- Sign all paperwork at closing and celebrate your home sale!

# **How To List And Sell Real Estate Successfully**

**Dirk Zeller** 

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