

# SELLER'S TIMELINE



## 2. ACCEPT AN OFFER

When the right buyer comes along they will submit an offer and we can **Accept, Counter** or **Reject** that offer. In some cases you will receive Multiple Offers on your home so be prepared.



## 4. APPRAISAL

The appraisal is the final stage of negotiations and it's required by the buyer's lender. If the home appraises for lower than the contract price there are a few ways to move forward:

- buyer and seller renegotiate the contract price
- buyer agrees to pay the difference in cash
- both parties agree to terminate the contract and buyer's earnest money is returned.



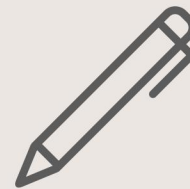
## 1. SHOWINGS

Once the house goes live you will begin getting show requests from **Showingtime Call Center**.



## 3. INSPECTION

Once we are under contract, the buyer will conduct home inspections (at their cost) and submit a list of requested repairs. This is another stage of negotiating.



## 5. CLOSING DAY

This is the day you will sign all paperwork, receive funds, and turn over keys (unless we have negotiated possession beyond closing).

**Congratulations!**

# HOW TO GET YOUR HOUSE READY FOR SALE



## 1 UN-PERSONALIZE

- remove pictures and other items specific to your family.
- put your essentials in an accessible box.
- remove or replace built-in items you want to take with you.

## 2 DE-CLUTTER

- trash or donate what you don't need anymore.
- clear off your kitchen counters, nightstands, coffee tables, etc.
- consider renting a storage unit.

## 3 ORGANIZE

- align items in your kitchen and bathroom cabinets.
- alphabetize collections of DVDs, music, spices, etc.
- organize your closet.

## 4 REPAIR

- paint loud rooms in the house a neutral color.
- fix any leaky faucets.
- address doors that creak or drawers that jam.

## 5 CLEAN

- wax wood floors and steam carpets. clean your vacuum daily.
- dust furniture, fixtures, and those hard to reach spaces.
- in the bathroom, re-caulk around the tub and sink, and polish metals.

## 6 CURB APPEAL

- mow and maintain your lawn.
- clean your windows and pressure wash the exterior.
- trim shrubbery around the house.

