

HOME SELLING FAQS

Should I fix up my home prior to speaking with a realtor?

No! Feel free to give your home a nice deep clean but have a realtor walk through your home PRIOR to you making any large changes/repairs. This can save you a lot of money!

What costs should I be aware of during the process?

You need to be aware of closing costs, price of termite inspection and paying your realtor. Closing costs when selling a home are less than when buying, but there is still background work to be paid for. This is paid for from the sale proceeds, not out of your pocket!

Does it matter which realtor I choose?

Yes! You want to pick a realtor that you get along with. Personality meshing is very important unless you want to have a long road ahead of you!

8 STEPS TO HOME SELLING

1. Find a realtor that you trust
2. Price house correctly the 1st time
3. Clean and stage home
4. Have professional home photos taken of interior and exterior
5. Market home & allow showings
6. Accept buyers offer!
7. Home inspection & appraisal
8. Sell house to new owner!



How do I find the right contractors to fix up my house?

Your realtor should have a list of their preferred vendors and contractors. If you don't have any yourself, reach out to them and see who they recommend to save yourself some time and stress!

Can I go through this process while out of town?

Yes! Your realtor can manage property showings, help with contractors, and coordinate getting a notary if you will not be local to sign the final documents. Don't forget to go home and pack up, though!

How much does using a Realtor cost?

The full price of having realtors do all of the work for you is 6% of your home price. Realtors help you get top dollar for your home while handling EVERYTHING so you only need to worry about packing!

How many people will see my home before I get an offer?

On average, about 10 different groups will tour the inside of your home prior to you receiving an offer.

HOME SELLING GUIDE



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