



Seller's Tips

Plan and prepare to sell your home.

Look over your home and determine what needs to be repaired, repainted, cleaned or replaced. Consider what buyers are looking for. Removing excess clutter can open up and home and allow buyers to picture their belongings in the room.

Find a Realtor®.

Not all real estate agents are created equal. Only those with the Realtor® designation, are members of the National Association of Realtors. They are held to a strict Code of Ethics. They are community members.

Interview several different agents. Ask them about marketing, fair market value, experience, area home sales. Choose the Realtor® that you feel most comfortable working with.

Set the price.

Your agent can present you with a Comparative Market Analysis of what your home is worth in relation to the homes around you. Work with your Realtor® to determine the right price for your home.

Marketing and selling your home.

Your Realtor® will discuss exact marketing plans with you before you sign the contract. Be prepared to have open houses, additional photos or other marketing strategies taking place during your listing period.

Once an purchase agreement is written, your Realtor® will present it to you. The seller then decides if the conditions and price are acceptable.

Closing.

After the offer is accepted and inspections, appraisals, and paperwork are completed; it is time to close. The seller's agent should explain the settlement statement with you before the closing appointment. This will explain the costs associated to the sale to you and how much money to expect to receive at the closing.