



CHOOSE A RELIABLE REALTOR

The home selling process consists of many stages and a lot of work that can become a headache for you if not consulting a good Realtor. Hiring a real estate agent is one of the first checkpoints in any home selling checklist. Trained professionals are able to use their wealth of knowledge, skills, and experience to help you sell your home for the maximum possible profit. Moreover, a Realtor can definitely give you insight into the market and advise you of important timelines when your house can be sold for a price you never thought of.



BE READY FOR SOME UNEXPECTED EXPENSES

Unexpected expenses come when you least expect them, which can be unfortunate. Even prior to listing your home we have a checklist of things that require a bit of finance to complete:

- Repairs
- Photographer (recommended)
- Document preparation costs



PREPARE THE DOCUMENTS

- Any documents related to title and ownership
- Any permits, certificates of occupancy or other documents issued in connection with renovations
- Receipts for improvements or documentation of repairs that you'll need to disclose - when in doubt, you probably will need to disclose.
- Copies of any pre-sale inspection reports
- Your mortgage documents - including a payoff estimate from your lender
- Tax records
- Monthly dues and the covenants
- Home repair and maintenance records
- Manuals and warranty information for appliances to be sold with the home



PREPARE THE HOUSE TO STAGE

- Unlink from your house
- Reorganize the furniture
- Clean the whole house spotlessly
- Change the light bulbs
- Declutter the house
- Consider painting the walls
- Finish your projects around the house



CLOSE UP THE DEAL ACCORDINGLY

The closing (which is also called the settlement) is in literal terms the process when the house buyer and seller fulfill all of the agreements made in the sales contract. The money transfer is done and documentation closed.