



## 1. CHOOSE A LISTING AGENT

A listing agent represents you and has a fiduciary responsibility to look out for your best interests. Discuss the process and go over the standard listing agreement



## 2. HOW MUCH YOUR HOME IS WORTH

A seller's greatest mistake is often overpricing her home. Keep your price in line with sold homes that have been identified in a comparative market analysis report.

## 3. GET YOUR HOME READY FOR SALE

Your agent should schedule professional photos to be taken. Prepare your home for sale by cleaning, decluttering, and improving curb appeal. If you have pets, you might want to make temporary, alternate plans for them during showings. Remember, you only get one chance—and sometimes only 3 seconds or so- to make a great first impression so make it count.



## 4. SHOW YOUR HOME

Your agent should place a lockbox on the entrance which will allow the property to be shown with or without an appointment, just as long as the prospective buyer's agent is present. This is also an opportune time for Open Houses. Buyers are attracted to a clean and spacious home: declutter!

## 5. EVALUATE AND NEGOTIATE

Your agent will present all the offers, advise you on counteroffers, and guide you through negotiating prices and terms



## 6. ENTER MUTUAL ACCEPTANCE AND RATIFY THE CONTRACT

Accept and Sign the offer. Buyers will typically ask for a home inspection and title search. Repairs or contingencies may be negotiated at this point. Begin packing!



## 7. CLOSING

Buyer will complete a final walkthrough inspection. You will work with your agent, lender, and the closing attorney or title company to ensure a smooth transfer of ownership to the buyer.



## YOU'RE HOME FREE!

After all the necessary forms are filled out and notarized, a transfer of keys indicates the completion of the sale. Congratulations! Celebrate, you did it!!

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