



# SELLING PROCESS

## 1. Decide to Sell Your Home



Make sure you are ready both financially and emotionally.

## 2. REALTOR® Consultation



There is no commitment required on your part for the initial meeting with an agent. It will be educational and will help you identify the right agent for you. Your RE/MAX agent will provide you with a comparative market analysis and all the tools they have to help sell your home the fastest.

## 5. List it for Sale



When everything is in place, your agent will put your home on the open market. Your RE/MAX agent will be actively working behind the scenes marketing your property to colleagues, clients and the public!

## 4. Prepare Your Home for Sale



View your home through the eyes of the buyer and ask yourself what you would expect. Your agent will help guide you and give you tips on de-cluttering and other things that will help your home be more sellable.

## 3. Establish a Price



Now that you have chosen an agent, they will help you establish your asking price for your property.

## 6. Showings



Potential buyers may ask to see your home on short notice. It is best if you can accommodate these requests, you never want to miss a potential sale. After each showing, your RE/MAX agent will follow up with the people who viewed your home to hear their feedback.

## 7. Offers Negotiations



If everything goes well, a buyer's agent will present your agent with an offer. You have three choices—accept the offer, counter the offer or reject the offer. Our knowledge of your needs will enable your agent to represent you in the best way possible.

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## 8. Under Contract



At this point, you have accepted an offer and have agreed to all the terms set forth in the contract.

## 10. Closing



This is the date of transfer of funds and ownership that was agreed upon in your binding contract. Be sure you are packed up and ready to go before this date!

## 9. Conditional Phase



When the agreement of purchase and sale is accepted and signed by all parties, the conditional phase begins. The buyers will have a pre-determined amount of time to fulfill items likely including home inspection, financing, home insurance, etc. The date the conditions are removed, you now have a firm and binding contract for the sale of your home. SOLD!



**Have questions?** For more information on the selling process, contact a RE/MAX agent.

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