



Your Step-by-Step Home Selling Guide

Step One

Hire an Experienced Agent

Choose a Rockport Properties agent with local market expertise. The right agent will price, market, and negotiate your sale effectively.

Step Two

Understand Selling Costs

Be aware of costs like agent commissions, closing fees, and any taxes. Knowing these helps you set realistic expectations for your profit.

Step Three

Determine Your Home's Value

Work with your agent to assess your home's value using a Comparative Market Analysis (CMA) based on recent local sales.

Step Four

Prepare Your Home for Sale

Complete small repairs, declutter, and consider painting or staging. Professional photos and a strong listing will make your home stand out.

Step Five

List and Market Your Home

Your agent will list your home on the MLS and promote it across websites and social media. Open houses and showings give buyers a chance to view it in person.

Step Six

Review Offers

Evaluate offers with your agent. Look beyond price by considering contingencies, financing terms, and timing. Your agent will help negotiate terms that work for you.

Step Seven

Escrow Process

Once an offer is accepted, the escrow process begins. The buyer may perform inspections and request repairs or concessions. Work with the escrow agent to finalize documents and prepare for closing.

Step Eight

Closing Day

Sign the final paperwork, pay closing costs, and hand over the keys. Congratulations on a successful sale!