

real

SELLING A HOME THE NEXT STEPS



**Nathan
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- Set up an appointment to discuss the sale of your home and go through a comprehensive market analysis (home evaluation) to determine what we can list and sell it for.
- If I have not been to your home or do not have access to photos, we will need to do an intro appointment so I can view the home before completing the first step.
- We both decide to work together, come up with a timeline, plan and price to sell your home.
- Sign the exclusive seller representation agreement with Real Broker and Nathan Lorenz to list and sell your home.
- Schedule in the professional photography for the listing. (Don't forget to depersonalize your home before photo day.)
- Between signing the agreement and getting the photos back (typically 24 hour turnaround with photos) I will have your listing prepared to go live. Once the photos are back, we can list right away.
- I order a sign to be installed, set up and run advertisements among other steps in my marketing plan.
- Coordinate showing requests as received.
- Presentation of the offer. Once an offer is received I will give you a call to discuss the offer from price, possession date, conditions, or additional terms from the buyer.
- Negotiate the offer. Every item, price, or condition may be negotiated until an agreement is reached. I will send you the final copy to be signed.
- Make the home available for a home inspection as requested.
- Wait until the buyer waxes their conditions and is ready to move forward with the sale.
- If you have any conditions as well, you will need to complete and remove your conditions here.
- The home is officially SOLD, we can take the photos with the sold sign, pop the champagne and unfold those moving boxes!
- Here I will need the contact information of your lawyer. Myself and other parties will all send your lawyer documents to prepare for closing.
- A week or two from closing, your lawyer will reach out and schedule the final signing of paperwork and closing.
- On closing day or prior, I can pick up the keys from you on your last day at the house.
- Once your lawyer receives funds from the buyer your lawyer will deposit the funds shortly.
- The day after closing, you may now cancel the home insurance policy and remove utilities. (Remember the seller is responsible for insurance and utilities the day of closing.)