

# THE *home* SELLING ROADMAP



## Establish a Price

- Review comparable homes
- Discuss the difference sold and list price
- Establish a price for your home



## Prepare Your Home

- Clean and declutter home
- View your home through the eyes of a buyer
- We'll get professional photos



## List it for Sale

- Your home will go live on the MLS
- Buyers will schedule showings
- Put away valuables and personal items



## Offers & Negotiation

- We will review all offers
- I'll help you understand the contract terms
- You'll get to accept, deny or counter offers



## Under Contract

- Accept the best offer
- Negotiate any repair and inspection issues
- You have agreed to all the terms of the offer



## Final Details

- Buyer will perform a re-inspection
- Buyer will finalize the loan with their lender
- Receive clear to close from lender



## Closing

- Review closing documents
- Sign closing documents
- Hand over your keys and celebrate selling

FIND YOUR NEXT HOME AT  
[WWW.AKREALESTATE.COM](http://WWW.AKREALESTATE.COM)

Congratulations on taking the first step of the home selling process! This guide is a brief summary of the timeline for selling your home. Remember, as your Real Estate Agent, I will be there to be sure you feel confident doing each step of the process.

Scan below to get started!

