

# The Home Selling Process



## 1 Meet with a Real Estate Agent

To begin the process, you will meet with a real estate agent, who will prepare a market analysis of your property to help determine an appropriate asking price.

## 2 Prepare the Property for Sale

Your real estate agent will provide you with a list of suggested repairs and recommendations to make the property the most marketable for buyers.

## 3 List/Go to Market

Photographs of your property will be taken, then your agent will put your property on the market. Showings will be arranged (sometimes on short notice), so keeping your property tidy is important.

## 4 Accept Contract

Your agent will help you best decide which offer to accept. All parties will sign, and timelines will be established.



## 5 Repairs

After the home inspection is completed, any agreed upon repairs will be made prior to closing. Keep any receipts for repairs made.

## 6 Appraisal

The buyer's mortgage lender will schedule an appraisal of the property where the value will be assessed.

## 7 Final Preparations for Closing

Final details from the inspection and appraisal will be reviewed. During these last stages you should be finishing your packing and preparing your move.

## 8 Closing

The closing will be facilitated by an attorney or title company where the final paperwork will be signed, funds and ownership transferred.

*To learn more about the home buying process and for expert guidance in real estate please visit us at [gatewoodproperties.com/selling/home-selling-process/](https://www.gatewoodproperties.com/selling/home-selling-process/)*



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