

# Home Selling Checklist

## Understand Your Local Market

Once you have a basic understanding of the local market, you can better determine the best selling price for your home and estimate how long it may take to sell.

- Research recent sale prices in your area using Property.com.***
- Analyze local market trends. Are home prices increasing or decreasing?
- Find out the average time it takes for homes in your area to sell

## Choose the Right Real Estate Agent

- Use Property.com to connect with local real estate agents.***
- Consult Property.com for questions to ask when interviewing agents.***
- Interview potential agents to find the best fit.
- Discuss your selling strategy with your chosen agent.

## Enhance Curb Appeal and Home Staging

- Improve your home's curb appeal (landscaping, painting, cleaning).
- Stage your home's interior to highlight its best features.
- Consult Property.com for staging tips and professional recommendations.***

## List Your Home on Property.com

- Take high-quality photos of your home.
- Write a compelling description with Renova's assistance.***
- Create and publish your listing on Property.com.***



**Prepare for Showings and Open Houses**

- Keep your home clean and decluttered.
- Arrange for your absence during showings and open houses.
- Review Property.com's advice on showing etiquette and open house preparation.***

**Responding to Offers and Understanding Negotiations**

- Review each offer carefully for price, contingencies, and terms.
- Be prepared to negotiate; know your minimum acceptable price.
- Utilize your realtor's expertise during the negotiation process.

**The Closing Process**

- Facilitate the home inspection and appraisal.
- Address any contingencies that arise.
- Prepare for and participate in the closing day proceedings.
- Complete post-closing tasks (i.e. canceling utilities & changing address).

Following these simple steps and checking off each task, you'll sail through the home-selling process like a seasoned property mogul. And guess what? Property.com is right here with you, ready to assist you with our expertly curated resources every step of the way. You're equipped now to make the sale of your home a profitable and successful endeavor!