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# FREE Report: HomeSeller's Checklist

### Decide to sell your home.

Determine if you will be using a Realtor or selling it yourself. Factors to consider: your time frame/urgency, familiarity with the real estate process and legal obligations, your comfort level with showing your home and negotiating, the costs of advertising and marketing your property.

### Select a Realtor.

Find someone you are comfortable with and who communicates clearly.

### Prepare your home for the market.

Your competition just became all the other people who are selling their homes! Your goal is to find a qualified buyer who selects **your** home over all the others. *Now's the time to put your best foot forward.*

### Determine the listing price of your home.

Your realtor can offer detailed advice and research.

### Sign a Listing Agreement with your chosen Realtor.

### Listen to your Realtor's thoughts about improving the sale-ability of your home.

### The 'For Sale' sign goes up and a lockbox is installed.

### Prepare for home showings and open houses.

(Tip: Take your pets and leave during these times; buyers like to feel comfortable examining a home.)

### Wait.

This is one of the stressful times.... ask for your realtor to keep you updated.

### Prepare for the offer on your home.

Are they pre-approved? Is there a contingency? What would you negotiate to close the deal?- all factors to consider.

### Consider your prospective buyer's offer.

### Accept, reject, or counter with another offer.

Remember with any counteroffer proposed or given that *the previous offer is null and void.*

### Once you accept the buyer's offer, prepare for property inspections.

Typical inspections are for general property, septic, well, gas lines, and for termites. Additional inspections could include radon, lead, or mold. If issues arise, the buyer will propose a **remedy to unsatisfactory conditions**. Be prepared to negotiate.

### Prepare for your move.

There's moving arrangements, change of address, (notify the post office, publications, magazines, friends, family, and bill senders), and the transfer and setup of utilities (including gas, electric, telephone, water, garbage, and cable).

### Go to the closing.

Sign many documents. Get your money.

*Congratulations! You just sold your home!*