



Do you have questions about selling your home?

Q: What are the timeline of events to sell my house?

1. **Preparing to Sell:** The timeline of events begins with reviewing your home and then making any necessary changes. This could take a few days to several weeks or more. You will need to present your home in the best possible light to sell it quickly.
2. **Establishing the Asking Price** - review the current market conditions provided by Anita and establish the best price for the neighborhood and condition of the home.
3. **Market the Property** - Sign a listing agreement and then your home will officially be open for buyers. The Internet and media marketing and advertising to attract buyers will begin.
4. **Showing Your Home to Buyers** - Most home sales occur from cooperating agents bringing a qualified buyer to see your home. This cooperation happens through the MLS.
5. **The Offer** - When an offer has been submitted it will take more than a yes or no to establish acceptance or not. The offer will need to be reviewed for special requests and qualifications of the buyer. After the entire offer has been evaluated then a decision to accept, decline or counteroffer can be made.
6. **Appraisal** - The buyer's mortgage lender will order an appraisal (buyer's cost) to establish that the value of the property meets the criteria for the financing they are seeking.
7. **Inspections** - The buyer will schedule the home inspections they want on the property usually within 10 days of an accepted offer.
8. **Closing the Contract** - A day before the property is scheduled to close or transfer of ownership, a walk through will be performed by the buyer. This is to ensure the home remains in the same condition and all requested changes have been completed. After the home passes final inspection, the final documents will be signed and the home will officially transfer ownership.

Q: Is there anything I need to do to prepare my house for sale?

Begin by looking at your home from a buyer's perspective. Curb appeal is a critical first approach. Homes that have a pleasant front yard attract more buyers. You shouldn't overlook the entrance of your home. It's the first impression any buyer will get and it needs to be a good one.

Drive up to the house and ask yourself a few questions:

- How does the home look?
- Does it need painting?
- Does the front yard need to be cleaned up? Bushes or trees trimmed back?
- Would some flowers or plants help with the curb appeal?
- Does the exterior of your home invite buyers to come inside and look around?

After you have tackled the front of your home then it's time to look around the interior. Keep yourself in the buyer's shoes. The goal is to showcase your home's features and not your possessions. This is a perfect time to live by the old adage "Less is More." The less personal items and clutter the easier it will be for the buyers to picture themselves living in the house. There are professional home stagers that for a fee set the stage for your home to sell. Let Anita know if this interests you!

Walk around your house and ask yourself these questions:

- As you enter, is it odor free?
- Do the walls need painting?
- Is there too much furniture?
- Too many personal treasures sitting around?
- Are there a lot of toys around the house?
- Are the windows and window coverings clean and bright?
- Does your carpet need cleaning or replacement?
- Do all of your kitchen appliances operate properly?
- Does the house have any "unseen" issues that might come up in the property inspection such as plumbing, electrical or appliances?

Q: What is meant by the term "Pricing Correctly?"

Pricing a home can be difficult for Sellers. It's natural to feel your home has the highest value as compared to your neighbor. The fact remains that buyers actually determine the final price! What is the market able to bear? Extensive research of the recent neighborhood sales, what's currently for sale and how long they have been on the market are essential facts that will help establish the best price. Pricing is critical. It's your most valuable marketing tool! The higher you price your property, the fewer the people who will come to see it. The first four weeks are critical. Overpricing to "test" the waters may eliminate the very buyer who is the perfect match, but isn't shopping in that higher range.

Q: Are Home Inspections required and what do they look for?

Home inspections paid for by the buyer are scheduled to occur within a 10 day period (or sooner) and may include home, pest, radon, lead, and mold. If you own a pool, they may request a separate inspection opportunity for the pool. Though home inspections are not required, it would be rare for a buyer to not request one.

Q: What are the details of the Purchase and Sale Contract?

Normally, within 10 days, a Purchase and Sale Contract is signed outlining in detail the contract to purchase with any agreements between the parties including the dates to secure the financing by the buyers. This is signed following the completion of all inspections with an additional deposit known as "earnest funds" accompanying the document. Earnest funds can range widely from 1-10% depending on what the Offer to Purchase agreement has outlined.