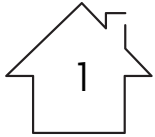


# THE *home* SELLING PROCESS



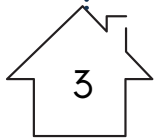
## Establish a Price

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



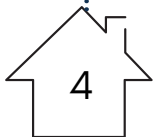
## Prepare your Home

- Clean and declutter home
- View your home through the eyes of a buyer
- We will have your home professionally photographed for the MLS



## List it for Sale

- Your home will go live on the MLS
- Be prepared for buyers to come view your home
- Be sure to put away all valuables and personal documents



## Offers & Negotiation

- We will review all offers
- I will help you understand all the terms of the contract
- You will be able to accept, deny or counter the offers at this point



## Under Contract

- Accept the best offer
- The buyer will typically perform inspection of the home
- You have agreed to all the terms of the offer



## Final Details

- Negotiate any repair requests and issues from inspection
- The buyer will have an appraisal performed
- The buyer will finalize the loan with lender
- Receive clear to close from lender



## Closing

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



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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 during each step of this process.

*Jacobucci*  
REALTY