

# The Home Selling Process

- 1 Talk to a Real Estate Professional:** Discuss strategies for prepping, pricing, listing, and marketing your home.
- 2 Establish a Price:** Your agent will research comparable sales in your neighborhood which will help you set an asking price.
- 3 Prepare Your Home:** Clean, declutter, improve curb appeal, and use some staging techniques that highlight your home's best features.
- 4 List & Show Your Home:** Your agent will put your home on the market and arrange an open house. Be as flexible as possible for potential buyers to view your home.
- 5 Negotiate & Accept an Offer:** When a buyer submits an offer, you'll have the opportunity to accept, decline, or counter offer.
- 6 Open Escrow:** Once details are ironed out and a purchase agreement is signed, your Escrow team will order a Preliminary Title Report with Upward Title Company, and select a date to close.
- 7 Appraisal & Home Inspection:** Cooperate with the buyer's appraiser and home inspector. In some cases, a buyer might request repairs, or negotiate the price or closing costs.
- 8 Final Details:** Payoff details are obtained for the existing mortgage and any other debts secured by your house, including property taxes.
- 9 Close of Escrow:** Documents are signed and received by all parties, Upward Title Company records the Grant Deed at the County, funds are disbursed including the mortgage payoff and property taxes.

