

# Home Selling Checklist

for link and support information, go to: [www.SayHomeSell.com](http://www.SayHomeSell.com)

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## Analyze Your Reason for Selling

Why sell your home? It could be because you are:

- making a career or change-of-life move
- moving up or down the housing scale
  
- moving to a better location
- or other

run your numbers and view alternatives to selling:

go to our home selling steps: [www.SayHomeSell.com/step1.html](http://www.SayHomeSell.com/step1.html)

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## When is the Best Time to Sell

The best to sell can vary by region and time.

If you are in a "**sellers market**" and situated in a good location, you will have no problem selling your home at or above the market price.

If you are in a "**buyers market**", it might take some creative presentation to get interested parties to make an offer.

There are different selling strategies depending on your market and timing.

View timing issues when selling a home:

Timing your home sale

View market and economic issues:

Market and economic timing of your home sale

find the answers at: [www.SayHomeSell.com/step2.html](http://www.SayHomeSell.com/step2.html)

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## Select the Method for Selling Your Home

You need to decide how you want to sell your home. Your selling options include:

1. sell your home using the services of an agent
2. sell your home by yourself (i.e., FSBO)
3. combination strategy: FSBO and buying agent

view pros and cons on which method:

[www.SayHomeSell.com/fsbo-agent.html](http://www.SayHomeSell.com/fsbo-agent.html)

### Issues to consider:

- if you select agent services:  
what service do agents provide: [www.SayHomeSell.com/agent-services.html](http://www.SayHomeSell.com/agent-services.html)  
  
need to find an agent? [www.SayHomeSell.com/agent-sell.html](http://www.SayHomeSell.com/agent-sell.html)
- if you select FSBO:  
view FSBO services: [www.SayHomeSell.com/fsbo-services.html](http://www.SayHomeSell.com/fsbo-services.html)  
  
get your own "by owner" multiple listing service:  
tap into the powerful Realtor's MLS to list your home:  
[www.SayHomeSell.com/mls-service.html](http://www.SayHomeSell.com/mls-service.html)

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## Get the Market Value of Your Home

This will give you a good idea of your market value and help formulate your sales strategy:

### **What's it worth?**

Order your personal  
home valuation report

### **property reports:**

complete property valuation  
recent sales report  
comparable sales  
subject property report

view sample reports: [www.SayHomeSell.com/market-values.html](http://www.SayHomeSell.com/market-values.html)

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## Get Your Home Ready for the Sale

Be ready to make very good first impressions.

Before listing your house, take some time to spruce up the place to maximize the value and timing of your home sale.

We are talking about needed repairs, cleaning up, perhaps painting a room, landscaping the yard, etc.

Make very good "first impressions":  
view our Step3: what is needed  
[www.SayHomeSell.com/step3.html](http://www.SayHomeSell.com/step3.html)

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## Showing Your Home

Your showing will be the most stressful time in your home selling experience.

### We are talking about:

1. open houses
2. scheduled showings
3. individual showings
4. online showings
5. other

If you are working with an agent, your agent will arrange and manage your home showings.

If you are working FSBO, you will need to arrange and manage many of these tasks.

We have information on how to manage home showings:

[www.SayHomeSell.com/step4.html](http://www.SayHomeSell.com/step4.html)



## Negotiate the Sale of Your Home

Your goal is to maximize your asking price. Understand how the offering process works:

1. all about the legal stuff
2. what legal disclosures forms are needed
3. all about the real estate contract
4. what you should know before accepting the offer
5. negotiating the contract

Go to: Contract Negotiations

[www.SayHomeSell.com/step5.html](http://www.SayHomeSell.com/step5.html)

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## Closing and Settlement

The final step is closing the offer and settling the title transfer and ownership to the home buyer.

Notes on Home Closing and Settlement:

Go to Step 5: [www.SayHomeSell.com/step6.html](http://www.SayHomeSell.com/step6.html)

There will be seller closing costs:

Go to Step 5b: [www.SayHomeSell.com/step6.html](http://www.SayHomeSell.com/step6.html)

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## What's Next After Your Home is Sold

Now that your home is sold, what's next?

1. Are you MOVING to a new area?  
view Our Comprehensive Relocation Center: [www.SayRelocate.com](http://www.SayRelocate.com)
  2. Are you BUYING a new home?  
view Our Home Buying Guide: [www.SayHomeBuy.com](http://www.SayHomeBuy.com)
  3. Are you BUILDING a new home?  
view Our Home Building Center: [www.SayBuild.com](http://www.SayBuild.com)
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## One Last Item

We have a complete 5-step home remodeling plan that details home remodeling steps: [click here](#)

Monthly expenses are generally tight after completing a home remodeling project.

Take a moment to view our guides on lowering your monthly expenses:

[www.SayLowerBills.com](http://www.SayLowerBills.com)

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