

## **Home Selling Checklist**

Each home sale can and often is different. However, there are some key items to consider as a “checklist” that often help buyers know more of what to expect. Especially when combined with the “Home Selling Steps” this can best help prepare you during the home selling or buying process. Please note this listing is NOT inclusive but rather a top level guide to understand what points to expect to discuss and collaborate with your selected Realtor on to make your home selling process an efficient effort.

1. Determine Your Mortgage Payoff Amount
2. Interview & Select a Realtor You Feel Comfortable Working Together With
3. Create Improvements List That Have Been Completed
4. Select a Title Company & Request Closing Cost Estimates
5. Establish a Selling Plan
6. Establish a Moving Plan
7. Create a Repair List & Plan
8. Minimize
9. Start Packing
10. Key Rooms – Think Fresh (Kitchen, Living Room & Bathrooms)

Selecting the correct Realtor will help expand and explain the above overview listing. Remember, in most cases the person shopping for your home is seeking a worry free, hassle free and like new home. For each repair they envision they are likely thinking large discounts in pricing. However, use your Realtor as not every improvement yields a return or will help sell your home. Some repairs or improvements are more critical than others and your Realtor can assist you here.

Kind Regards,

Joshua Cole

Realtor® with CBRPM

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