THE PROCESS OF SELLING YOUR HOME

1. Review your selling goals and discuss the current market
2. Strategize price utilizing a thorough comparable market analysis from recent COMPARABLE home sales
3. Build out a plan
    a. Timeline
    b. Final Home Projects and Decluttering
    c. Marketing Strategy
        - Coming Soon status, Open House, Deferred Showings
        - Photography, Videography, Floorplans, Social Media, additional platforms etc. !
4. Detailed MLS Listing goes LIVE!!
5. Discuss what's important when picking an offer (Price, Closing Date, As-Is Sale, etc)
6. Showings begin
    - Showingtime app
7. Review offer/s and choose the one that best fits YOUR needs!
    - Binder Deposit-binds the offer!!!
    - Choose an Attorney
8. Home inspection if applicable is scheduled
    - Inspection/ Vendor appointments, repair request, credits, negotiations
9. Purchase and Sale is finalized by attorneys
    - Buyer signs and remainder of deposit is collected
    - Now you sign!!!
10. Once finalized the appraisal is ordered unless cash offer
    - Keep your home in show condition for the appraisal
    - If homes appraises lender completes file
    - If home does not appraise out, parties open back up for negotiations
11. Schedule your smoke detector inspection with your local fire department (valid for 60 days)
12. Buyer receives or does not receive mortgage commitment if applicable
13. Attorneys complete title search, survey, and finalize numbers
14. Plan to move out of your home at least a day BEFORE closing, schedule closing with attorney, and notify utility companies of your move
15. Buyer receives clear to close or does not receive clear to close if applicable
16. Final walk through is scheduled (typically morning of closing)
17. Buyer completes closing paperwork day of closing
18. Deed is recorded with the registry and your home is **SOLD!!!!**

LOCK & KEY REALTY