



3 CRITICAL STEPS TO TAKE Once You're Ready to Sell

Deciding to sell your home brings on a lengthy list of questions, and "Where do I start?" typically tops that list. Take the following three steps first, and you'll be safely on your way to a successful home sale.



Bryan & Rene Vance
REALTORS® 2015003798
Bryan 937-776-3405
Rene 937-205-6513



Vance Team Realtors

www.vanceteamrealtors.com

1. IDENTIFY LIENS AND DISPUTES

Shortly after you accept an offer on the home, the title company will perform a title search, checking public records to ensure that you have a legal right to sell the home and that there are no liens against it.

Think back – have you had any IRS, property tax, spousal, child support, or bankruptcy issues? If so, there may be a lien against the property, and it will need to be released before the sale can go through.

2. CHECK YOUR LOAN DOCUMENTS

You'll want to find the following items in your loan paperwork:

- An assumable clause. An assumable loan is a good selling point.
- How the title is held.
- Check for a pre-payment penalty. This will help you determine your proceeds.
- Who else is on the home's title? That person will need to be present whenever documents pertaining to the listing and sale need signatures.
- The loan balance.

3. TAKE STOCK

Decide if you'll be selling the home as-is or if you'll be making repairs. Keep in mind that certain lenders and government-backed loan requirements include that specific repairs be made by the seller.

Once you have considered the previous issues, it's time to pick up the phone and give us a call for the next step.



If your property is now listed with a REALTOR® or Broker, please disregard this offer, as it is not our intention to solicit the offerings of other REALTORS® or Brokers. The information contained herein is deemed reliable but is not guaranteed. 2015003798 ©ProspectPLUS!, Inc. www.prospectplus.com

FIND OUT HOW MUCH YOUR HOUSE IS WORTH IN TODAY'S MARKET.

If you're going to sell your house in the next 6-12 months, what you do right now to prepare for the sale could make a difference of thousands of dollars.

The first thing you'll need to know is how much your house is worth compared to other homes in today's market. It's easy to find out.

Now you can get a FREE list of homes for sale and sold in your neighborhood in the last 12 months

so you have a good idea of what homes like yours are selling for in your neighborhood.

To get the most current Neighborhood Activity Report for your area just call or text today and we'll send it out right away.

Bryan & Rene Vance
REALTORS®
937-776-3405

Get a FREE List of Every Home For Sale in Any Price Range!

Now you can get an up-to-the-minute list of all homes for sale right now – in any neighborhood – in any price range.

It's as simple as a phone call or an email and we can get your copy of this valuable real estate list sent out today!

