

Home Selling | Process

Find a Real Estate Professional

- Who you work with matters! Get a referral from a friend, family, colleagues. Ask the real estate professionals you interview about representation.
- Make sure you understand the terms and explain your needs and expectations to the Realtor you choose to work with. Choosing a Realtor that is experienced in the local market is your best bet to represent you

Prepare to List

- Review listing broker's pre-listing recommendations.
- Pricing recommendations and strategy.
- Review marketing plan.
- Staging and getting your home ready for first impressions.
- Consider a pre-inspection so you don't have any surprises later.

Listing is Live

- Be prepared for showings and tidy up. Buyers are shopping online, so first impressions are important.
- If you have a tenant, sometimes, sweetening the pot for them can make all the difference. (i.e. Reduced rent, bonus if they cooperate with showings).
- Modify pricing strategy and marketing plan as necessary.
- Listing broker will communicate feedback and marketing activity.

You receive and offer!

- The Buyer's real estate professional will present offer. If it is a hot market, be prepared for a multiple offer scenario. Your Realtor will help guide you on strategy and/or counter offers.
- Make sure you understand the terms and ask questions.

Once under contract

- Earnest money will be deposited.
- If you haven't already, you will fill out property disclosures to be sent to buyer.
- The Seller usually pays for title insurance, so you will engage with the title company and preliminary title commitment will be sent to you, the Buyer and other participants. (Realtors, lenders, attorneys)
- Depending on the property, inspections may occur and/or Inspection Objections presented and Resolutions to be negotiated. (Hint, this is where a pre-inspection might pay off.)
- If Buyer is obtaining a loan, there will almost always be an appraisal which is part of the lending process and final loan approval.
- If you are doing a simultaneous closing on another property, your Realtor will guide you along the way on how to arrange deadlines and contingencies. Good communication and coordination with the other parties is key.
- Once the property is closed, the deed and other related documents are recorded with Routt County.

Post-Closing

- Keep your closing documents in a safe and accessible location whether digitally or in a file in case you need to refer to it during the year. If you made any improvements in your home, make sure you keep records of them. That will come in handy for your accountant.
- If you are happy with your real estate professional and others involved, be sure to recommend them to friends and family.



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