



SIMPLE SELLER GUIDE

Why work with a REALTOR

- Expert guidance through contracts and paperwork
- Strong marketing and industry connections
- Up – to – date knowledge of laws and market trends
- Skilled negotiator protecting your best interest
- Professional, ethical representation

Thinking About Selling?

- Have you built enough equity?
- Has your income or financial situation changed?
- Have you outgrown your home or neighborhood?
- Are interest rates and market conditions favorable?
- Is maintenance becoming too much?

Before Listing Your Home

- Consider a pre-listing inspection
- Declutter and deep clean
- Gather warranties and manuals
- Handle small repairs
- Boost curb appeal

Getting Ready for Showings

- Remove clutter and personal items
- Deep clean (especially kitchens & bathrooms)
- Eliminate odors
- Keep it bright and welcoming

Add Curb Appeal

- Trim landscaping and mow lawn
- Clean windows and pressure wash if needed
- Update house numbers, mailbox, and lighting
- Add simple touches like flowers or a new door mat

Attract More Buyers

- Fresh neutral paint
- Update kitchens and bathrooms if needed
- Clean and organize closets
- Improve lighting
- Consider a pre-listing inspection

Improve Your Chances of an Offer

- **Price it right from the start**
- Be flexible with showings
- Prepare for negotiations
- Be open to adjusting price if needed

What to Leave for the New Owners

- Manuals and warranties
- Garage openers and extra keys
- Security codes (if applicable)
- Utility company information
- HOA or association contact information (if applicable)

