



The Complete SELLER'S GUIDE

PRICING!

Working with a real estate professional that knows the market is key, no matter what type of a market you're in. Make sure that your agent is in tune with pricing. All factors like location, market condition, and personal goals should be considered.

CONDITION

Is your home looking tip-top-shape? Make sure that your property is going to show well to potential buyers. Things like sprucing up landscape, refreshing paint, and updating fixtures can go a long way.

HIRE AN AGENT

Finding the right agent is a very important part of the process. Be sure to interview a few agents to find out who is going to work best for your needs and market your listing!

QUALITY PHOTOS

Most buyers will look at your listing online before they step foot into the home. Be sure that your agent hires a professional photographer that is trusted! That first impression goes a long way.

CLEAN, CLEAN!

Put away junk. Do a deep clean. And try to take down personal items. Neutral is best when getting your home ready for potential buyers to walk-through.

FLEXIBLE IS KEY

When showing your home, know that buyers might request showing appointments last minute. It's best to understand that you need to be flexible when marketing the listing. Have a plan in place for where you will go for the showings and if you need to take pets with you!

CLOSING PROCESS

As a seller, you more than likely have a mortgage to payoff. Be sure to watch emails for requests from the title company for things like social security, payoff info, HOA contacts, and more. The quicker you respond, the smoother it goes!

CLOSING DAY!

You made it! Through lots of paperwork, deadlines, and research, it's time to close on your house. You'll sign tons of documents at your title company's office to make it legal, and then hand over the keys to the new buyers!

For more information on the closing process, reach out to us at hello@tracttitle.com. We would love to be a resource for you as you start your home selling process!