

Home Seller's Checklist

Stage 1: Prepare Yourself

- Familiarize yourself with the Home Selling Process. See our **Home Seller's Guide**
- Select your Real Estate Professional
- Evaluate your needs and goals with a real estate professional.
- Research recently sold homes like yours in your area and homes active for sale.
- Evaluate your listing price options.
- Determine your potential NET including a conservative estimate. See our **Seller's Net Estimate**
- Set time frame to sell.
- Sign seller's paperwork and fill out **Seller Disclosure and Lead Base Paint Forms**.

Stage 2: Prepare Your Listing

- Prepare home for market. See our **Prepare Your Home for Market Checklist**
- Boost curb appeal - optional.
- Stage your home - optional.
- Have a professional or take listing photos.

Stage 3: Market Your Listing

- List Home on the MLS, initiate marketing plan.
- Install Lock Box, Install Sign (optional)
- Show home to buyers. (*Showings. Open houses - optional*).

Stage 4: Manage Offers

- Receive and Evaluate Offers. (*Review with Attorney if desired*).
- Negotiate Offers.
- Accept an Offer.
- Sign Contract.

Stage 5: The Closing Process

- Buyer completes home inspection.
- Buyer completes the mortgage application process.
- Lender completes the Mortgage Appraisal (unless cash financing or appraisal is waived by the lender).
- Title completes the settlement documents and title process.
- Buyer completes the final walkthrough.
- Fulfill any contract contingencies.

Stage 6: Transferring Your Property

- Gather and sign all documents needed to close.
- Transfer Utilities. See our **Metro Detroit Utility Checklist**
- Request Final Water Bill (*or Final Water Meter Reading*)
- Property sold!
- Move out. See our **Moving Checklist**.
- Complete Key Exchange and sign Form