



Gina Thamel

REALTOR®



508-615-3355



ginathamel@gmail.com



www.ginathamel.com

MA License #9582653



Scan Me

THE *Home Selling Process*



ESTABLISH A PRICE

- Review comparable home sales with your agent
- Discuss the difference between list price and sold price
- Determine a market price for your home



LIST YOUR HOME FOR SALE

- Sign listing agreement
- Declutter and tidy up
- Have professional photographs taken
- Enter home in Multiple Listing Service (MLS)
- Install For Sale sign



SHOW YOUR HOME

- Be prepared for buyers to view your home
- Lock away valuables, keep personal items out of sight, make arrangements for pets



OFFERS & NEGOTIATIONS

- Review all offers
- Discuss and understand the terms of contract
- Accept, reject or counter-offer
- Offer not binding until both parties agree to terms and sign the contract



FINAL DETAILS

- Address/negotiate any inspection items
- Obtain Smoke Certificate
- Buyer's final walk-through within 24 hours prior to closing



CLOSING

- Review closing statement
- Agreed upon costs are paid
- Sign closing documents
- Deed is recorded
- Hand over keys and celebrate selling your home

The steps provided are an overview of The Selling Process.

If you are thinking about selling your home and would like a free Home Valuation, call, text or e-mail me and let's start a conversation!