

# The Home Selling Process

- 1 Talk to a Real Estate Professional:** Discuss strategies for prepping, pricing, listing, and marketing your home.
- 2 Establish a Price:** Your agent will research comparable sales in your neighborhood which will help you set an asking price.
- 3 Prepare Your Home:** Clean, declutter, improve curb appeal, and use some staging techniques that highlight your home's best features.
- 4 List & Show Your Home:** Your agent will put your home on the market and arrange an open house. Be as flexible as possible for potential buyers to view your home.
- 5 Negotiate & Accept an Offer:** When a buyer submits an offer, you'll have the opportunity to accept, decline, or counter offer.
- 6 Open Title:** Once details are ironed out and a purchase agreement is signed, Upward Settlement Services will order title and lien searches, and work toward the contracted close date.
- 7 Appraisal & Home Inspection:** Cooperate with the buyer's appraiser and home inspector. In some cases, a buyer might request repairs, or negotiate the price or closing costs.
- 8 Final Details:** Payoff details are obtained for the existing mortgage and any other debts secured by your house, including property taxes.
- 9 Closing:** After documents are signed and received by all parties, your escrow officer will ensure all funds have been received before disbursing the file. Upward Settlement Services will coordinate the recording of required documents and distribution of signed closing documents to all parties.

