



Steps of Home Selling Process



Step One

- **Initial interview with Real Estate Agent.**
- **Using a knowledgeable agent will save you time and money.**
 - I'm very good at what I do. I've been in real estate for 25 years.
 - The home selling process starts with determining your selling price as well as your timing. Selling your home in this market may take a few months.
 - Gone are the days of your home selling in 1 day with \$50k over the asking price with no inspection.
 - Can you wait 3-6 months to sell your house? If not, an Ibuyer cash program may be best for you. I can help with that as well.
 - There is a difference between an agent and a Realtor. I can explain.



Step Two

- **Sign a listing contract.**
 - A listing contract in this market may be between 3-6 months.
 - The listing contract will cover the listing term, price, appliances staying, any items left with the property, and marketing to be done by the agent.
 - The agent will have you sign the required disclosures for the sale of a property in Colorado.
 - If your property was built before 1978, you will need to sign a Lead Based Paint Disclosure showing you know that there may be lead in the paint.
 - If you need to stay in the property after closing, you will need to sign a Post Closing Occupancy Agreement.



Step Three

- **Get your home ready to sell**
 - Getting ready to sell means, cleaning, repairs, staging, and photos.
 - Having your home professionally cleaned is always a good idea. Most cleaning companies clean items and areas that we usually overlook.
 - Are there needed repairs? I can help you determine what is needed and what can be left for the buyer. If you have been putting off a project, now may be the time to tackle it. This includes painting.
 - Having your home professionally staged can cost up to \$5k, but you will usually get more back in sales price. Having all spaces defined helps buyers determine if your home will work for them.
 - Time for photos. Professional photos are nice, but not usually necessary. We can discuss.



Step Four

- **Time to promote your home**
 - Let's put your home on the MLS for all other agents to see to show their clients. This will also go to 1000's if other sites.
 - We can put a For Sale sign in your yard.
 - Flyers in the box.
 - We can do an Open House if you'd like.
 - We will post your listing on all social media sites.
 - Info call line for information on the property for people driving by.



Step Five

- **Showings will start**
 - You can ask for up to a 4-hour notice before showings.
 - If you choose a 24-hour notice, many agents won't set the showing as the clients don't want to wait.
 - Please be out of the home for showings. If this is not possible, we can discuss.



Step Six

■ Offers

- Hopefully, after a showing or two, we will receive an offer.
- In this market, you may get a lower offer.
- We can counter the offer. The norm is splitting the difference.
- If you counter the offer, the buyer can accept, deny, or counter again.
- If we get multiple offers, we will look at the terms of all offers and see which one is best for you and your circumstances.



Step Seven

■ Open of Escrow

- When we get an offer, the title company will open escrow.
- This means they will pull documents showing that you are the owner and can legally sell the property.
- You, as the seller, can choose the title company. I can suggest a few companies, or we can use the one that I have the best relationship with that will give you the lowest price on the fees associated with closing.
- There will be closing costs involved for you, the seller, and well as some small fees that you will need to pay for the buyer.



Step Eight

▪ Inspection

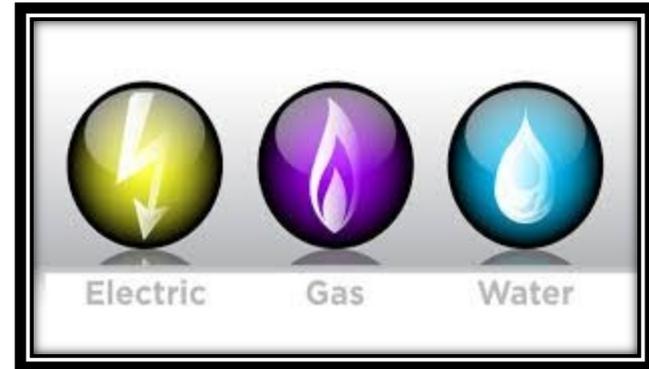
- Once we are under contract, The buyer usually has the inspection scheduled within a week. They can do many inspections.
- You will need to not be at the property during the inspection. Depending on the size of the property, it can take up to 3 hours.
- Sometimes, sellers do an inspection before listing to find and fix issues beforehand.
- Sellers usually do not need to make repairs, but things are changing.
- If there are large issues, we may want to provide a credit to the buyer as well as a home warranty. The home warranty will fix the issues later. The warranty is around \$500.
- We will get an Inspection Objection from the Buyer's Agent letting us know what the issues are.
- We will prepare an Inspection Resolution telling the buyer what you will repair or how you will remedy the issues.



Step Nine

- **Appraisal** – I may meet with the Appraiser
 - The appraisal is conducted to make sure the purchase price you agreed upon, or the listing price you are asking, is correct with the market in the neighborhood and the contract amount.
 - If the appraisal comes in low, you may want to reduce the price to move forward with the sale.
 - The buyer has the option to pay the difference, but not many will.
 - Their mortgage will only cover the value of the appraisal.

Step Ten



- You want to call a few days before closing for utilities to be switched out of your name on your closing date.
- You are going to want to call gas, electric, phone, water, and cable.
- If you own a condo or townhome, the water and some utilities may be handled by the HOA.



Done!

■ Closing Day!

- You made it. Just a few more hours and you will hand over your keys and be on your way.
- You will get a wire or cashier's check for your proceeds. You can choose.
- Closing usually takes about an hour. Plan accordingly.
- All that is left is to move out.

CONGRATULATIONS





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Check out our website: thecreativerealtygroup.com