

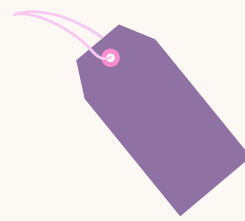


Six Tips for the Selling Process



Know Responsibility and Cost

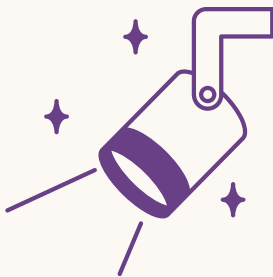
Cost generally associated with the sale of a home includes: Home preparations for the sale, hiring a Realtor, paying any agreed-upon closing costs, who's responsible for what, and potential repairs as negotiated by the buyers



Set a Price

This is part science, part marketing, and part instinct. Sales prices are based on: Similar properties in the same area, supply and demand, fair market value and owner needs.

Show Your Home



Mass Exposure of your home will get the best return on your investment. Some cheap ways to help spruce up the home are small cosmetic upgrades. Cleaning up clutter and hiding private info can help potential buyers picture themselves in the home.



Negotiate Offers

As the Seller, you are able to accept or deny any offer. You can also make a counter-offer. The offer is not binding until both parties agree on the terms.



Prepare for Closing

Several steps will need to happen when preparing for the closing. Some of these things are: Inspections, title search, property survey, sewer testing, final buyer walkthrough.



Attend the Closing

This is the final step when selling your home! The deed is delivered to the buyer, the title is transferred, title insurance policies and financing documents are exchanged. The agreed upon price is also paid. Cost may include: closing costs, transfer taxes and other fee.



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