

HOME *selling* THE PROCESS

at a glance



MEET WITH YOUR AGENT

Discuss strategies for prepping, pricing, and marketing your home
Consider locations, economy, and amenities
Understand difference between list and sale price



PREPARE TO LIST

Declutter, clean, and depersonalize
Create a neutral and open space
Enhance or improve curb appeal
Have professional photos taken



LIST YOUR HOME

Have home ready for open houses
Be flexible for showings
Put away all valuables, prescriptions, and documents



OFFER & NEGOTIATION

Review each offer & terms
Discuss what offer best serves your needs
You can accept, deny, or counter offers



UNDER CONTRACT

Buyer performs inspections, negotiate repair request
Buyer's lender will complete an appraisal
Fulfill all contract terms



FINAL DETAILS

Buyer's loan will be finalized
Buyer will confirm repairs, if applicable
Buyer will perform a final walk-through
Receive clear to close



CLOSING

Review and sign closing documents
Grant Deed is recorded and funds are disbursed
Hand over keys and celebrate



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Congratulations!
YOU JUST SOLD YOUR HOUSE

