The Selling Process

Select a REALTOR®

Establish Marketable Price + Terms

Prepare Home For Sale (Staging, repairs, etc)

Submit Property to MLS

Lockbox + Sign Installed

FOR SALE

Marketing and Promotion

JUST LISTED

Receive an Offer on your Home

Negotiate with the Buyer

Contract is Ratified

CONTRACT

Buyer's Inspections

Negotiated Repairs are Completed

Property is Appraised

Title Search

Move Out!

Final Walk Through Inspection

Attend Settlement

SOLD

Howard Hanna
WILLIAM E. WOOD

home **seller's guide**