

# Guide to Selling a Home



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# Preparing your home for sale



## Paint

Make sure all rooms have a fresh coat of paint in a neutral color



## Clean carpets

Have all your carpets professionally cleaned.



## Declutter

Not everyone has the same taste as we do and too many pieces of furniture in your home can cause your home to look small and may be unappealing to potential purchasers.



## Clean out the garage

Straighten, clean and throw away unwanted items before putting your home on the market.



## Landscaping

Make sure all of the landscaping is cut back and fresh, long unkept grass and plants that are not properly manicured will be unappealing from the curb. That could turn off a potential purchaser before they even walk into your home.



## Clean Drapes

Make sure all drapes are clean and all pet smells are removed from the home.



## Candles

If your having an open house a candle with a fresh scent may be appealing to visitors

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**Interview realtors and find one that works for you.**

Personalities are important, everyone has different ways of looking at things and it will be necessary to determine that you can work with the realtor you choose. They are going to give you advice and information about selling your home and the process. If you don't respect them or your personalities clash, then you'll become frustrated. There's a lot riding on who you choose to work with. Talk with your Realtor to determine the value of your home and what the costs will look like.

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## Start deciding where you will move to once your home is sold.

Will you be renting a home or purchasing a new home?

Are you moving out of the area or just relocating in the area of where you currently live?



Usually your Realtor will schedule an open house, set up advertising and market your home. Once an interested purchaser decides they might like to own your home they may write an “offer” to purchase your home. This will contain all of the terms they would agree to with respect to the purchase of your home. If you don’t like any or some of the terms you can make a “counter offer” stating what changes you would require in order to accept the offer and “ratify” or finalize the contract.

Once the contract is ratified steps start to happen to move toward the purchase/sale of the home and the “closing”. Items your responsible for when selling a home may vary depending on the offer/ratified contract. Typically you will be required to allow the purchaser to have a home inspection done on the home. At the home inspection the inspector may recommend some repairs. The purchaser will submit, to you, any repairs they require in order to purchase your home. You can agree to take care of these repairs or not or maybe some and not all. Typically as long as they are not outrageous the seller would take care of the repairs.



Once that is agreed to you will need to get in touch with the closing company to give them your current loan information so they can order payoff quotes to make sure the loans you have recorded against the home will be paid for completely and released from the title of the property.

You may be required to have certain certifications done to the home such as a well and septic test.

Most real estate contracts have standard clauses about these items and who pays for, orders and obtains them. If you are responsible for these items the closing company or your Realtor can help you with getting these ordered. If either come back that there is some type of problem the service company that did the testing can advise you as to the next step to resolve the issue.



You will need to schedule and reserve your movers once you have been given a closing date from your Realtor. This will be an estimated date when the contract is written and will become a little more defined once the purchaser makes loan application. Their lender will be able to advise more specifically how long it will take for them to get everything together for the closing of the loan and home.

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## Start packing!

Make sure you mark all of your boxes for the room they will eventually go into and what's in them that way you'll know exactly where to tell the movers to place the boxes when they get to your new home.



## Utilities

At this point you should be able to schedule for mail forwarding, disconnect and reconnecting of cable/satellite, phone, trash, electric and water. You don't want to disconnect your existing services, rather check with your agent to set up a transfer because when you disconnect services it may take the new purchaser several days to get these reconnected and that's just not nice.



## Closing Day!

Closing day is here. You will need to attend the closing to sign all of the documents necessary to transfer the ownership of your home to the new purchaser. At the closing you will need a government issued photo ID. Also if your Realtor has advised that you will need cash for closing you will not be able to write a personal check for this. More than likely the closing company will require a wire transfer from your bank account. With the large amount of fraud in banking it has caused most closing companies not to accept bank checks any longer. Check with them to make sure you are prepared properly. In order to initiate a wire transfer with your financial institution you will need wire instructions from the closing company. They will be able to email or fax the instructions to you or your bank. Your bank will probably require you come in and complete an authorization to wire the funds.



Now you'll just need to show up at the appointed date and time and review and sign the necessary documents. In some states you will receive a check or a wire can be sent as soon as closing is over. In other states the law requires the documents transferring ownership be recorded in the land records first before disbursing. Check with your realtor or closing company to find out how the proceeds will be disbursed. Enjoy the process and the move to your new home where your sure to make many new memories.



## Moving Day!

The big day is here and it's time to move. Make sure you have a box with things you may need the day of the move to put in your vehicle to carry with you. These items could include tape, scissors, pens, water for you and/or your pets, snacks for you and your children and pets and some cash for last minute needs.



**Thank you for letting Foote Title Group be your closing company of choice.**