THE SELLER'S ROAD MAP



There's no commitment required on your part for the initial meeting. It will be educational and help you identify your next steps.

2 ESTABLISH A PRICE

Your agent will provide a market analysis, which will help you set an asking price.

STRATEGIC PRICING

As difficult as it may be, it's important to review the market analysis and consider your home price objectively.

PREPARE YOUR HOME

View your home through the eyes of the buyer and ask yourself what you'd expect. Your agent will offer some useful suggestions.

4 LIST IT FOR SALE

When everything is in place your agent will put your home on the market. It's critical you make it as easy as possible for potential buyers to view your home.

SHOWINGS

potential buyers may ask to see your home on short notice. It's best if you can accommodate these requests, you never want to miss a potential sale.

5 OFFERS AND NEGOTIATIONS

If everything goes well, a buyer (and most often the agent who represents them) will present your agent with an offer.

CHOOSING AN OFFER

our agent will present the benefits and risks of each offer. You will have the opportunity to either accept or counter and offer based on its merits.

6

UNDER CONTRACT

At this point, you and the buyer have agreed to all of the terms of the offer and both parties have signed the agreement.



FINAL DETAILS

While under contract the buyer will work with their mortgage provider to finalize the loan and perform other due diligence.



CLOSING

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Lic#: S.0176745

REALTOR LYNDA VAN WIE

RUTHE REALTY, LLC Cell: 702-523-1667

Lyndavanwie@gmail.com www.SellsLVHomes.com



CONGRATULATIONS!
YOU'VE SUCCESSFULLY
SOLD YOUR HOME!