

MY HOUSE-SELLING CHECKLIST

1) Research

⇒ *Compare houses for sale in your neighborhood*

- Check out house selling websites to see what your neighbors have listed their house for. Remember, just because a house is listed for a certain price does not mean that is what it actually sold for!
- Find out where public records of home sales are kept in your locality and look up recent sale prices in your neighborhood.
- Drive by the houses that are for sale to check their condition to understand how yours will look to potential buyers.

⇒ *Decide on a price strategy*

- If you want to sell your house faster, consider selling at a lower price than your neighbors. Pricing higher may mean that you wait longer for your house to sell.
- Careful calculations may be necessary to establish a price that is both competitive and manageable for your long-term budgeting.

2) Find an agent

⇒ *Decide what type of real estate brokerage fits your price strategy*

- Do a cost-benefit analysis of full-service, fee-for-service, and flat-fee brokerages.

⇒ *Get recommendations from friends and family*

- Is there a name that comes up over and over? Reach out to them to see if they align your own budget and goals.

⇒ *Interview agents to find the best one to sell your house*

- Experience, enthusiasm, and ability are characteristics you should look for.

⇒ *Select your agent*

- Negotiate a contract, which may include the size of the agent's commission.

⇒ *Consider the pricing strategy together*

- Explain your goals and constraints for time and price.
- Listen to your agent's professional opinion but don't let them price the house too high or it will sit on the market.
- Set price parameters for your agent to use in negotiations with buyers.

3) Hire a home inspector

⇒ *Seek recommendations, look at online ratings and BBB score*

- Talk to family, friends, and neighbors, look at Yelp, Angie's List, and similar sites to learn about the contractor's reputation.

⇒ *Contact a home inspector and set up an appointment*

- Negotiate scope of services and price: will the inspector go onto the roof or into crawl spaces? Do you need radon testing? What about other toxic substances?
- ⇒ *Consider the impact of inspection results on the sale price of the house*
 - Talk to your agent about the findings. Remember, you'll have to disclose the problems that were found, whether or not you choose to fix them.
 - Consider repairs from the perspective of cost-effectiveness. Will your sales price increase if you fix the problems?
 - List repairs you decide to make in order of priority.

4) Make the necessary repairs

- ⇒ *Determine your budget for repairs*
 - Set a cost limit for each repair separately and for the entire project.
- ⇒ *Seek advice for repairs you haven't done before*
 - Consult with more experienced friends and neighbors, or look online.
- ⇒ *Purchase necessary supplies*
 - Consult with salespeople to find the best, most appropriate products.
 - Remember, comparison shopping takes a little time but also saves money.
- ⇒ *Do the work you can yourself*
 - Safety first! Take the necessary precautions to avoid chances of hurting yourself.
 - Plan carefully to make sure you have everything you need and you know how to accomplish your task. If you make a mistake, it could cost even more.
- ⇒ *Get recommendations for contractors to do the repairs you can't do*
 - Consult family and friends, online ratings, and the BBB.
 - Interview the contractor and, most importantly, ask if they have insurance. An uninsured contractor can cause more troubles than just draining your bank account.
- ⇒ *Negotiate with and hire contractors*
 - Start with price estimates and timelines for expected payments. You don't want to pay for the whole job up front and end up with shoddy work.
 - Make the scope of the work and time constraints crystal clear.
- ⇒ *Set schedule and expectations for contractors*
 - Make sure they have a plan for working around the packing and showing of the house.
 - You have to get the house on the market fast or you'll be selling it from another state, which adds even more complications to starting a new job.

5) Clean

- ⇒ *Scrub and polish every inch of the house*
 - Make sure attics and storage spaces are clear of clutter and junk.

- Replace missing or damaged decorative elements, such as moldings and knobs.
- Repaint where necessary.

⇒ *Stage your home*

- Consult with your real estate agent and specialized websites for guidance.
- Consider hiring a professional stager who knows the real estate market in your area.

⇒ *Maintain cleanliness and staging while packing and moving*

- Think strategically: move large, heavy items before polishing floors, shampoo the carpeting last.
- Remember, once you get the house clean, it has to *stay* clean, almost as if nobody lives there, because the real estate agent will want to show the house at a moment's notice.

7) Exit for showings

⇒ *Be ready to go at all times*

- Make an out-of-house activities plan every day, just in case.
- Keep a bag packed in the car with things the kids will need, like snacks and toys for the park.
- Don't forget to mop on your way out the door. You want the house to shine for every single showing.

8) Negotiate all offers

⇒ *Remember, an offer is only a starting position*

- Even after doing all the work, you may still get a lowball offer. That's when you need to negotiate. It's okay to keep your agent busy, that's what they're for!

⇒ *Your requirements may change as time goes on*

- Touch base with your agent often to make sure they are aware of your current thinking. As the need to move gets closer, your price expectations may change as well.

9) Prepare for the worst-case scenario: the deal doesn't go through

⇒ *Hold a post-mortem with your agent*

- Talk about what went wrong and needs to be done to make the sale next time.

⇒ *Set time parameters for the sale, as well as price parameters*

- If you know when you're almost at the end of your rope, you can start seeking alternatives.

10) [Contact Osborne Homes online](#) or give us a call at (559) 468-6149

⇒ *Recall the steps for selling your house to Osborne*

- Call Osborne Homes and schedule a visit

- Receive a cash offer
- Be on your way to a new life in a new state, with money in hand!