



Home Selling Checklist

Pre-Listing Your Home

Hire a real estate agent whom you trust and have confidence in. [Click here to research all the sales agents at Wallace-Tustin Realty.](#)

Ask your agent to create a Comparative Market Analysis, (CMA) for your property. This will determine the appropriate market value by comparing your home to other homes currently on the market and recently sold.

Prepare your home for the marketplace. Your agent can provide selling tips to make your home more “buyer friendly.”

Reduce clutter in your home. Anything that you will not be using before moving day should be boxed. If necessary have a garage sale prior to listing your home.

Fix obvious flaws. Your buyer will most likely do a home inspection, plan accordingly.

While Your Home Is On The Market

For showings, keep your home tidy and organized. Open blinds/curtains and leave lights on for buyers so they can see all the features of your home. Dogs should be removed during showings when possible.

All offers from potential buyers will be presented by your agent. Your agent will discuss the strengths and weaknesses of the offer along with the buyer’s qualifications. Your agent will also advise whether you should accept, reject, or counter.

Once an acceptable offer has been negotiated, your agent’s work has just begun. Home inspections, appraisals, relocation, mortgage approval, and closing will all be coordinated on your behalf.

Preparing For Closing

Secure an attorney to represent you.

Terminate utilities and insurance policies.

A final walk through will be conducted by the buyer prior to close. Be sure all personal belongings are removed at this time.

Attend the closing!