

SOLD.

Guide for Sellers



Sheneka Hamilton
Real Estate Advisor

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Selling your home can be a long and complicated process. However, it can be easier with the help of a professional Real Estate Agent. In addition to a great marketing plan, preparing your home and knowing what to expect throughout the sale of the home is key to a smoother real estate transaction.

I created this Home Sellers Guide to help you with the process by providing you with a checklist for closing on your home. Be prepared to keep your home show ready. Making a small investment can help you get more money on the sale of your home.

We will complete a walkthrough consultation on your home to make sure the tasks on this list are taken care of prior to putting your home on the market.

THE SELLING PROCESS

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1



PREPARATION

Assess and prepare your home for sale, including repairs, upgrades, and staging.

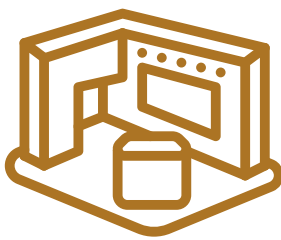
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MARKETING

Work with your real estate agent to market your home effectively, utilizing online and offline strategies.

3



SHOWINGS

Allow potential buyers to view your home through scheduled showings.

4



NEGOTIATION

Review and negotiate offers to reach mutually agreeable terms with the buyer.

5



CLOSING

Complete the necessary paperwork, transfer ownership, and finalize the sale at the closing.

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PREPARE YOUR HOME TO SELL CHECKLIST

To sell your home as quickly and for as much money as possible, invest some time and effort up front to prepare your house for showings.

INTERIOR: ROOMS

Kitchen

- Every surface clean
- Countertops organized
- Refrigerator spotless inside and out, organized, spoiled food discarded
- Light bulbs working
- Oven/stovetop clean, burner trays cleaned
- Sinks clean, faucets working properly and leak-free
- Garbage disposal in good working condition
- Cupboards/pantry spotless, organized
- Dishwasher clean and stain-free

Bathrooms

- Every surface sparkling clean
- Countertops organized, free of clutter
- Fresh soap and towels
- Sinks spotlessly clean, faucets working
- Tub and shower surfaces clean
- Shower curtain clean and in good repair
- Toilet extra-clean and working properly
- Closets organized and clutter-free
- Cabinets clean, personal items removed

Entryways and hallways

- Clean and free of clutter or obstructions
- Welcome mat(s) clean and inviting

Living room, dining room, bedrooms

- Everything thoroughly vacuumed/dusted
- Excess furniture removed
- Remaining furniture clean and in good shape
- Wood and other surfaces clean and polished
- Bookshelves organized and clutter-free
- Children's games/toys stored
- Small valuables removed/locked away
- Window coverings open for sunlight
- Mirrors clean and in good repair
- Ashtrays cleaned and kept out of sight
- Fireplace clean, logs/kindling stacked neatly

Closets and storage areas

- Clean and well organized
- Clutter and excess junk removed
- Clothes hung neatly
- Shoes and boots neatly stored/stacked

INTERIOR: COMMON ELEMENTS

Walls and ceilings

- Dirt, fingerprints or other stains removed
- Nail or thumb-crack holes treated
- Cracks, chips, water damage repaired
- Painted in neutral, light colors

PREPARE YOUR HOME TO SELL CHECKLIST

To sell your home as quickly and for as much money as possible, invest some time and effort up front to prepare your house for showings.

Floor (carpeting, tile, linoleum, hardwood)

- Dirt or stains removed
- Excessive wear or damage fixed
- Area rugs clean and stain-free
- Carpeting replaced, if needed

Doors

- Dirt, fingerprints or other stains removed
- New paint if needed
- Doors open/close easily without squeaks
- Locks/handles secure and working

Windows

- Glass sparkling clean/chip- and crack-free
- Windows open/close easily
- Latches/handles/locks secure, working
- No Dirt and fingerprints on frames or sills
- Screens clean and without holes
- Storm windows in good condition

Window coverings (curtains, drapes, blinds)

- Clean and free of dirt and stains
- No excessive wear or sun damage
- Open/close easily, hardware works good

Lighting

- All bulbs are working properly
- No broken switches, exposed wiring
- Table and floor lamps working properly
- New lighting to make a room feel more inviting, if needed

Pet areas

- Clean & organized pet bowls
- Pet toys stored out of the way
- Pet stains and odors removed
- Pet bedding and blankets washed

EXTERIOR

Yard and environment

- Driveways, sidewalks clear of snow, ice
- Lawns mowed/edged regularly
- Large bare spots repaired
- Leaves removed from lawns and flower beds
- Trees pruned, hedges trimmed
- Flower beds weeded and tidy
- Dead plants replaced?
- Lawn furniture clean, organized, good repair
- Bicycles, children's toys stored out of the way
- Firewood organized

Structures

- Exterior surfaces clean, in good condition
- Front-door exterior clean and inviting
- Gutters and downspouts clean/good condition
- Gates open/close properly, hardware working
- Fences/decks in good repair and in good condition
- No junk
- Sidewalks and walkways in good repair
- Driveway clean, in good repair

Pricing Checklist



I'll provide a CMA (Comparable Market Analysis) that will help you to determine average sales price of similar homes in your neighborhood.



List any repairs that will be addressed. Obtain estimates for needed repairs.



Make a list of features/updates that will sell your home.



If available, provide a copy of the appraisal when your home was purchased.



Review the Sellers Net Sheet to arrive at an estimate for net proceeds.



Determine if upgrades or staging is needed

Have a question? Call me at 901-239-0826



Closing Process Checklist

Closing on your new home is the final and most exciting step. This checklist will help you ensure that everything is in order for a smooth closing experience.

REVIEW CLOSING DISCLOSURE:

- Confirm all financial details are accurate a few days before closing.

FINAL WALKTHROUGH:

- Inspect the property one last time, ideally 24 hours before closing.

CLOSING COSTS:

- Prepare to pay closing costs, typically 2-5% of the home's purchase price.

REQUIRED DOCUMENTATION:

- Bring all necessary documents, including photo ID and proof of insurance.

PAYMENT METHOD:

- Arrange for a cashier's check or wire transfer to cover closing costs.

UNDERSTAND THE PAPERWORK:

- Familiarize yourself with the documents you'll be signing, like the mortgage agreement and deed.

ASK QUESTIONS:

- Don't hesitate to ask your agent or attorney any last-minute questions.

KEYS AND ACCESS:

- Ensure you receive all keys, codes, and access devices for the property.

RECORD KEEPING:

- Keep copies of all closing documents for your records.

Have any questions? Reach out at sheneka@shenekahamilton.com

Moving Essentials Checklist

- Transfer Utilities to new location
- Turn Off/Transfer Water Bill
- Arrange Cable/Internet Service at new location
- Arrange Alarm/Security Service at new location
- Review Title Company's Monetary Policies/Instructions
- Bring an unexpired Photo Id for the title company
- Schedule Movers
- Arrange Cable/Internet Service at new location
- Fill out change of address card with postal service
- Make arrangements on any home warranty policies
- Notify family and friends of new address
- Finalize any HOA dues
- Transfer all keys to the new homeowner
- Make a list of security alarm codes for new homeowner

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Got Questions? Let's chat!

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