

SELLER TIMELINE

Your Step-by-Step Guide from “Thinking About Selling” to “Moving Day”

1

Decide to Sell



Decide your goals, timeline, and why you're selling.

2

Prepare the Home



Clean, repair, declutter, and stage your home.

3

Determine Value



Research the market or request a Comparative Market Analysis (CMA).

4

Price the Home



Choose a competitive price based on market data and current competition.

5

Market the Property



Use photos, online marketing, signs, open houses, and social media to attract buyers.

6

Receive Offers



Review offers, negotiate terms, and choose the best one.

7

Inspection



The buyer inspects the home and may request repairs or credits.

8

Appraisal



The lender orders an appraisal to confirm the home's market value.

9

Closing



Sign documents, transfer ownership, and receive your proceeds.

10

Move



Pack, move into your next home, and celebrate your successful sale.

Selling a home doesn't have to be overwhelming. Following a clear process helps you make informed decisions every step of the way.