

The Selling Process

So you want to sell your home? I'd like to help. Here are a few simple steps that you can take to insure you have a positive home selling experience.

Step 1 - Hire a REALTOR

Most homebuyers find their new home through a real estate agent. When you hire Vicki Kuhn to represent your interests in the sale of your home, you hire a seasoned professional who will help assure that you net the greatest possible equity in the shortest amount of time. Interviewing REALTORS is an excellent way to determine if that individual is the best fit for you.

Step 2 - Walk-through/CMA (pricing)

Vicki will walk through your house taking detailed notes, and then do the necessary research to determine the market value of your home. In addition, Vicki will give specific suggestions and recommendations that will help to sell your home for the greatest amount of money in the least amount of time.

Step 3 - Prepare Your Home for Sale

Properly preparing your home for sale is very important in making a good "First Impression" to the prospective buyer. It can also help a house sell more quickly and for more money. Check out the list of items to do to prepare your home for sale in the "Prepare your home for sale." link.

Step 4 - Listing Paperwork/Getting It on the Market

This is when all the paperwork including property information, disclosures and listing contract is signed. As soon as the signatures are acquired that is when the fun begins...

Sign is placed in the yard

Lock box containing a key, is placed on the property.

Data from the aforementioned paperwork is entered into the Triad and Carolina MLS systems at which point your home is considered an "Active" Listing.

A Photo session (and Video session with Ariel for larger properties) will be scheduled, and then loaded onto web sites and the MLS systems.

Your specialized marketing program begins.

Step 5 – Preparing for Showings

There are many hints and tips for preparing your home for showing appointments. Check out the "Preparing your home for showings" link. This link provides a guide of things to do when a showing appointment has been made to preview your home. After each showing, the showing agent is contacted for feedback, primarily to get the buyers opinion of the property and just to make sure we are in the best condition and price for the market.

Step 6 - Offer

The most important time in a transaction is when an offer comes in. Vicki is an expert negotiator and will help guide and advise you through this process of evaluating, negotiating and accepting an offer.

Step 7 - Contract to Closing

Once an offer has been negotiated and signed by all parties, the hard work really begins. (Yes, believe it or not, it's been easy up to this point)

The Due Diligence Period begins, Inspections are ordered, and repairs are negotiated and completed

Escrow is opened at the negotiated Closing Attorney's office, at which time a title search is done

Loan approval is obtained working through a mortgage broker

Appraisal is ordered

Documents are ordered and assembled

Closing packets are sent to the Closing Attorney by the Underwriter

HUD Closing Statements are sent out

CLOSING DAY is here!

Signing of documents by both buyers and sellers

Funds exchange hands

Documents get recorded and keys are given to new owners!

Step 8 - Move-Out

You move out and the buyer moves in!