

## Selling Your Home? A Primer on the Process

By **Lisa Hall**

*Your Professional Real Estate Expert*



As a Realtor<sup>®</sup>, my clients often ask me how to get started in selling a home? People wonder how the home selling process works and are sometimes confused about where to begin and what to expect.

There are three basic steps in the process. The first step is the listing, the second step is the negotiations and the third step is escrow and closing. Your Realtor<sup>®</sup> should help guide you through these steps and explain the process to you at each step. I know I personally like to update my clients at least weekly and let them know what will happen next as I go through a transaction.

When you list your home, first of all never be afraid to interview and meet with a few Realtors<sup>®</sup>. Your Realtor<sup>®</sup> will represent you and the two of you will have to work very closely together. You want to make sure you are comfortable with the Realtor<sup>®</sup> you select. Once you list you will need to have your home ready for showings and perhaps arrange for your Realtor<sup>®</sup> to hold your home open. This can be a bit hectic as you must be ready to show your home any day of the week. However, if your home is priced correctly, it will only be a short period of time before you are “in contract”.

Once your Realtor<sup>®</sup> receives offer(s) on your home he/she will then review them and meet with you to discuss them. You and your Realtor<sup>®</sup> will then decide if there are any items you'd like to counter-offer back or ask for changes to the buyer's offer. Usually buyers and sellers will need to negotiate when they will close, what the move out day will be, items like price, and who will pay for inspections. I try very hard to listen to my clients' needs from the start so that I understand the terms they need and can determine what items need to be negotiated. When I arrive at the appointment to go over their offer I'm prepared.

The last and most exciting step involves the escrow and closing process. During this time period your Realtor will make sure that all paperwork and inspections are completed. Your Realtor<sup>®</sup> will work closely with the title company and your lender to make sure that everything goes smoothly. I always make sure my clients know what still needs to be completed before closing. At this point you should be packing and planning for your move. The final step in this process will involve a trip to the title company to sign papers for your successful close. Once the papers are recorded at the county recorder's office, the keys go to the buyer!

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