

# A GUIDE TO SELLING YOUR HOME

## 1. STAGING

If you want to get the most for your home, proper staging and decluttering is crucial. This could also include, but is not limited to: landscaping, painting, and decorating.



## 2. SHOWING APPOINTMENTS

While it may be inconvenient, sellers need to be ready to leave their home quickly to accommodate appointments and showings. Keep your house in tip-top shape as first impressions are important. Make arrangements for pets in advance.



## 3. HOME INSPECTION

The purchaser of your home may ask for a home inspection. The cost and choice of the inspector is incurred by the purchaser. Remember, you should not be present for the inspection of your home.



## 4. TERMITE INSPECTION

According to the contract, the seller is required to have a termite inspection within 30 days of closing. Your Realtor can help you set this appointment.



## 5. SELECT REAL ESTATE ATTORNEY

Select an attorney to prepare the deed and seller documents in order to transfer the property to the purchaser at closing. Be sure to inform your Realtor of the attorney's name and contact info.



## 6. SIGN DEED & SELLER DOCUMENTS

Prior to closing, meet with your attorney to sign relevant documents. Bring a photo ID. Your attorney will have these documents delivered to the purchaser's attorney as they must be present at closing.



## 7. PROCEEDS

Let your Realtor know prior to closing how you would like to receive your proceeds. Note: in accordance with VA law, the proceeds cannot be disbursed until the recordation of the deed.



## 8. MOVERS

Contact moving companies to get estimates, and then schedule a moving date with your preferred vendor.



## 9. UTILITIES

All utilities (except for TV & phone) must be left on until the day of closing. Be sure to contact all service providers and set up installation/connection dates. Here is a helpful list of important services:

- Water & Sewer
- Electric | Gas
- Internet | TV | Telephone
- Trash | Recycling



## 10. WALK-THROUGH

The purchaser will conduct a final walk-through of your property immediately prior to closing. The property must be "broom swept" at a minimum. As a courtesy, if you have appliance manuals or other instructions, leave them in a noticeable location.

