

Your Home Selling Guide

A step-by-step guide to selling your home



SELLER'S ROAD MAP

1

FIND A REALTOR

Choose a local expert with a strong track record to be in your corner! Work with your agent to set the best listing price based on market analysis.

2

PREPARE HOME FOR SALE

Declutter, depersonalize and make planned repairs to leave a good first impression. Consider staging to enhance appeal.

3

MARKETING

Collaborate with your agent on an agreed marketing plan. Your agent will showcase your property online via the MLS (Multiple Listing Service) and various online platforms.

4

SHOWINGS & OPEN HOUSES

Your agent will schedule showings and host open houses for potential buyers (to suit your schedule).

5

NEGOTIATE OFFERS

Review offers with your agent, negotiate terms and conditions with buyers, and consider counteroffers if necessary.

6

ACCEPT AN OFFER

Once you've reached mutually agreeable terms, accept the offer in writing.

SELLER'S ROAD MAP

7

DISCLOSURE & ESCROW

Provide necessary disclosures about your property's condition and history as required by law. Your Tucker agent will open an escrow account with a title company where both parties will deposit earnest money.

8

INSPECTIONS & APPRAISALS

Allow inspections and appraisals, per the contract. Address any repair requests or concerns.

9

FINALIZE THE SALE

Work with your agent to fulfill any remaining contract conditions. Sign necessary paperwork and coordinate with the title company.

10

CLOSING DAY

Attend the closing meeting to sign the final documents. Transfer possession of the property to the buyer.

11

POST-CLOSING TASKS

Cancel utilities and transfer any necessary accounts. Notify your post office of your address change. Organize help for packing and moving.

12

CELEBRATE

Give your agent feedback. Plan the next steps, such as purchasing a new property or relocating.

FIND YOUR AGENT

Ensure you find the right agent by asking these key questions to evaluate their expertise and suitability for selling your home.

EXPERIENCE

- How familiar are you with the local Utah market?
- How many years have you been in the real estate business?

TRACK RECORD

- What is your average time to sell a home?
- Can you provide references from past clients?

MARKETING STRATEGY

- How do you plan to market my home?
- Which platforms will you use?

COMMUNICATION

- How will you keep me updated throughout the process?
- What is your preferred method of communication?

FEES & SERVICES

- What are your commission fees?
- What services are included?



PREPARE YOUR HOME FOR SALE



Preparing your home for sale is essential to attract buyers and get the best price. Increase the curb appeal outside and declutter inside. Create a sense of space and remove personal items so buyers can envision themselves living there. Deep clean carpets, windows, and surfaces and complete planned repairs.

Staging your home further boosts its appeal. Arrange furniture to highlight each room's best features and create a welcoming space. Use neutral colors and minimal decor to make your home more universally appealing. Let in natural light and add mirrors to enhance the sense of space.

Ensure your home smells fresh and inviting. These preparations can significantly increase your chances of a quick sale at a desirable price.

SHOWINGS & OPEN HOUSES

SHOWINGS

We will arrange private showings at convenient times, ensuring your home is presented in the best light. Buyers can only walk the home if they are accompanied by their legal real estate representative.

You can choose how often and at what notice buyers can book showings. Your home doesn't have to be 'perfect' for all showings, but a clean, uncluttered space allows buyers to consider the home without distractions.

OPEN HOUSES

Our team will host open houses to attract multiple potential buyers, providing them with detailed information and a guided tour.

Open Houses typically occur on weekends or evenings (after work hours) to optimise attendance. We work with you to find options that work with your schedule.



NEGOTIATE AND ACCEPT OFFERS

After listing your property, you'll receive offers from buyers, including their proposed price and any conditions. Review these offers and negotiate terms if needed.

Once you accept an offer, both parties sign a contract, and the buyer provides earnest money as a deposit. The buyer then completes any required inspections and secures financing.

After resolving any contingencies, you proceed to closing, where final paperwork is signed and ownership is transferred.



ESCROW & DISCLOSURES



You must provide a disclosure statement that outlines any known issues or defects with the property. This document ensures transparency and helps buyers make informed decisions, potentially avoiding legal disputes later.

Alongside this, an escrow account is established to manage the funds and documents involved in the transaction. The escrow agent holds the buyer's deposit and the signed purchase agreement until all conditions of the sale are met, including inspections and financing approvals.

This process protects both parties by ensuring that neither side receives the funds or property until all contractual obligations are fulfilled.

INSPECTIONS & APPRAISALS

After you accept an offer, the buyer typically arranges for a home inspection, where a professional evaluates the property for any issues or defects that might affect its safety or value. The inspection report can lead to further negotiations if significant problems are discovered, potentially resulting in repairs or price adjustments.

Concurrently, an appraisal is conducted by a licensed appraiser to assess the property's market value. The appraisal ensures that the buyer is paying a fair price and helps the lender confirm that the loan amount is appropriate for the property's value.

Both the inspection and appraisal can impact the final sale terms, influencing whether repairs are needed or if any adjustments to the purchase price are required before closing.



FINALIZE THE SALE & CLOSING DAY

After all contingencies, such as inspections and appraisals, have been addressed, the transaction moves towards finalization. This involves reviewing and signing the final paperwork, including the deed and settlement statement, which outlines the financial details of the sale. Any remaining funds, such as the buyer's down payment and closing costs, are transferred to the appropriate parties through escrow.

On closing day, both the seller and buyer meet to complete these transactions, with the buyer officially paying the agreed purchase price and the seller transferring ownership of the property.

Once all documents are signed and the funds are properly distributed, the sale is officially completed, and the buyer receives the keys to their new home.



MOVING TASKS

CANCEL UTILITIES

Inform all utility companies (electric, gas, water, trash, etc.) of the change in ownership and arrange for a final meter reading and bill if needed.

TRANSFER ACCOUNTS

Update your address with the postal service, banks, credit cards, and other important institutions. Contact your insurance provider to cancel your homeowner's insurance policy as of the closing date.

ORGANIZE MOVING

Arrange for packing and moving services to help with your relocation.

CELEBRATE

Congrats! You've sold your home. Take time to relax and enjoy this significant milestone.





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