

Use the Home Selling Checklist below to assist you in the process from beginning to end. Our agents at Coccoma Real Estate are available to walk you through the checklist and answer any questions you may have. **Contact us today!**

PREPARING TO LIST THE PROPERTY

- **Walk through your property with your Realtor.** They will make recommendations to prepare your property for sale both inside and out.
- **Complete any minor repairs needed** on your home to improve the buyer experience
- Fix any structural defects, building code violations, and safety issues that the **seller may be responsible to fix.**
- If you are financially able to make the above repairs, you may want to have **pre-sale home inspection completed.**
- **Your Realtor will prepare a Competitive Market Analysis ("CMA")** that will estimate the market value of your property. Condition, presentation and comparable sales in your area are some factors that are considered
- **Your Realtor will discuss the marketing plan with you.** Coccoma Real Estate uses state of the art marketing for maximum exposure.
- **Complete the listing agreement** with your Realtor.

WHAT TO EXPECT WITH AN OFFER

1. **Review your offer(s). When choosing an offer, price isn't the only consideration.** Other factors may include buyer's ability to purchase, amount of deposit, type of financing, closing date, and any additional contingencies that will have an influence on your decision.
2. **Your Realtor will assist** with walking you through each offer and its contingencies.
3. **Negotiate.** Your Realtor will assist in negotiating an offer that will result in the best outcome for you.



WHAT TO DO AFTER YOU ACCEPT AN OFFER

1. **Notify your attorney** you have an accepted offer and a signed contract.
2. **Inspections may be completed** for your property, unless waived by the buyer
3. **Review and negotiate** the Notification of Unsatisfactory Inspection from the buyer with your Realtor, if applicable.
4. **Complete all agreed** upon unsatisfactory inspection repairs, if applicable.
5. **Wait for the Mortgage Contingency to be satisfied.** You may want to start packing!

PREPARING FOR THE CLOSING

- Prior to the walkthrough, **all belongings must be moved out and the property** left in broom swept clean condition.
- **Notify all utility companies that you're moving**, so they may be transferred to the buyer(s).
- **Leave all owner manuals and instructions** for the new owner(s), if available.
- **Bring all keys and garage door openers** to the closing for the buyer(s).
- **Sign on the dotted line!**



CONGRATULATIONS!

ON THE SALE OF YOUR PROPERTY!

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