

# The Home Selling Process

**1 Talk to a Real Estate Professional:** Discuss strategies for prepping, pricing, listing, and marketing your home.

**2 Establish a Price:** Your agent will research comparable sales in your neighborhood which will help you set an asking price.

**3 Prepare Your Home:** Clean, declutter, improve curb appeal, and use some staging techniques that highlight your home's best features.

**4 Order Title:** Once details are ironed out and a purchase agreement is signed, Upward Title & Closing will order title and lien searches, and work toward the contracted close date.

**5 List & Show Your Home:** Your agent will put your home on the market and arrange an open house. Be as flexible as possible for potential buyers to view your home.

**6 Negotiate & Accept an Offer:** When a buyer submits an offer, you'll have the opportunity to accept, decline, or counter offer.

**7 Appraisal & Home Inspection:** Cooperate with the buyer's appraiser and home inspector. In some cases, a buyer might request repairs, or negotiate the price or closing costs.

**8 Final Details:** Payoff details are obtained for the existing mortgage and any other debts secured by your house, including property taxes.

**9 Closing:** The documentation required to convey the property to the buyer is prepared. Once the documents have been signed and the buyer's or lender's funds are received, Upward Title & Closing will disburse the funds and coordinate the recording of the documents necessary to transfer ownership.



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