



**WE'VE
GOT
SELLERS
COVERED**

**JAKE
PARNIN**

REALTOR® • INDIANA HOME EXPERTS

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CENTURY 21
Bradley Realty, Inc.

THE PROCESS

LET'S FIGURE OUT THE WORTH OF YOUR HOME

Your agent utilizes local data and area comps to help determine the most optimal listing price for your home.

GET YOUR HOME READY TO SELL

A lot of legwork goes in to preparing your home for a sale, for more information, check out the next section of this packet, Preparing to Sell.

HOME INSPECTION

A home inspection is an examination of the condition of a home. A report is issued, and repairs may be requested by the buyer.

APPRAISAL

Now that your listing is "pending", an appraisal will be conducted on your home. An appraiser will consider the location, quality and condition, and any special features of the home, to provide an estimate of the true value of the home.

NEGOTIATE REPAIRS AS NEEDED

In the event your inspection report calls for repairs, your agent will work with you and the buyers' agent to determine the best course of action.

CLOSING

Closing on a home is typically hosted at the title company. At the closing table you will sign title and closing documents to finalize the sale of your home.

MARKET YOUR HOME

You can learn more about our marketing strategies in the Meet The Indiana Home Experts section of this packet.

SHOW YOUR HOME

During the showing process, there will be a few things to keep in mind before each showing for more information, check out the next section of this packet, Preparing to Sell.

ACCEPT OFFER

After securing the best deal for your home, your agent will walk you through accepting the offer, leading to the next domino effect.

RECEIVE PURCHASE OFFERS AND NEGOTIATE

Your agent will be your quarterback, helping you decipher each bit of an offer and guiding the next play. Don't worry, you can leave the heavy negotiating to the Experts.

SOLD!

Congratulations, your house is sold! Don't forget, we have a free moving truck!