



Selling Your Home: A Step-by-Step Guide

Capitol & Summit Real Estate

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Timeline



Get Your Affairs (and House) in Order

1

Check your
current home
value

2

Calculate
your equity

3

Estimate your
net proceeds

4

Begin packing
and
decluttering

Find a Top Local Real Estate Agent



Set a Price for Your Home

Order

Order a home inspection

Review

Review your comparative
market analysis (CMA)

Balance

Balance data with
market intuition

Price

Factor in online price
ranges

Prepare Your Home for the Market

- Make smart repairs — skip unnecessary upgrades
- Declutter room by room
- Deep clean now, light clean before showings
- Boost curb appeal
- Stage your home to feel warm and inviting
- Maximize natural light
- Capture high-quality listing photos



Market and Show the Home



Promote your listing
online and offline



Stay flexible and
ready for showings



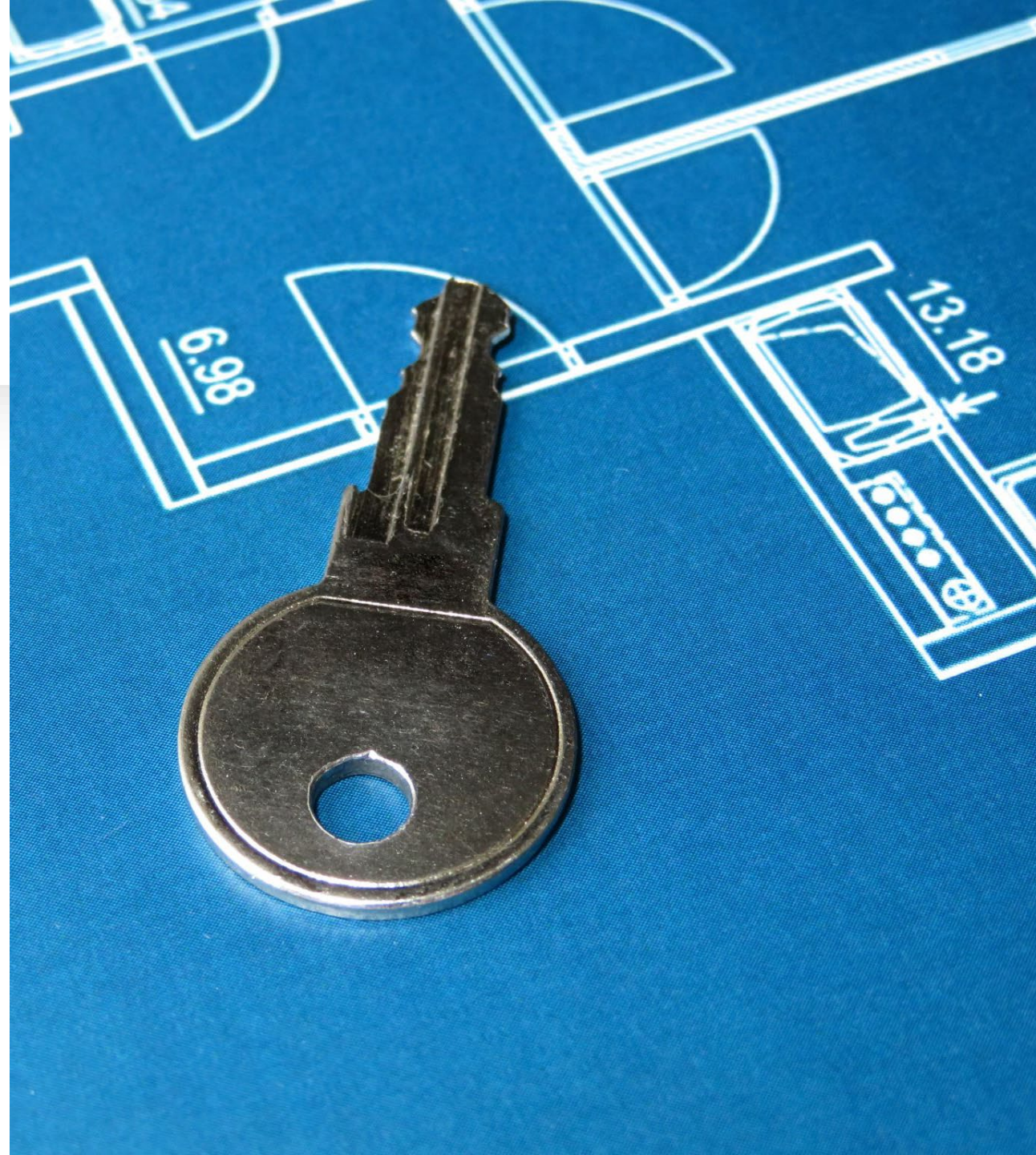
Use a last-minute
cleaning checklist



Review offers and
choose the best one

Complete the Due Diligence Period

- Pass the home inspection
- Prepare for the appraisal
- Ensure a clear title
- Handle any required repairs
- Plan to vacate by closing
- Get ready for the final walkthrough



Close the Sale and Move Out



REVIEW THE
SETTLEMENT
STATEMENT



RECEIVE YOUR
PROCEEDS



CHECK IF YOU OWE
TAXES ON THE SALE



TRANSFER UTILITIES



UPDATE YOUR
ADDRESS AND
FORWARD MAIL

Congratulations on Selling Your Home!

Questions?