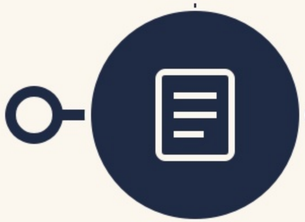
HOME SELLING PROCESS

with Home Sweet Cohen

1. Interview agents and sign a listing agreement

2. Set your price

- Review the comparative market analysis (CMA)
- Confirm your mortgage payoff and estimated net proceeds





3. Prepare your home for sale

- Declutter, deep clean, and make discussed repairs

4. Pre-listing inspection

5. Complete the Seller's Property Disclosure Statement

6. Photo day

7. GO TO MARKET

8. Host showings and schedule open houses

9. Review offers with your agent

10. Negotiate price and terms





11. OFFER ACCEPTED

12. Sign the agreement of sale

13. Buyer's deposit goes into escrow

14. Allow access for the buyer's inspection

15. Negotiate repairs or credits

16. Buyer's appraisal and loan approval

17. Review title report and closing figures

- Confirm your mortgage payoff
- Schedule utility transfers

18. Complete agreed upon repairs

19. Prepare for the buyer's final walkthrough

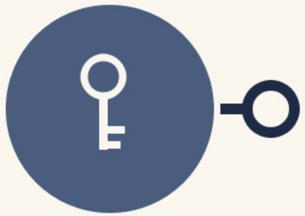
- Clean the home and remove all belongings

20. CLOSING DAY

21. Sign the deed and closing documents

22. Receive your sale proceeds





23. HAND OVER THE KEYS

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