



**FINE POINT  
HOMES**  
• Real Estate •

# So You Want to Sell Your Home?

First off, congratulations!

Selling your home is a big step. Mixed in with all that excitement can, of course, be some anxiety. This is where Fine Point Homes Real Estate comes in.

Our team believes in cutting through that confusion. We simplify the process and stay in touch throughout each step so you always know what's next. By demystifying home selling, we create an experience that matches your big accomplishment: enjoyable and fun!

## The Process

### 1. PLANNING

- To better serve you, we first need to understand exactly why you want to sell and what you are looking for in return. Together, we will look at the current real estate market and create a game plan that takes pricing and timing into account.
- In order to get the most value back from your home, we need to:
  - make any updates and repairs that could hamper the value
  - get a pre-inspection completed
  - professionally stage the house
  - have the house professionally photographed
- With the game plan ready and the house prepped, we can go live once we have a survey and notarized T-47 in hand, along with the Seller's Disclosure and a list of any upgrades or selling points of the home.

### 2. GOING LIVE

- Let's sell your house! Your home will go live on a Thursday morning. At this point, we will have a lockbox on your door for agents and a sign in the yard to start garnering interest. As showings begin, we work to get feedback from the potential buyers which will guide us in our negotiations.
- With offers coming in, we will start negotiations with our potential buyers. This includes everything we want included in the offer for your home: the sales price we're comfortable with, a closing date, whether or not you need a leaseback, the option period and title policy and any non-realty items or exclusions. Once we have the offer we want to accept, it's time to execute the contract.

### 3. SELLING YOUR HOUSE

- We've accepted an offer and have an executed contract in hand. Now, we start the option period which is the time frame where the buyer does their due diligence on the home and has the option to back out of the contract. During this time:
  - the buyer conducts general and specialty inspections
  - we negotiate repairs or money back to the buyer
- Once we've agreed to any items with the buyer and get through the option period, we move to "pending." At this point:
  - the lender performs the appraisal & completes underwriting
  - HOA documents are delivered to the buyer if applicable
  - the title company conducts their title search
  - we complete any negotiated repairs
  - we receive a clear to close (CTC)
- It's closing time! The buyer will conduct a final walkthrough of the home. As long as everything is ready, we will sign documents at the Title company and your house will officially be sold. Of course, we will need to have you moved out either the day before closing or based on a negotiated leaseback.

**Congratulations,  
you've sold  
your home!**

# Key Details to Remember

Net Sheet: This spreadsheet is designed to help you understand roughly how much money you can expect to net in a home sale.

## Sales Price

- Mortgage owed
- Closing Costs: (~8-9% of sales price)
  - » Commission to both listing and buyers agents
  - » Prorated property taxes from January 1 - closing day
  - » Title fees (~\$1000)
  - » Title Policy (~1% of purchase price)
  - » HOA transfers (if applicable)
- = Net take home profit

## Seller Net Sheet

Sales Price		
Mortgage Owed	-	
Closing Costs	-	
Estimated take home profit	=	



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