

29

Ways It Pays To Work with a Realtor®

Thinking about buying or selling a home on your own? Consider all the steps you'll personally have to complete:

DETERMINE HOW MUCH YOU CAN AFFORD.

Price existing home without the input of market expert.

Check credit report.

Arrange home and pest inspections on new home.

Find attorney to draft contract.

Negotiate terms of sale or purchase, including repairs or concessions.

Put existing house on market.

Review and approve contract.

GET SIGNED CONTRACT TO SELLER.

Decide where to advertise to reach best potential buyers.

Hire attorney or title company to complete closing research.

Choose mortgage lender.

Host open houses to sell existing home.

Schedule appointments to show current home or to see new ones.

Hire surveyor to survey property.

FIND NEW HOME WITH ALL THE FEATURES YOU WANT.

Order title search.

OBTAIN TITLE INSURANCE.

Investigate school system.

Research neighborhoods and local amenities.

Review and approve closing costs.

Analyze comparable home sales and make offer on new home.

Consider offers for current home.

Obtain homeowners' insurance.

Conduct final walk-throughs of home.

Review homeowners' association documents for new home.

Coordinate closing with lender, title company and customer.

Review and sign closing documents.

Meet home and pest inspectors for review of current home.