



TIMELINE FOR GETTING YOUR HOME READY TO SELL

2 MONTHS

- Start visiting open houses
- Research what homes are selling for
- Research what homes are available for sale
- Start cleaning out closets, drawers, and garage
- Making repairs

1 MONTH

- Start working on marketing material
- Measure room sizes and verify square-footage of home and lot
- Write description of your home include short paragraph of why it is special
- Photograph home
- Order custom sign
- Makes sure address is visible from street
- Work on exterior curb appeal

2 WEEKS

- Create and print brochure (include sales price and exclusions)
 - Color copies for potential buyers who set appointments
 - Black and white copies for information tube attached to yard sign
- Fill out a seller's disclosure and make copies to attach to your marketing material

1 WEEK

- Social media blitz
 - Post on Facebook, twitter, etc.
 - Email blast asking for friends to forward if they know of a potential buyer. Also, don't be afraid to ask friends to post to their Facebook pages as well.
- Have voicemail set up if you are not home with brief description and price

LISTING DATE

- Post home on web
- Put sign in yard