

We're here to help you
every step of the way!

Decisions & Preparations 1

First Meeting

Your journey begins as you meet with your Chapman-Richards agent to talk about what changes in your life or lifestyle are prompting you to sell your home or investment property.

The Selling Plan

Your agent will help you determine a selling plan. This includes reviewing market conditions and the tools available to evaluate the market at your desired price and the condition of your home.

Staging Your Home

You cannot change the location, square footage, or number of rooms in your home, but you can change the condition. Painting, fresh décor, decluttering, repairs, and landscaping can help make your home more appealing to potential buyers.

Listing Paperwork

This is where you officially partner with Chapman-Richards and one of our professional agents to legally and officially put your home on the market for sale.



Marketing & Pricing 2

Quality Photography

Over 90% of buyers search online, and it may be the only opportunity to stand out from your competition on the market. High quality photos are critical to a successful presentation to any potential buyers.

Market Exposure

In addition to the Multiple Listing Service (MLS) that agents use to locate homes for their clients, your home should be viewable to consumers and buyers on reputable real estate websites.

Chapman-Richards' website updates from the MLS and notifies potential buyers of new information 7 days per week. We also place our listings on the web's most visited sites, ensuring your property gets the greatest possible exposure.

Showings

After agents and buyers see your home online, they often want to see the home in person to get a much better feel for whether it could be their next home. You'll want to ensure your home is clean and tidy before you leave the house for any showings.

We also recommend if you have pets that you take them with you during showings, to avoid any potential issues, as some potential buyers may not be comfortable around them.

Price Adjustments

Price adjustments sometimes may occur as part of the process depending on market conditions.

Offers & Negotiations 3

Offer Presented

When a buyer wishes to place an offer, their agent will contact your Chapman-Richards agent, who will then present the offer to you for review.

Negotiations

Because buyers and sellers are not always on the same page, negotiations are typical in the journey—having an expert to help advise you in the negotiation phase can be critical.

Accepted Offer

After an offer has been accepted, you are legally obligated to disclose all known information that may impact the property.

Your agent will provide you with a Seller's Property Condition Disclosure (SPCD) Form, which you will complete and sign. Your agent will forward a copy of the SPCD to the buyer's agent.

Timelines

The accepted offer between you and the buyer is a legally binding contract, with specific timelines and dates for completion of tasks.

Both the buyer and the seller must adhere to these timelines or request an extension of time in order to maintain the integrity of the contract. Getting through this period generally leads to closing and the official sale of your home.

“Best real estate experience ever! I've been buying and selling for 40 years and I was very pleased with the professional handling of my transaction!” - Chapman-Richards Client

Due Diligence & Closing 4

Title and Escrow

The property you are selling needs to be correctly identified and clear of all legal issues. This benefits everyone; the seller, the buyer, and the buyer's lender. The title company, acting as a neutral third party in the transaction, will ensure this is done.

Inspections

Inspections uncover issues that may be hidden from casual observation. These may be minor or they may be major enough for the buyer to cancel the transaction.

The buyer will state in their offer which inspections they would like to perform during their due diligence period. Most inspections are paid for by the buyer and are conducted by licensed inspectors and/or contractors.

Repairs

If a Repair Allowance is part of your agreement with the buyer, it is common for the buyer to request that you make repairs based upon the inspection report.

Closing

On the scheduled settlement date, after you have signed all of the paperwork, the title company sends the legal documents to the county recorder's office.

Once recording is confirmed with the title company, you'll receive your closing paperwork and funds and will have completed a successful sale of your home!

