

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.		Arrange home and pest inspections on new home.	Negotiate terms of sale or purchase, including repairs or concessions.
Price existing home without the input of market expert.	Check credit report.	Find attorney to draft contract.	
<i>Put existing house on market.</i>		Review and approve contract.	GET SIGNED CONTRACT TO SELLER.
Decide where to advertise to reach best potential buyers.			
Host open houses to sell existing home.	Schedule appointments to show current home or to see new ones.	Hire attorney or title company to complete closing research.	Choose mortgage lender.
FIND NEW HOME WITH ALL THE FEATURES YOU WANT.		Hire surveyor to survey property.	
Investigate school system.		Order title search.	OBTAIN TITLE INSURANCE.
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.			

