

YOUR GOALS ARE OUR MISSION

SummaRealty.com

HOME SELLER'S GUIDE



Summa Real Estate Group
11830 NW Cedar Falls Drive STE 120
Portland, OR 97229



This is not intended to solicit listed properties.

LET'S GET YOUR HOUSE SOLD

It may look scary, but I'll help you navigate the path to sell your house.

1 BUILD A STRATEGY

What's next? Where do you want to go? How can we reach your goal? Let's discuss and form our game plan.

2 ORGANIZE PAPERWORK

Time to discuss the details and sign the listing contract documents and disclosures. Now we can turn the wheels.

3 ORDER MARKETING

I'll order a full marketing suite of services, including: perma-flyer, flyers, website, and digital advertising blasts.

We will review and discuss important offer details that will guide how we decide to move forward with the sale.

4 GOING LIVE

Once the home is ready and the sign is up, we'll go live, turn your house loose on RMLS and to buyers looking for a home.

Time to plan for both public and broker open houses in accordance with your schedule and real estate goals.

5 OPEN HOUSE

Here, we weigh our options and choose to accept, decline, or counter the offer as we work toward mutual acceptance.

6 RECEIVING THE OFFER

Buyers will schedule several professional inspections. Full home, sewer, radon, etc. Plan to be away during inspections.

7 LET'S NEGOTIATE

Every home can use some TLC. We'll negotiate needed repairs. If agreement can't be reached, the buyers can opt to terminate.

8 HOME INSPECTION

The lender will assign an appraiser to ensure the home value is proportionate to the measure of the buyers' loan.

THAT'S IT. WE SOLD IT!

Congratulations, you've sold your house!



9 NEGOTIATE REPAIRS

The escrow company will contact you to schedule a time to sign all the required closing documents.

10 RECEIVE APPRAISAL

Once approved, all documents head to the escrow company where they will prepare everything needed for signing.

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