



SELLER'S CHECKLIST: GETTING READY TO BUY A HOME

(Check items off as you accomplish them to keep yourself organized!)

- Get your home listed on fsboTECH.com by clicking on the "Sell Your Home" button on the right side of the first page. On Step 2 of the process of listing, you will see comparable sales in your area. Use this information to set the best price for your home.
- Prep your home for viewing (see Home Preparations List immediately below).
- Get ready for questions from prospective buyers. Log into your account daily to see if you have any questions or any requests for viewings of your home. Respond in your account.
- Remember, fsboTECH is formally ID checking everyone before allowing them to directly contact you so you know you are dealing with real people, not on-line robots.
- Schedule an Open House to show your property to as many people as possible. fsboTECH will help you by sending a professional to help you co-host your Open House. That way, you can rest assured that your property is being watched, while you tell buyers all the great features of your home. Yes, it's completely FREE.
- And when an offer comes in from a Buyer..... review the offer right on fsboTECH.com in your private account. Make a counteroffer if you want or ask a question about the offer before responding. Negotiate as much or as little as you'd like on our first-of-its-kind point and click Offer and Counter-Offer process. Deal directly with the Buyer and work out your best.
- Remember when you are negotiating that you are not paying 6% to a real estate agent. That may allow for more flexibility in your final sales price.
- Come to terms on Sales Price, amount of Earnest Money the Buyer will put down, a closing date (the date you will move out), and any other contingencies that may be necessary to complete the deal (like the Buyer getting a mortgage for part of the sales price).
- Once you both agree on the deal, the Buyer will select a title and escrow company and will sign the Purchase Agreement provided by fsboTECH (via digital signature). The Purchase Agreement will then come to you and you will digitally sign too. As soon as both parties have signed, the Purchase Agreement will be sent off to escrow to start the process of officially changing ownership.
- If any additions, corrections, or changes need to be made during the process, contact your escrow officer and when both parties agree, the changes or additions will be added to the Purchase Agreement. Simple.
- If you plan to have the property inspected (which will be required by most lenders) be sure to schedule that right away. If it's not done in the 10-day timeframe noted in the Purchase Agreement you will lose your right to demand corrections to problems or to cancel the Purchase Agreement.
- If you plan to have the property appraised (again, often required by lenders) be sure to get that scheduled right away too. If the property does not appraise for the value you have agreed to pay, your lender may not lend you the amount you need to purchase it. The Seller can help you here by pointing out all the best features of the home, thereby increasing its value.
- Sign a few documents from escrow. They will take care of the rest, including filing your deed with the county and preparing necessary tax assessor information. Soon, you will be getting the keys to your new home!