

Your Sale

It is natural to feel overwhelmed by the prospect of selling your home. Use these worksheets to articulate your selling goals, estimate your proceeds, plan for pre-listing preparations, and map your desired timeline.

GOALS

When selling your home, there are three key objectives - netting the highest proceeds, achieving your ideal timing, and creating a smooth transition. Allow the union of these objectives to inform the broader goals surrounding your real estate change.

Why do I want to sell?

What matters most during this transition?

What obstacles do I see getting in the way of selling my home?

What am I looking for in a real estate team?

Help from Inleit:

We combine our negotiation skills with our knowledge of the market climate to boldly pursue terms that align with your best interests.

NET PROCEEDS

Desired List Price: _____
Less Selling Costs (Approximately 7% of List Price): _____
Less Repair Requests (Approximately 1% of List Price): _____
Less Mortgage Balance (From your recent statement): _____
Estimated Net Proceeds: _____

Help from Inleit:

Our three-step valuing process ensures that we are pricing your home to achieve the highest gain.

PRE-LISTING PREPARATIONS

Costly repair requests typically fall into one of the three categories listed below. We recommend inspecting and addressing these systems before listing for your home for sale.

- Sewer Line
- Roof
- Furnace/Air Conditioner

The following are recommendations for preparing for photos and showings.

- Declutter visible spaces
- Depersonalize
- Rearrange furniture to create spaciousness
- Patch holes
- Pack up large toys
- Touch up trim paint
- Caulk gaps in the floor molding
- Refresh shower and tub caulking
- Organize closets

Help from Inleit:

We combine advice on profitable and cost-effective improvements with careful analytics to determine the most necessary repairs and impactful improvements.