



ByOwnerColorado.net

Home Sale Checklist

Prepare Yourself for Sale

Consult competent legal and tax counsel as to the potential ramifications of selling your property.

Take your emotions out of the transaction. We know this is your home, but try and think of this a business deal. It will help your bottom line come negotiation time.

Prepare Your Home for Sale (See step 1 of the Home Selling Guide)

Curb Appeal (This is the First Impression, is it what you want to convey?)

General Maintenance

Clean and Ready to Show

Give a Spacious Look

Atmosphere (Make the house feel like home!)

Information Gathering

Measure the rooms (ie. 12x10)

- Kitchen _____
- Living Room _____
- Family Room _____
- Dining Room _____
- Master Bedroom _____
- Secondary Bedrooms _____
- Other _____

Lot Size _____ (Sq. Feet, Dimensions or Acres)

Property Taxes _____ per year (Use the most current info available)

School District _____

- Elementary _____
- Middle _____
- High _____

Type of Mechanical Systems (ie. Gas Forced Air, Central A/C)

- Heating _____
- Cooling _____

Utility Bill Info (Call Provider(s) and they will give you info)

- Gas _____ High _____ Low _____ Average
- Electric _____ High _____ Low _____ Average
- Water & Sewer
 - Public or Well & Septic

Roof Type (Shake Shingle, Tile, Etc.) _____

Year of Construction _____

Type of Construction (Frame, Stucco, Etc.) _____

HOA Information

- Association Name _____
- Fees \$ _____ per _____ (Month, Year, Etc.)
- Management Company Information (Address & Phone)

- What does the Fee include (Pool, Water, Trash, Etc.)

Pricing Your Home

Compile a list of recently ***sold*** homes from county records, real estate sites or real estate agents. Analyze the information for the following.

- # of homes sold in last six months.
- Average selling price
- Average price per square foot.
- Average days on market.

Compile a list of your competition. Go to real estate websites and drive around your area for homes currently for sale. Analyze the information for the following

- # of homes currently on the market that are similar to yours in size, area, bedrooms, baths, etc.
- Average asking price.
- Average price per square foot.

Have professional Appraiser give a Value Estimate. Remember the ByOwnerColorado.net website has secured a deeply discounted deal for our customers. Simply visit our Affiliate Page!

Compare your home to your research and “slot” your home in the price range you feel it will sell.

PRICE RANGE \$ _____ to \$ _____.

Marketing Your Home

Yard Sign. Signs are available at any hardware store.

Brochures. The ByOwnerColorado.net website will automatically create a professionally designed brochure for you. Color brochures attract more attention! Make sure to place on sign.

Internet. The majority of purchaser’s use the internet to start the search. Your decision to utilize the ByOwnerColorado.net website is a great choice for this exposure!

Craigslist.org. Craigslist (<http://craigslist.org>) is a must for local advertising. It is free and will garner attention. Simply use the code we give you to place a nice looking ad here. Also, make sure to reference your ByOwnerColorado.net web address for people to visit.

Social Media (Facebook.com & Twitter.com) ByOwnerColorado.net will place a link to your ad on our Facebook & Twitter pages. If you have accounts with these services, we strongly suggest you do the same. While you’re at it, why don’t you add us as friends or follow us!

Other Advertising. The local newspapers are a traditional place to advertise. Many purchasers will see your ad, and the ByOwnerColorado.net web address will let them all know they can access info on your home 24/7!

Friends & Family. Make sure and email everyone you know the web link for your property on ByOwnerColorado.net. This will give them the knowledge and information necessary to generate possible buyer leads. Additionally, you may want to post a property brochure at your place of business.

Closing the Sale!

Establish a relationship with a mortgage lender. The ByOwnerColorado.net preferred lenders are a great place to start. They are familiar with the FSBO process and will help you along the way. Tell the lender that you are selling your home “By Owner” and in return for the many buyer leads your property will generate, you ask in return, for them to pre-qualify any potential buyers! This information is a must before you enter into a contract to sell your home. You don’t want to waste time with unqualified buyers.

Contact a title company. As with the mortgage professionals, you need to have a relationship with a title company. The ByOwnerColorado.net preferred title insurance providers are there to help you once you have contracted on your home.

Familiarize yourself with the standard form contracts and disclosures. These documents are included with your ByOwnerColorado.net purchase and they should be understood fully. Contact our preferred attorneys if you would like to have them explained, reviewed, or professionally prepared.

- Contract to Buy and Sell Real Estate
- Counter Proposal
- Seller’s Property Disclosure
- Lead Based Paint Disclosure
 - This form is required on any property built before 1978. Failure to provide this disclosure can result in severe fines and penalties.
- Square Footage Disclosure
- Inspection Notice / Addendum

It is our recommendation to have all contracts reviewed by a qualified attorney! Additionally, you can have us prepare your contracts for an additional fee.

Optional Items

Home Inspection. The purchaser is usually the party who wants to have a professional inspection done. However, many times a Seller will have this done to make them aware of potential problems that may occur during the sale. The preferred ByOwnerColorado.net home inspectors do a professional job and are highly recommended. Check our affiliates page for contact information.

Home Warranty. A home warranty will ease the mind of potential buyer's towards any future "problems" that may arise. Typically a home warranty will repair or replace any covered items that may "break" during the time you have your home on the market. The cost is relatively low (approx. \$300) and is usually not payable until the time of closing. Visit our preferred vendors for more information on home warranties.

One of our property sales specialists will be in contact to answer any questions, and guide you through the process.

You are now ready to sell your home "By Owner", Good Luck!