GARRETT SPELLACY
REALTY PROS ASSURED | U.S. AIR FORCE VETERAN

Seller Roadmap

YOUR FIRST PLAN

The same eight steps as the web guide, with room to check off progress and record your next actions. Your contract and property determine the sequence, deadlines, and details.

☐ 01 Start with your goals and timing

Tell me why you're considering selling, when you would like to move and whether the sale needs to coordinate with another purchase. We'll discuss the property, your priorities and the information needed to develop a practical listing plan.

Your checkpoint: a plan built around your situation.

☐ 02 Review the market and your potential proceeds

We'll compare relevant recent sales, current competition and the features and condition of your home. Asking price, likely sale price and net proceeds are different numbers. Gather mortgage payoff information and discuss selling expenses so the plan reflects what you may actually keep.

Your checkpoint: a pricing strategy and a realistic picture of the costs.

☐ 03 Prepare the home and organize documentation

Prioritize cleaning, decluttering and practical presentation improvements before spending heavily on upgrades. Gather available roof, permit, maintenance, warranty and association records. Discuss property disclosures and questions with the appropriate professionals rather than guessing at an answer.

Your checkpoint: a home and information package ready for buyers to evaluate.

MY NEXT ACTION / DUE DATE

QUESTIONS / NOTES

LATEST WEB GUIDE & UPDATES

GarrettSpellacy.com/selling-process

Planning information, not legal, lending, tax, insurance, or inspection advice. Confirm deadlines and requirements with your contract and the professionals involved.

Seller Roadmap

KEEPING THE PROCESS MOVING

☐ 04 Agree on the listing plan and launch

We'll review the listing agreement, services, marketing, compensation and showing arrangements. Once the home is ready, coordinate photography and accurate property details so the public presentation reflects the home honestly. The goal is a clear, organized launch.

Your checkpoint: know how the home will be presented and how we'll communicate.

☐ 05 Evaluate showings, feedback and offers

Look at showing activity and buyer feedback alongside current competition. When offers arrive, compare financing, deposits, contingencies, closing dates and requested concessions as well as price. A higher headline price does not always produce the best overall outcome.

Your checkpoint: choose based on the full offer and your priorities.

☐ 06 Navigate inspections, appraisal and contract deadlines

After acceptance, keep the contract's deadlines and responsibilities in view. Buyers may raise inspection concerns or financing and appraisal questions. We'll discuss the real estate options and coordinate responses with the professionals involved; any changes need to be documented appropriately.

Your checkpoint: track what is agreed, what is due and what remains unresolved.

MY NEXT ACTION / DUE DATE

QUESTIONS / NOTES

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CLOSING & YOUR NEXT CHAPTER

☐ 07 Coordinate title work, payoff and moving plans

Work with the closing professional on ownership records, mortgage payoff and any title-related requirements. Review the estimated closing figures, confirm repair commitments and plan the move, utilities and final walk-through around the contract's possession terms.

Your checkpoint: understand the expected proceeds and the handoff schedule.

☐ 08 Review, close and hand over the property

Review your closing documents and ask the closing professional about unfamiliar charges or changes. Verify any payment or wiring instructions through a trusted contact. Transfer keys and possession as agreed, and confirm when funds will be disbursed rather than assuming they are immediate.

Your checkpoint: a documented closing and an orderly next chapter.

MY TARGET TIMING / POSSESSION PLAN

NEXT ACTION / WHO IS HANDLING IT / DUE DATE

QUESTIONS TO ASK GARRETT OR ANOTHER PROFESSIONAL

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