

# THE TOP 20 WAYS

*it pays to* WORK WITH A

# REALTOR®

**Thinking about buying or selling a home on your own?**

**Consider all of the steps involved that you'll have to personally complete.**

1. Calculate personal affordability for a new home.
2. Analyze comparable home sales to determine value and price existing home logistically.
3. List an existing home on the market.
4. Advertise using the best methods and locations to reach potential buyers.
5. Host professional open houses.
6. Schedule appointments to show a current home or see new ones.
7. Source a new home with all the features desired.
8. Research neighborhoods, schools, and local amenities.
9. Arrange your home for showings to maximize presentation.
10. Schedule inspections, surveys, and other needed services with reputable businesses.
11. Negotiate terms of sale or purchase including repairs and concessions.
12. Draft, review, and approve the contract.
13. Deliver signed contract to seller.
14. Hire Texas National Title for title search and to complete the closing process.
15. Sourcing a mortgage lender.
16. Review and approve closing costs.
17. Schedule and conduct final walk-throughs of the property.
18. Review homeowners association documents.
19. Coordinate closing date with lender, and title company.
20. Closely reviewing all closing documents before sign off.