

# SIX STEPS TO SELLING YOUR HOME

Follow these six basic steps to make the process of selling your home a smooth one.

1. Determine your existing mortgage payoff amount
2. Determine how much your home is worth
3. Estimate your selling costs versus your new home purchase costs
4. Make necessary repairs to get the maximum value for your house
5. Get your house ready to show:
  - Unclutter rooms
  - Organize closets and cabinets
  - Improve “curb appeal” with landscaping or painting, e.g.
6. Open your house to potential buyers

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