

1. Define goals and timeline:
 - Determine reasons for selling
 - Set a target moving date
 - Identify your next living arrangement
2. Choose a real estate agent:
 - Research and interview potential agents
 - Sign a listing agreement
 - Discuss marketing strategy and pricing
3. Prepare your home for sale:
 - Declutter and depersonalize
 - Complete necessary repairs and improvements
 - Clean and stage the property
4. Set a competitive listing price:
 - Analyze comparable sales in the area
 - Consider market conditions and trends
 - Work with your agent to set a price
5. Market your property:
 - Implement marketing plan with your agent
 - Create professional listing photos and description
 - Host open houses and private showings
6. Review and negotiate offers:
 - Evaluate incoming offers
 - Discuss counteroffers and negotiation strategies with your agent
 - Accept the best offer based on price and terms
7. Address buyer contingencies:
 - Allow inspections and appraisals
 - Review reports and negotiate repairs or concessions
 - Satisfy any other buyer contingencies (e.g., financing, sale of their home)
8. Prepare for closing:
 - Complete any agreed-upon repairs
 - Gather necessary documents (property deed, tax records, etc.)
 - Schedule a closing date with buyer and title company
9. Final walkthrough:
 - Allow buyer to conduct a final walkthrough
 - Ensure repairs and conditions are met
 - Address any last-minute issues
10. Closing:
 - Review and sign closing documents
 - Transfer property ownership to the buyer
 - Receive payment and pay off existing mortgage and closing costs
11. Move out and hand over keys:
 - Complete your move to your new residence
 - Clean and remove all personal belongings
 - Provide keys to the buyer or their agent