



Ten Steps to Selling Your Home

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1. Be decisive and committed to the sale and transfer of your property.
2. Interview the Realtor, Oswald & Associates, with the best reputation, history of success, and who is 100% in the Real Estate business. Selling your home is a 24-7 challenge – part time seller is not in your best interest.
3. Ask Realtor, Oswald & Associates, to give you tips and advice about selling your home. Please listen and act upon his/her advice. They are professionals and know what the market is searching for.
4. Ask your Realtor to assist you with pricing your property. If there is a disagreement after studying comparative analysis with the Realtor, then order an appraisal from a recommended appraiser.
5. Go about readying your property in a timely fashion. First impressions are important and lasting.
6. Keep property in “show off” condition always.
7. When Realtor shows property, always leave premises – this helps the Buyers to feel more at ease and discuss openly with Realtor.
8. Upon an offer presented, be reasonable, seek your professional’s assistance and opinion – he/she knows the market.
9. Be cooperative with Realtor and Buyer with all inspections needed.
10. Cooperate with Sellers on date of closing and occupancy. Have property in neat, clean, repaired conditions, like you would wish to find it yourself.