

## Military Home Selling Checklist

*If you need to sell a home before your move and/or find a home at your new location, contact Mil PCS, Inc. to discuss your move with our relocation professionals. Our team has years of experience with both the military and real estate all across the country, and can provide valuable insights to hopefully make your move as smooth and stress-free as possible! And absolutely FREE to use...*

*When you contact us early, we'll be in constant touch with both you and your real estate agents throughout the entire process. If you're "selling-by-owner", we've got tremendous ideas that you won't want to miss out on!*

Mil PCS, Inc.

### At least 3 months before your projected move:

- 1. Contact Mil PCS, Inc.** to discuss your relocation and your real estate goals and objectives. Our team of professionals have bought and sold homes all over the country and can provide valuable insight to the process.
- 2. Determine your budget.** You want to be realistic about your home sale—most sellers obviously have an emotional attachment to their home. It is the home they have raised their family in, the home they have cared for, maintained, and updated. And most people think their home is worth more than it actually is—yours truly included! But we *must* be realistic and create a budget. The most important time in the home-selling process is the first two-weeks. Call us today and we'll explain why!
- 3. Determine what needs repairs and/or updating:** We've got several blog articles on our website that discuss updating your home...and we've got a team standing by to discuss specifics with you if you prefer. Bottom line, there are good updates to make that could result in your home selling quickly or for a higher price, and there are bad ones that can waste money or prevent your home from selling. Our **Mil PCS, Inc.** agent will be invaluable in assisting you with this.
- 4. De-clutter and keep it clean!** This is an absolute MUST! It is always amazing how people can think a cluttered, dirty property can sell well. It might sell, but it will almost always be at an extremely low price. De-cluttered homes appear bigger, allow the potential buyer to "see themselves living there", and will bring higher offers because people are under the impression that it is "move-in ready" and doesn't need any work. Our team at **Mil PCS, Inc.** are extremely knowledgeable about home staging and preparation.
- 5. Beware FSBOs!** At **Mil PCS, Inc.**, we don't discourage trying to sell your house by owner—in fact we encourage it in many cases! However, there is most definitely a right way to do it, and a wrong way. Trust us...we've tried almost everything in our years of experience and we can help. Give us a call and let's get started.

**6. Stay on top of the contract and closing process.** Your **Mil PCS, Inc.** network agent will obviously help in this process! You don't ever want to be "surprised" by anything at closing, and by staying on top of everything you can control, and being aware of what the buyer and their agent are doing, you can be as best prepared as possible.

**After or near your closing date:**

**7. Review the HUD-1 statement.** If the closing and/or title company are doing their jobs, you should be provided the HUD-1 at least 24 hours before closing, and 2 days are preferable. This is your last chance to verify that all transactions are correct and that the buyers and sellers fees are what was agreed upon. You absolutely need to discuss the HUD-1 with your Mil PCS, Inc. agent—this is what they get paid to do!

**8. Begin notifying all applicable agencies.** Insurance companies, creditors, US Postal Service, friends and family, etc. all we need to be notified of your new address. Missing a credit card or car payment while you're in transition can be a big hassle.

**9. Save all your documents.** Tax codes are constantly changing, but many of your closing costs and relocation expenses can be tax deductible. A move during tax season (Spring) can be extremely challenging—if you have all of your documents saved and organized, it will eliminate a huge hassle!

**10. Look forward to your move!** You and your family have endured a stressful time, and you are embarking on a new journey. You'll see new places and meet new people—enjoy it! And please let us know how it all went. Even though we will be in contact with you throughout the process, your feedback to us is invaluable and we will use it to help other military members and their families.