

# Ways it Pays TO WORK WITH A REALTOR®

Thinking of buying or selling a home on your own? Take a moment to consider all the steps you'll need to handle yourself:

CONSULT AND REVIEW OFFERS  
FOR YOUR CURRENT HOME.

*Order a title search  
to check for any legal  
issues.*

Set up and meet  
with home and pest  
inspectors to check out  
your place.

**Determine  
how much you  
can afford.**

Coordinate the  
closing with  
your lender, title  
company, and customer.

*Help obtain  
homeowners'  
insurance*

**Get title insurance  
to protect against  
ownership disputes.**

Hire a surveyor to survey the  
property and confirm boundaries.

*Research  
neighborhoods  
and local  
amenities.*

**Negotiate  
terms of sale  
or purchase,  
including repairs  
or concessions.**

**Analyze  
comparable  
home sales and  
make an offer  
on your new  
place.**

**Check  
credit  
report.**

**Schedule showings  
for your current  
home or to check  
out new ones.**

**Investigate  
school system.**

*Choose where to  
advertise to reach  
the right buyers*

**Review and  
approve  
closing  
costs.**



**Conduct final walk throughs of home.**

**HIRE AN  
ATTORNEY  
OR TITLE  
COMPANY  
TO HANDLE  
CLOSING  
RESEARCH.**

Research and choose a  
mortgage lender that fits your  
needs and financial situation

*Find a  
new home  
with  
all the  
features  
you need.*

Host open  
houses to  
help sell  
your home.

**STRONGER  
TOGETHER**

**KANSAS ASSOCIATION  
OF REALTORS®**