

OUR SERVICES

For Sellers

PREPARED BY

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Service Areas

TOP 10 AREAS FOR SELLER VALUE

1. Needs Analysis
 - a. Clarify motivation to sell and determine timetable
2. Pricing Strategy
 - a. Determine best selling price strategy given current market conditions & show resulting net sheet
3. Property Preparation
 - a. Advise on repairs and improvements, provide staging strategies
4. Marketing Strategy
 - a. Develop marketing plan & establish marketing timetable
5. Receive an Offer
 - a. Evaluate offers
6. Negotiating to Sell
 - a. Negotiate on counteroffers & advise on final terms and conditions
7. Sell
 - a. Prepare postcontract work list & advise on repairs and vendor services
8. Preclose Preparation
 - a. Coordinate and supervise documentation preparation & provide consulting
9. Closing
 - a. Resolve last-minute issues and complete transaction
10. Post Closing
 - a. Coordinate move and provide any additional assistance