

THE HOME SELLING

process

STEP 1

MEET WITH YOUR AGENT

- Discuss your needs
- Research CMAs
- Set a competitive list price

STEP 2

PREPARE TO LIST

- Deep clean & declutter
- Make needed repairs
- Focus on curb appeal
 - Stage home

STEP 3

IMAGERY

- Professional photo, video, drone and 3D tour session

STEP 4

MARKETING

- Online marketing
- Social media
- Signage
- Flyers

STEP 5

SHOWINGS

- Ensure home is ready for showings
- Receive feedback from agents
- Schedule open houses

STEP 6

RECEIVE AN OFFER

- Each offer is presented and we will discuss the benefits & risks of each offer

STEP 7

NEGOTIATE

- Most offers require negotiating either before or after inspections, I will negotiate on your behalf
 - You can accept, counter, or deny an offer

STEP 8

INSPECTIONS & APPRAISAL

- I will work with the buyer's agent to coordinate and schedule an inspection & appraisal. These are both ordered by the buyer.

STEP 9

REPAIRS

- Likely some small repairs will need to be made after inspections
- Review my list of recommended vendors if needed

STEP 10

CLOSING

- Final walk-through
- Sign closing documents