

THE SELLING PROCESS

1

We Meet

Meet for a confidential consultation and discuss expectations, timelines, action plan, pricing and market preparation steps.

2

Pre-Launch

We schedule & coordinate photography, staging, floor plans, video, drone footage, virtual tours and/or augmented reality services.

3

Launch & Positioning

We list your home on the market, syndicating the property info to the entire world (including 1100 Sotheby's offices in 83 countries) with close attention paid to competitive edge and market positioning.

4

Promotion

We implement our personalized strategic marketing campaign for your property.

5

Showings

We coordinate the scheduling of private viewing tours, public and broker community open houses.

6

Offers & Negotiation

We attract and receive offer(s) to purchase your home. Then we qualify and vet the offers by communicating with their mortgage lenders, verifying their affordability and likelihood to complete the purchase successfully.

7

Acceptance

We consult with and professionally advise you in accepting the best offer that meets your and your family's needs.

8

Inspections

We coordinate with the chosen buyer to schedule and complete the home inspections and appropriate tests. (If necessary, we will re-negotiate to address the unfavorable findings of the inspections)

9

Contract

We guide you in hiring a licensed attorney to draft a purchase agreement for the transaction (we have network references available if needed).
[The buyer signs first, then you sign.]

10

Mortgage Application, Appraisal & Approval

We schedule and oversee the mortgage lender's property appraisal, then confirm that the buyer has obtained mortgage loan commitment and satisfied all conditions in preparation of closing.

11

Title Search & Closing Prep

The title search/report is ordered by the attorneys. Final closing figures are calculated and the final buyer walk through and closing is scheduled.
(time to schedule the transfer of utilities/mail)

12

Closing!

All involved parties meet at the closing! (usually lasts 90-120 mins)



Inaam Rahman
Associate Real Estate Broker

📞 914 374 7490
✉️ inaam.rahman@juliabfee.com
📍 28 Chase Road, Scarsdale, NY

Inaam Rahman
Associate Real Estate Broker



Julia B
Fee

Sotheby's
INTERNATIONAL REALTY

www.Inaam.CO | www.hometeamadvisory.com

MMXIX WPS Holdings, LLC and Sotheby's International Realty Affiliates LLC. A Realogy Company All Rights Reserved. Sotheby's International Realty is a registered trademark licensed to Sotheby's International Realty Affiliates LLC. An Equal Opportunity Company. Equal Housing Opportunity. Each office is Independently Owned and Operated. If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

HOW MUCH IS MY HOME WORTH? (FREE EVALUATION TOOL)