

20 Things Sonja Rankin Will Do For You.

- 1. Advocate for you during the entire home selling process.**
- 2. Take time to uncover your goals, objectives, and concerns.**
- 3. Research homes in the area and prepare a competitive market analysis.**
- 4. Provide comps and suggestions on asking price.**
- 5. Help advising on home repairs or upgrades.**
- 6. Hire a professional real estate photographer.**
- 7. Craft a thoughtful, compelling property description.**
- 8. Place your home on the agent only database (MLS) and hundreds of public real estate sites like Zillow.**
- 9. Market the property by providing signage and using print and digital marketing strategies.**
- 10. Host open houses at your request.**
- 11. Manage and coordinate all showing requests with your schedule.**
- 12. Qualify any potential buyers.**
- 13. Negotiate offers on your behalf with buyer agents.**
- 14. Assist with various financial aspects of the home sale.**
- 15. Provide oversight and follow up related to property inspections and repairs.**
- 16. Assist with gathering essential property documents.**
- 17. Manage all dates and deadlines related to the contract.**
- 18. Monitor buyer's loan status leading up to closing.**
- 19. Work directly with the title company to ensure the accuracy of all closing procedures.**
- 20. Present at closing to ensure all your interests are protected.**



Sonja Rankin
Realtor

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