



**The Home
Selling
Process**



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**Decide
to SELL**

**Meet
with
Shantay**

**Understand
Market
Conditions**

**Discuss
Marketing
Plan**

**Set the
Price**

**Prepare
Home to
Sell**

**Photograph
Home**

**Home
Inspection**

**Review
Offers**

**If no offers,
discuss price
adjustment**

**Allow
Buyers to
See Home**

**Put Home
on the
Market**

Appraisal

**Contract to
Close**



**Prepare to
Move**

**Prepare
Home for
Buyer(s)**

**Final
Walk-Through**