



The Define Home Team

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Listing your home: What to Expect

1. Complete Realtor Interviews & Select your Listing Agent
2. Completion of required documents
3. Home tour and recommendations
4. Lock box set up
5. Homes.com representative on site meeting to be coordinated
6. Initial Marketing plan creation and on-going online stat review with team
7. A Client Support Specialist follows up with any buyer lead that comes in, who is qualified in your home's value range, and provides information related to your home. Daily approximately 1-5 personal lead connections.
8. A Marketing Specialist creates marketing materials weekly and ongoing specific to your home.
9. Team is On call for other agents and buyers for in-person home tours, review of data, discussions related to renovation options and area contractor resources
10. Team offers backup licensed Realtors to provide support coverage 7 days a week
11. Contract ratification support including: negotiation, creation, review, set up and dissemination of documentation, follow up and conference call with title company, coordination of services, and communication with all parties

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