



## ***D.J.'s Start to Finish process for serving people selling real estate in Tennessee***

### **1.) START**

- a. **Meet:** D.J. will meet with the individual in person or via phone, to discuss their current real estate need and interests. Budget, timing, property characteristics, and location will all be discussed.
- b. **Research:** D.J. will research the value of the individual's property and present findings within 7 days (or otherwise agreed) of Meeting to individual.
- c. **Listing:** D.J. will recommend strategy to individual based on Research findings. Client will make decisions based on their needs. Listing documents will be coordinated by D.J. and filed by Assistant. Listing occurs over 2-3 weeks but can happen as soon as 7 days. Pre-inspection, photography, measurements, etc. occur during this period.
- d. **Offer:** D.J. will present and discuss any offers with the Client. (See Offer Brief)

### **2.) MIDDLE**

- e. **Trust:** At the time of Contract, you will be introduced to your Contract Manager. They will coordinate with you on details to obtain the Buyer's first responsibility in providing Earnest/Trust Money to the Listing Broker on your behalf within 3 days of Binding Agreement Date.
- f. **Schedule:** Commencing on the contract date, home inspections will need to be immediately scheduled thru the Client. The 2-3 weeks after Contract is when most of the activity occurs.
- g. **Negotiate:** There may be negotiations regarding repairs or replacement of property items based upon Inspection findings. D.J. will consider these with the Client and negotiate for their best interest.
- h. **Coordinate:** Final details will be arranged and communicated by D.J. and Assistant with Client and all other parties.

### **3.) FINISH**

- i. **Closing Date:** 'Closing Day' details will be coordinated with you by D.J. and Assistant. A closing lasts between 30 min -1 hour and will take place in Green Hills at the Closing Attorney's office.
- j. **Future:** Your closing marks the beginning of a new chapter and we aim to continue being a resource for you into the future.