

What it takes to Sell Your Home in Today's Market!

Qualifications

You Need to Sell	Market Pricing	Selecting the "Right" Agent	Listing Agreement	Prep & Staging	Inspections
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Active Marketing Plans - Get Offer(s)

Active Exposure	Signage/Call Capture	"Sell" in MLS to Agents	Internet Marketing	Neighborhood Canvassing	Agent/Showing Feedback	Review Pricing
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Contract Negotiations 80% chance of closing

Review Offers	Buyer Qualifications	Compute Seller's Net	Counter Offer	Final Negotiations	Obtain All Signatures	Open Escrow
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Complete Transaction Management - Control Buyer Expectations, Minimize Liability

Financing	Escrow	Title	Property	Disclosures
Strategy	Sign Instructions	Review	Inspections	Sellers
Verifications	Calendar	Easements	Review Report	Termite
Hazard Insurance	Amendments	Pre-Lim	Repair Requests	Lead Based Paint
Appraisal Comps	Review Costs	HOA	Follow-up	Hazards
Draw Loan Docs	Sign Initial Docs	Title Docs	Sign Off	Assessments

Closing& Possession - Maximize Proceeds

Final Walk Thru	FIRPTA/Taxes	Contingencies	Closing Funds	Transfers	Possession	Closing
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After Sale Follow-Up

Closing Statement	Title Policy	After Sale Items	Miscellaneous	Referrals
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KEY

Agent Does for you	Up to you to do	We Do Together
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