



HOME SELLING PROCESS

FIND A REALTOR®



DETERMINE HOME'S WORTH

REALTOR® completes Competitive Market Analysis

EXPECTATIONS

(Limitations, Inclusions & Exclusions. Concessions, Bottom-line)

STAGING / HOME ENHANCEMENT

(Property's "Packaging")

LIST FOR SALE

CHOOSE AN ATTORNEY



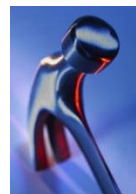
OFFER PRESENTED

NEGOTIATIONS ON "COUNTERED OFFER"

OFFER ACCEPTED

OFFER ACCEPTED

BINDING CONTRACT



CONTINGENCIES

(Home Inspections, Mortgage, etc.)

REVIEW CLOSING DOCUMENTS

ATTORNEYS SCHEDULE CLOSING



CLOSE!!!

