

The **EXPERT** Selling Process

"I want to
Sell my
house"

Interview An Expert Listing Specialist

 1
Initial Phone Call

 2
Introduction
Package

 3
Site Visit
5-10 Minutes

Determine Market Value & Seller Net

7

Hire Expert
Listing Specialist

6

Pricing & Strategy
Meeting

5

Seller Reviews
Information

4

Pricing Analysis
& 2 emails

Prepare Home for Market

8

Sign Listing
Contract

9

"Prepare For The
Market" Videos

10

Staging Visit &
Report

11

Pre Sale
Inspections

On Market Until Offer Accepted

15

Discuss
Negotiation Process

14

Activate Listing,
Showings Begin

13

Picture Day!
Ready for Market

12

Seller Prepares
home for market

Remove Contingencies

16

Potential Price
Adjustment

17

Negotiate Offer

18

Negotiate
Inspections

19

Appraisal & Loan
Commitment

Prepare to Move & Close

22

Walk Through

21

Move

20

Schedule To Sign
Closing Documents



SOLD!