

16

STEPS TO SELLING A HOME



Complete Selling Guide For Home Owners

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1. Contact
Team Petree



2. Sellers
Prepare Home



3. Realtors
Prepare CMA



4. Agree on
Listing Price



5. Listing
Agreement Signed



6. Get Photos, Video
and Marketing Plan



7. Sign, Lockbox and
Active On MLS



8. Home Shown
by Buyer's Agents



9. Offer Received,
Presented and Negotiated



10. Contract
Accepted and
is Binding



11. Buyers Option Starts,
and Title is Open



12. Negotiate
Repairs, if Needed



13. Appraisal
Ordered



14. Loan
Approved/Clear
to Close



15. Final Walk-Through, Closing
and Turn Over Keys



16. SOLD!



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