

STEPS IN THE HOME SELLING PROCESS

1 CONSULTATION

- Tour Home
- Review Marketing Program
- Understanding the Selling Process
- Electronic Consent

2 DETERMINE PRICING STRATEGY

- Estimate Seller Proceeds
- Market Analysis

3 COMPLETE CONTRACT AGREEMENT

4 STAGE HOME PHOTOGRAPHS

5 EXPOSURE TO THE MARKET

- Broker Tour
- Showings
- Multiple Listing Service (MLS)
- Website
- Yard Sign

6 OFFER IS MADE / CONTRACT NEGOTIATION TO ACCEPTANCE

7 BUYERS MORTGAGE APPLICATION

8 BUYER'S PROFESSIONAL HOME INSPECTION / APPRAISAL

9 CONTINGENCY REMOVAL

- Inspection
- Financial
- Other _____

10 BUYERS MORTGAGE APPROVAL

11 BUYER'S PRE-CLOSING WALK THROUGH UTILITIES TRANSFERRED PRORATE FUEL-OIL, LP

12 CLOSING / TRANSFER KEYS



visit starkhomes.com for ALL local listings