



BROKERS • COLONIAL • DONAHOE

THE HOME SELLING PROCESS

1



Establish agency relationship

2



Discuss timing, pricing, & marketing strategy. Order photography.

3



Fill out disclosure

4



Consult staging professional & handy man if needed

9



Implement marketing plan

8



Showings

7



Activate on MLS

6



Professional Photos

5



Declutter and stage

10



Regular updates from agent

11



Offer Received!

12



Review and negotiate offers

13



Offer accepted

17



Signing at title company

16



Final Walk through done about a day or 2 before closing

15



Appraisal will be ordered and appraiser will inspect the house

14



Home Inspection will be completed by buyer & repairs negotiated

18



Settlement
buyer will sign all documents and title will record with the county

19



Recording Possession, Ownership, Transfers

