The Group Inc.
Home-Selling Process

START

Listing Presentation/Agent Interview — CMA — Marketing — Summary/Net sheet

Write Listing Contract

Listing Price $_____

Earnest Money $_____

GROUP AGENT/ OFFICE

MARKETING:

Photos
Brochures
Post Cards
Advertisements:
Internet
Newspaper
Home Book Packets

TRANSACTION MANAGEMENT

Set up Showings
Market Stats
Escrow
Title Work

SELLERS

CLEAN/ STAGE

PRE-INSPECTION — **REPAIRS NEEDED**
_____
_____
_____

Allow Showings — Open House Date:

Receive Offer — **ACCEPT** $_____ — **COUNTER** $_____ — **DENIED**

PREPARE TO MOVE

Find new home

Contact Referral Agent

Transfer Utilities

Move Property

Closing

Date: _____

Time: _____

Location _____