

Initial Real Estate Consultation  
*Determine your Real Estate Needs/Goals*

Competing  
Properties FOR  
SALE

Qualify the Subject Property  
*Market, Condition & Price*

Competing  
Properties  
Recently SOLD

Make Necessary  
Repair /  
Improvements

Staging De-Clutter  
De-Personalized

Cosmetically  
Enhance Interior  
& Exterior

Network for Buyers-Buyer  
Specialist

Network for Buyers – Team  
Leader

Network for Buyers-Listing  
Specialist

Coordinate Listing

Internet Lead Specialist

Coordinate Closing

Multiple Listing Service (MLS)

Offer Received

Contract Documentation  
Signed

Print Advertising

Offer Negotiated

Contract Contingency Dates

Internet Advertising

Offer Accepted

Final Loan Approval

Virtual Tour

Inspection  
Negotiations

Buyer/Seller Closing

Open House

Inspection  
Resolution

Direct Mailing

Inspection Repairs

**SOLD!**

Property Showings