

# Selling Process Diagram

**Select a Listing Agent you trust**

**Meet with the agent to evaluate your home together**

**Make repairs, improvements, and stage**

**Your agent analyzes market data, presents CMA (comparative market analysis and marketing plan**

**Home is ready for marketing, showing & sale**

**Establish Listing Price with your Agent**

**Review and complete paperwork with your agent**

**Agent enters your home into the MLS system and begins marketing campaign (you are now officially "LISTED")**

# Selling Process Diagram cont'd

Your agent's office handles bookings of showings for other realtors (you confirm appts)

Facilitate showing of your home to potential buyers

Gather showing feedback

Act on any feedback showing if appropriate

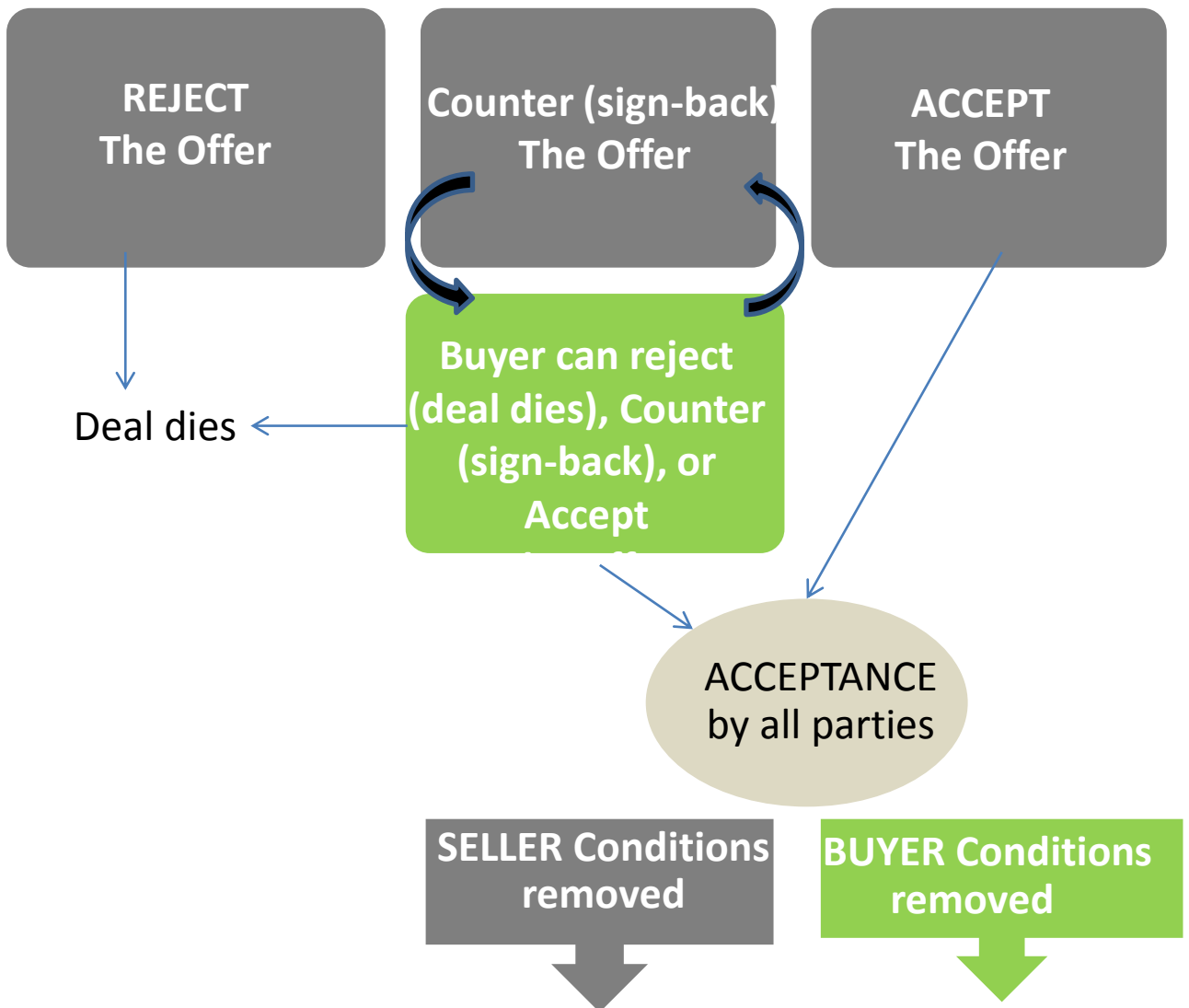
Make price and/or other adjustments

An offer is submitted

Review offer with your agent

# Selling Process Diagram cont'd

Your agent will explain your options when you receive an offer



Deal is now firm! You've sold your home.