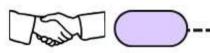
THE HOME SELLING PROCESS



A QUICK 11-STEP OVERVIEW OF THE ENTIRE HOME SELLING PROCESS



LETS'S TALK

We will meet to discuss your plans and goals, analyze marketplace trends, and assess your property's qualities. Even agree on a listing price.



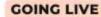
SETTING THE STAGE

From applying a fresh coat of paint to rearranging furniture, we will work with you to ensure the property is visually ready for buyers.



SPREADING THE WORD

We will develop and execute an effective marketing plan.



Your property listing is showcased on MLS, VDTHomes.com, and syndicated to thousands of internet sites.



COMMUNICATION & MEASURING SUCCESS

We will establish the best method and frequency of communication for updates, metrics, and market info.

OPTIMIZING STRATEGY

Feedback from agents and buyers will be evaluated from the launch of your listing. Listing Strategy will be revised if necessary.

MAKING CONNECTIONS

We will leverage my professional contacts, and if wanted, hold Open Houses to increase exposure to ideal buyers and brokers.



We will review offers together and decide how to respond. Our options include: accept the offer, reject the offer, or make a counter offer.

NEGOTIATING THE DETAILS

The contract is accepted. We'll work with the appraiser to support maximum value and handle inspection negotiations to limit costs and delays. We'll provide Buyer's Lender updates. Buyer covers appraisal and inspection fees.

REGULAR UPDATES

We will monitor closing details with Title, the Buyer's Agent, and Buyer's Lender for an on time smooth closing.

SALE PROCEEDS

Sale proceeds are sent to you day of closing or next day depending on wire cut offs.