

The Home Selling Process

This should give you a quick outline of the home selling process:

- ✓ **Review Marketing Options**
 - ❑ Review the Home Sale Marketing Options.
 - ❑ You decide on the Marketing option that best fits your needs.
 - ❑ Together we define our roles/duties to work as a team.

- ✓ **Determine Home Price**
 - ❑ We will find comparable properties in the area that sold and also those that are presently on the market.
 - ❑ We will provide pricing range. You will decide on the price.
 - ❑ Complete and sign the listing agreement contract & all disclosures.

- ✓ **Implementation of Your Marketing Plan.**

Depending on the type plan chosen, at a minimum, the following is done under the BASIC PLAN:

 - ❑ We will suggest how to prepare your home for the market.
 - ❑ We will coordinate the For Sale sign & 24 hr Home Info Recording sign rider & place electronic lock box on front door.
 - ❑ We will take photos and measurements and inputs home data into MLS (Multiple Listing Service) and our web site, www.jimandconnie.us
 - ❑ We will create the Home Profile Flyers.
 - ❑ We will create 24 hour recorded message describing your home.
 - ❑ We will follow-up and communicate to you regarding all showings and open house visitors.
 - ❑ **We will provide additional duties and services that are available in other home sale marketing plans, not available in the BASIC PLAN.**

- ✓ **Offer is made**
 - ❑ Together we review all offers when received.
 - ❑ We will qualify prospective buyers.
 - ❑ We will negotiate in your behalf, as directed by you.

- ✓ **Offer is Accepted**
 - ❑ We deposit all earnest checks.
 - ❑ We co-ordinates title work.
 - ❑ We confirm appraisal scheduled by lender.
 - ❑ We follow-up on buyer appraisals and inspections
 - ❑ We keep in close communication with all parties in closing.
 - ❑ We will be present at closing.



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