

Selling Process with

Meet
With
Your
Agent

**Professional
consultation**
& agreement to
list property

**Enter into
agency
relationship**
Sign listing contract



Data input form

Property Disclosure Statements

**Implement
marketing
plan**



NETWORK
Company,
Contacts,
Other Agents,
Current Clients

PUBLIC
Signage,
Open Houses,
Marketing Ads
and Advertising

ONLINE
IR-MLS,
Realtor.com,
myerstrust.com,
& many others

Advice
to optimize
showing

Showing
to prospective
buyers & agents.



Presentation
of **offers**.

Your Agent
Advises
how to negotiate
an offer that is
best for you.



Negotiations

**Subject to
Clauses
Removed,**
Closing
scheduled.

Agent liaises with
buyer/agent to
**satisfy subject
to clauses.**



Inspection
and/or appraisal.

Accept Offers
likely with subject
to clauses.



Arrange
for movers, cancellation
of utilities, insurance,
forwarding of mail, etc...



Closing date

**Possession
date**
Agent delivers keys
to the buyer.