Stages of the Home Selling Process

1. Pre-Transaction (Lead Generation/Marketing)
   1. Seller Services
2. Pre-Listing Activities
   1. Setting appointment – first contact
   2. Pre-Listing Packet
3. Meeting
   1. Assessing Needs
   2. Educate
   3. Listing Agreement
4. Active Listing Activities
   1. MLS database
   2. Marketing
5. Purchase Agreement Offer
   1. Negotiate
6. Follow-through to Closing
   1. Tracking the Loan Process
   2. Track agreement dates
   3. Home Inspection/Repair Amendment Negotiation
   4. Closing and Funding
7. Post-Transaction