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