

Step By Step Approach To The Sale Of Your Home

(Our Marketing is designed to show Buyers what makes your Home Unique)

1. Initial Meeting:

This is the moment we meet each other and decide if we are a match to work together on the sale of your home. We will take notes and pictures to gather information for our next meeting. We will discuss the Market at this meeting and follow-up with a Price that will Competitively put your Home into the Market Place.

2. Second Meeting:

This is where we get to work! We will make suggestions on how to gain maximum value. (Explained in the staging section of this presentation) After we make suggestions of the condition of your home and how to gain value we will come back to make sure everything is right.

3. Third Meeting

The home is ready! We come to take pictures to create the virtual tour. Then we create the marketing package. The home can be active within 2 days of this meeting. It will then be able to be seen by the world over the Internet, all of the local Real Estate Agents in our Market (Approximately 32,000) and The RE/MAX International Community of Realtors.

4. The Showings Will Start

Please review the **"IMPORTANT POINTS TO REMEMBER WHEN SHOWING YOUR HOME"** section of this package. We will provide you feedback weekly of what the buyers are saying.

5. Open Houses

We will hold Open Houses as necessary. Gail and Joe usually do them. If Gail or Joe cannot do the Open House there will be a professional RE/MAX Associate present.

6. Buyer Places an Offer

Please review the "Expert Negotiation" section of this package. Once the offer is negotiated and accepted The Barrila Team, including the RE/MAX Services Staff will handle it from there. From here on out the process has many steps. All details will be reviewed to assure an easy and stress free transaction. During this process we will work together to make sure that we get to settlement. Reference **"The Home Selling Process"** in this package for more details.

7. Settlement

You will be represented at settlement in case there is any last minute negotiation needed and to review the settlement sheet to assure accuracy.

8. After Settlement.

We keep in contact with our clients. Many have become very good friends. We are always available to help with any questions you may have and will help any person that you may know that has questions about Real Estate.

Joe & Gail Barrila/ RE/MAX Services

"Professional, Prompt, Personal Service"

