



PRE-LISTING STEPS

TYPICAL TIMELINE

- 1** Initial Consultation - Today!
- 2** If a definite market value has not been determined, a Comparative Market Analysis (CMA) will be complete within 1 business day.
- 3** Follow up call to discuss CMA, pricing, and other listing terms.
- 4** Listing paperwork signed.
- 5** Repairs, etc. to be completed on or before _____
- 6** Provide agent with alarm code, 2 keys to front door, and completed & signed Seller's Disclosure.
- 7** Lockboxes put in place.
- 8** Within 3 days - cleaner/stager walk through (if needed).
- 9** Professional clean (included if needed).
- 10** Photographer - within 1-2 days of cleaning. Edited photos and videos delivered within 48 hours.
- 11** Listing date is 3-5 days after photographs come back.



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