

Home Selling Process

PROFESSIONAL CONSULTATION & AGREEMENT to list property

Enter into agency relationship SIGN MULTIPLE LISTING CONTRACT

PERSELLO.CA

- Schedule A
- Data Input Form
- Property Disclosure Statement
- Disclosure of Representation in Trading Services
- FINTRAC form

IMPLEMENT marketing plan

- NETWORK Company Announcement, Agent Open House or Agent Tour
- PUBLIC Signage, Open Houses, Marketing Materials and Advertising
- ONLINE REW.ca, REALTOR.ca, macrealty.com and agent websites

Agent liaises with

buyer and agent to

SATISFY SUBJECT

CLAUSES

ADVISE

to optimize showings

Presentation of OFFERS

SHOWING

to prospective buyers and agents

Buyer has 3 DAYS to rescind contract

(Home Buyer Rescission Period)

JITEKS

Your agent **ADVISES**

how to negotiate an offer that is best for you

NEGOTIATIONS

INSPECTION

and/or appraisal

Subjects removed SOLD SIGN

is put up!

ACCEPT OFFER likely with subject clauses

ARRANGE

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

COMPLETE

closing documents and title transfer with lawyer or notary

COMPLETION DATE

Receive funds from sale of your home

POSSESSION DATE!

Agent delivers keys to the buyer





SOLD