

## I want to List My Home for Sale...What do I do Next? **The 7 “Next” Steps of the Listing Process**

When a property owner has made the decision to list their property with a real estate agent, the question comes up with a wondering tone in their voice, “Ok...What happens next?”

Here are the 7 “next” steps to the listing process after you’ve made the decision to list your home with a realtor.

### 1.) **The Listing Agreement**

- List price is set.
- Commission amount is discussed and agreed upon.
- Length of the listing agreement is determined.
- Owner signs the listing agreement.

### 2.) **Increase homes sharpness** - Last minute “to-do” list is discussed with homeowner.

### 3.) **Real Estate For Sale Sign** - Ordered and installed on site in 1-3 days.

### 4.) **Lock Box** is installed and spare key is inserted in box.

### 5.) **Photos** - Taken by agent or professional photographer is scheduled (1-3 days).

### 6.) **6-8 minute video tour** is shot and uploaded to YouTube.

### 7.) **Easy Access for showings** - We have a discussion on the best way to alert homeowner of scheduled showings and access protocols.

## **After the Listing Agent Leaves Your Home**

### 1.) All your home’s info and photos are uploaded into the local MLS and NY State MLS.

### 2.) The MLS auto releases the listing info to many websites such as Zillow, Trulia & realtor.com

## **It’s Now “Game Time”:**

From this point forward your home will be in the MLS, on the Internet sites and Youtube. It’s just a matter of a few hours or beyond before you begin receiving a Text, E-mail or a Call to schedule or alert indicating a showing will be taking place.

Then just get out of their way and let the agent do their thing.  
Showings last between 5 minutes to 1 hour.

Occasionally agents will electronically give feedback through our system called ShowingTime. When we receive feedback, it will be sent to you.

At some point within 1 day or beyond you’ll get a call that we have an offer to present. You then begin the negotiation process with your agent. And voila, SOLD!