

# 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

- All your home’s info and photos are uploaded into the local MLS.
- 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, email 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!