



**WHEN YOU ARE LISTING YOUR HOME FOR SALE,
THERE ARE MANY STEPS MARK PETERS REALTY, INC. WILL HANDLE.**

1. Home Market Analysis
2. Listing
3. Pricing
4. Merchandising your home
5. Yard Sign
6. Computerized Listing Service
7. Mobilizing the Real Estate Community
8. Home Tour-Our Sales Associates
9. Home Tour-Other Companies' Agents
10. Seller Update
11. Exclusive Marketing Tools
12. Newspaper Ads
13. Open Houses
14. Seller Updates
15. Local Buyer Contract
16. Out-of-town Buyer Contracts
17. Personal Referrals
18. Seller Update
19. Qualifying Buyers
20. Showing
21. Answering Objectives
22. Asking them to buy
23. Presenting the Offer
24. Negotiating
25. Purchase Agreement
26. Securing Financing
27. Seller Update
28. Inspections
29. Closing
30. Possession