

Home selling process with



Professional consultation

& agreement to list property

Meet

with your
Columbia Real Estate
Agent

Enter into agency relationship

- Sign Exclusive Right to Sell Agreement
- Receive a copy of the Missouri Broker Disclosure Form
- Working with a Realtor® brochure
- Complete and sign property disclosure forms

Implement

Marketing Plan

Advice

to optimize
showings

Network

(Company Announcement, Email Announcement)

Public

(Signage, Open Houses, Marketing Materials & Advertising)

Online

(MLS, Zillow, Realtor, Trulia, columbiarealestate.com, agent website, social media posts)

Showing

to prospective
buyers & agents

Presentation of Offers

Your Agent
Advises how to
negotiate an offer that is
best for you!

Agent works with
buyer's agent to
satisfy
contingencies

Inspection

and/or
appraisal

Accept offer

likely with
subject clauses

Negotiations

SOLD

YAY!
Contingencies
resolved!

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

Sign closing documents
and title transfer with Title
Company

Completion Date

Receive funds from sale
of your home

Possession date
Agent delivers keys to the
buyer

