

## What to expect from your experience as a seller with us

- **Pre-Appointment Questions.** Preliminary questions the real estate agent will ask to prepare for your listing appointment.
- **Appointment to Preview.** A preview of your property prior to the listing appointment so the agent can make a list of necessary maintenance your home may need to properly market your property. Service vendors will be recommended if appropriate.
- **Listing Appointment/Presentation**
- **Overview of Market Conditions.** A statistical analysis of the market and how current conditions will affect the salability of your property.
- **Explain agency.** How you will be represented during the sale.
- **Marketing Proposal-points of differentiation as a franchise, a company and as an individual real estate professional.**
- **DEMONSTRATE Lead Router.** Our exclusive online lead capture tool.
- **Pricing – CMA vs. Absorption Rate.** At CENTURY 21 Mountain Lifestyles, we use a current market inventory analysis.
- **Absorption rate analysis on contingent offers –** At CENTURY 21 Mountain Lifestyles, before we advise you to take your home off the market based on an offer that's contingent on the sale of the buyer's home, we will analyze the salability of that property using Absorption Rate Pricing analysis.
- **Offer service vendors –** See One Stop Shopping on our website.
- **Offer Home Warranty –** available from CENTURY 21 Mountain Lifestyles
- **Documents/ Disclosures –** all that you need to be legal and protected in the state of N.C.
- **Listing Agreement signed and copies for Seller**
- **Lockbox/Signage –** CENTURY 21® - the number one recognized name in real estate!
- **Online transaction management – coming soon!**
- **Seller Packet**

- **Weekly Follow Up.** Review of showing feedback, market activity and our marketing efforts of the previous week. Absorption pricing analysis updated bi-weekly.
- **Negotiation of Offer**
- **Home Inspection Negotiation**
- **Transaction Management** – administrative aspects of the transaction
- **Offer of additional services:** Let us know how else we can help--Home maintenance; Home Cleaning Services; Moving Company, etc.
- **Client Follow Up Call** – 30 days after closing the sale.