

GETTING READY

~ 2-4 weeks

SELLING THE HOUSE

~ 1 month

CLOSING THE DEAL

~ 1 month

1

Interview the right agent

Finding the right agent to meet your expectations is the key to having a good partnership. We look forward to working for you to make sure everything goes smoothly. Meet with us to see if we're the right team for you.

2

Attend Framework's Lunch & Learn session

We will help explain terms that may be unclear to you as a buyer. We'll guide you every step of the way to give you the clarity you need to make confident decisions.

3

Determining the best time to sell

We'll work with you to decide the best time to put your home on the market. Since homes can sell better during certain time of year, we'll strategize and define a selling timeline that best suits your personal goals.

4

Preparing your home to list

Now it's time to clean the house, make any repairs, do necessary inspections and decide if any improvements should be made that would be beneficial to increasing your home value.

5

Pricing your home

We'll do a comparative analysis and present you with recent sales and current listings to help determine the best asking price.

6

Staging your home

Decluttering each room will help to showcase unique features of the home. The key to staging your home is to create an inviting space where people can imagine themselves living in.

7

Listing your home

After taking professional photos of your home, we will list your home on the MLS (Multiple Listing Service). This is a database available to all agents who are part of the MLS network. To expand your online visibility even more, we will feed out this listing to other popular internet sites such as Zillow & Trulia.

8

Holding open houses

We will hold open houses for the public on the weekends and private showings during the week.

9

Reviewing offers

We will review all the offers with you and help answer any questions. We'll guide you through counter offers, negotiate prices and terms.

10

Accepting the offer and closing the deal

Once the buyer and seller agree to the terms and price, you will then enter escrow. The escrow company will then coordinate the documentation.

11

Closing day!

We'll guide you through the process as you work with the lender, title company or escrow company to help make sure everything goes as planned and a smooth transfer of ownership is achieved. Congratulations, you did it!

