

*expect more*

## Managing The Sale Of Your Home

### DECISION TO SELL

Select Coldwell Banker Sales Associate

Determine time frame

Determine list price

### MARKETING

Implement Full-Service Home Marketing System

Qualifying the Buyer

Showing the Property

Negotiating the Offer/s

Signing of Contract

Contingency, Follow-up, Inspections, Mortgage, Deposit etc.

Mortgage Approval

All Contingencies Met

Final Walk-Through

Settlement

### MOVING

Concierge Services (Before, During and After the Sale)



**COLDWELL  
BANKER**

RESIDENTIAL BROKERAGE