

# HOME SELLING TIMELINE

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## Listing Presentation

We'll meet in your home and discuss your particular situation. Every home is different but we'll go over our advanced marketing strategies, identify possible buyer demographics and our listing agreement.

## Photographs

Pictures sell houses. That's why we include professional photography in our marketing budget. Our professional real estate photographer will visit the home and make your home a must see property on any buyers list. Pictures bring buyer - buyers bring offers.

## Pre-Marketing

Our massive lead capturing database matches your home with potential buyers. This creates a buzz about your house and more often than not results in private showings of your home before the listing becomes active to the public!

## Showings

Not only will I host open houses at your home - potential buyers and their agents will be contacting you to set up appointments to view the property. We have a dedicated feedback specialist that follows up with every agent to collect feedback

## Offers/Negotiations

When offers are submitted, it's important to understand that you the sellers are in charge. You decide with my input and advice how to handle the terms of the deal. I will use my personal experience and the wisdom of my team leader to help get you the best.

## Inspections/Appraisal

After an offer has been accepted, the buyers will likely have the property inspected. Inspectors are looking for high levels of radon, pest infestation and material defects. If any issues arise - we address these items with the buyers and come to an agreement.

## Closing

Transfer of ownership  
Settled proration of RE taxes, transfer fees, title insurance, brokerage commissions etc  
Closing typically happens 45 days after the acceptance of the purchase offer.

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