

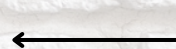
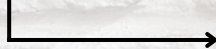
REAL ESTATE TRANSACTION FLOWCHART

SELLER

- Agent present:
 - Listing Pitch
 - Pitchbook
 - CMA (to determine the price of the property)
- Agent and Seller sign Exclusive Right to Sell (ERTL)
- Agent will advertise the property thru:
 - Multiple Listing services
 - Social Media
 - Postcard
 - Eblast
 - Open House/Showing
- Choosing the best offer with the highest amount

BUYER

- Buyer meets with Agent
- Buyer applies for a Loan at the Bank
- Buyer defines the budget and features of the house he/she wants to buy
- Agent gathers properties with the criteria of the buyer into a collection
- Buyer will choose which properties to set up a tour
- Agent sets up a tour for the properties
- Make offer to the properties the buyer wants to buy
- Agent creates Purchase Contract



• Purchase Contract presented to seller

• Negotiations

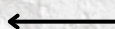
• Contract Accepted

• Agent Disclosures

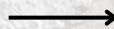
• Transaction Coordinator will take care of the documents

• Closing Procedures

Receives Cash



SOLD



Receives Keys and Title of the Property