

Whether you're ready to sell or simply looking for answers, we'll guide you with data and expertise through the process.

NO. 1

**Setting the Stage**

From applying a fresh coat of paint to rearranging furniture, our team will ensure that the property is visually ready for showing. We will schedule a professional photo shoot, commission an illustrative floor plan, and prepare a listing description.

NO. 2

**Compass Coming Soon**

Drive buyer interest and buzz with Coming Soon, which affords prospective buyers a glimpse of your home before it officially comes on the market. During the setting the stage period, we can start to pre-market the property by listing it as a "Coming Soon" property. This will build anticipation among potential buyers, drive up its value, and shorten the sales timeline.

NO. 3

**Going Live**

The listing is broadcast online and sent across our 100+ partner sites for the duration of the selling process.

NO. 4

**Spreading the Word**

Our marketing team produces beautiful print collateral to strategically showcase your property. Your agent develops and executes on an intelligent, effective paid marketing plan in relevant publications. Eye-catching property signs are produced and placed outside your property.

NO. 5

**Making Connections**

We continuously leverage professional contacts and our Network Tool to find ideal buyer brokers. Open houses are hosted for both brokers and clients on an ongoing basis.

NO. 6

**Building a Strategy**

We conduct an assessment of the market response within the first 30 days of your listing going live. Feedback from agents and buyers is aggregated and the listing strategy revised if needed.

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NO. 7

**Measuring Success**

We provide bi-weekly 1:1 updates and continuous traffic metrics.

NO. 8

**Optimizing the Offer**

Following an offer, we contact all interested parties, review offer terms, and raise all counter-offer options with you. The contract is negotiated and accepted, and the executed offer is circulated to all parties.

NO. 9

**Finalizing the Details**

We note and observe all contingency periods throughout the in-contract stage. All financial and supplemental information is collated and submitted to the managing agent.

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NO. 10

**Completing the Close**

The property appraisal and home inspection takes place. The closing date is set with the attorney.

NO. 11

**Purchase and Sale**

Your attorney will draft a purchase and sale contract and deliver it to the buyer's attorney. If any changes are requested from the buyer, you must agree to these changes. Signed contracts are returned to all parties with a contract deposit.

NO. 12

**Final Step**

Your agent arranges the final walk-through and closing, at which time the keys are handed over to the buyer.

You may be a first time home buyer, or a seasoned investor. Our team is equipped with the knowledge and technology to deliver a seamless closing on your purchase.

NO. 1

## Find an Agent

Look for a licensed Real Estate Agent who is knowledgeable about the neighborhoods you're considering and can help guide your search.

NO. 2

## Get Pre-Qualified

Before beginning your search, your first step is to get pre-approved for a mortgage loan (unless you will be paying in cash for the full price of your home). We can connect you to a mortgage broker. Based on your income and credit history, the mortgage broker will determine how much the bank will lend you, which will help you determine the price range for your search.

NO. 3

## Visit Properties

Attend viewings and open houses spanning a range of areas and property types. Now is the time to consider your ideal home's location and amenities.

NO. 4

## Negotiate

Once you have seen a home you like, you can put in an offer, which is a agreement to pay a certain price for the home. If your offer is lower than the list price, the seller will likely return with a counter-offer price, which you can choose to accept, reject, or make another offer. We will provide advice throughout to ultimately reach an agreement with the seller on price and terms.

NO. 5

## Review

You are given a limited time period during which to conduct all inspections.

NO. 6

## Sign Contract & Put Down Deposit

The seller's attorney will draft a purchase and sale contract and deliver it to your attorney. If changes are requested, the seller must agree to these changes. Signed contracts are then returned to the seller's attorney with a contract deposit. This deposit will be a portion of your down payment.

NO. 7

## Complete Loan Application

Your bank will organize an appraisal. Your completed mortgage loan application with all supporting documentation should be submitted to your chosen lender upon receipt of the fully signed contracts. The bank then issues clearance to close.

NO. 8

## Closing Scheduled by Attorneys

NO. 9

## Final Walkthrough

A final walk-through of the property is performed just prior to closing. The walk-through confirms that no damage has been done to the home since the time of inspection and that the major systems and appliances are in working order and any inspection items have been addressed.

NO. 10

## Closing

Once all the conditions of the contract have been satisfied, the closing is held. The closing documents are signed, payment is exchanged, and the buyer receives the keys to their new home!

