

# Home Selling Timeline

## Your Preparation Phase

Take as long as you need

Prepare your home and get it ready for photos and showings

Provide us with completed listing documents and disclosures

Provide us with accurate tax information and ensure home is free of liens

Provide us with any specific marketing points you want included with your flyers and MLS listing

## Listing Setup Phase

Typically takes 14 days, but can range from 10–30 days

Initial phone consultation with Agent

Usually completed within 48 hours of first contact

In-person tour of your home with Agent

Usually completed within 1–7 days after our phone call, depending on your schedule and ours

Finalize list price & sign listing agreement

24–48 hours after the in-person meeting, your Agent will email you this information to review

Schedule listing photo shoot & 3D Walkthrough™

7 days advance notice

Install yard sign

7 days advance notice

Install lockbox

7 days advance notice

Set up property through Centralized Showing

7 days advance notice

Receive photos and upload them to the MLS

2 days after listing photo shoot

Post draft listing into the MLS

1 day after photographs are received

## Showing Phase

Typically takes 30–45 days, but can go much longer if home is not priced right

Activate listing on the MLS & online

As soon as you're ready (usually on a Thursday or Friday)

Deliver marketing flyers to your home

Same day listing goes live

Host first open house

As soon as you're ready (usually first Sunday after going live)

Typical time until first offer received

30–45 days if priced right

Home Inspection

With 48 hours of accepted offer

## Post-Contract Phase

Typically takes 45–60 days

Title search and survey

7–10 days from ratified contract date

Appraisal and financing contingency expire

Usually 21–30 days from ratified contract date

Buyer's final walkthrough

Usually the day before settlement

Settlement and key exchange

45–60 days from receipt of offer

Total Estimated Time to Sell: 75–120 days from the time you send us signed listing paperwork until closing.