



PRE-LISTING PACKAGE

Look at making your listing appointments more efficient by using a pre-listing package made up of...

- A) A list of references
- B) Plan of action
- C) A complete CMA
- D) A complete net sheet
- E) A contract ready to be signed
- F) Disclosures

That's it! This gives the seller a chance to digest the information and hopefully come into some reality about the price before you get there. Including a signed contract is also an assumptive close.