



OLDHAM
GROUP

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The Oldham Group Selling Process

Our team designs and implements customized marketing strategies to maximize the exposure to potential buyers. Our experience shows a multi-channel marketing approach attracts buyers and **gets homes sold!**

1 _____

Consultation and Make Ready

During our consultation we make recommendations for cost-effective, cosmetic upgrades and staging services so that your property beats the competition. Homes that stand out sell **faster** and for more **money!**

2 _____

Market Analysis

Assessing the value of your home and pricing it right is the most critical part of the process! We want to sell your property for the most amount of money in the shortest period of time with the least amount of hassle. Homes that are priced well shown frequently and attract offers. On the other hand, home priced above the market are shown less and stay on the market longer.

3 _____

Marketing and Promotion

The Oldham/Group is professional and pro-active real estate marketing team. We utilize online and traditional strategies to promote your property. From personal prospecting calls to events and open houses, we utilize numerous tools to get your home **sold!**

4 _____

Contract and Negotiation

You have an expert negotiation team on your side. The Oldham Group has successfully negotiated hundreds of real estate transactions. We know what to say and do to get you the **most money** possible.

5 _____

Closing and Funding

The final stage of a successful transaction is closing and funding. Prior to closing, the repair amendment should be completed and the house clean and vacant. Utilities, mail and other subscriptions should be ready for transfer. Be sure to bring your driver's license to closing. In most cases, the funding and ownership transfer happens the same day.

The Listing Timeline

Monday

- Seller Documents Due:
 - Seller's Disclosure Survey
 - List of Improvements
 - Energy Audit
 - Utility Information
 - Front Door Key
- Staging Complete
- Property Photos Taken

Thursday

- Yard Sign Installed
- Lockbox on Property
- Listing Active on MLS
- Open House Promotion

Weekend

- Open House
- Showings Continue

Contract to Closing

1. Offer received and negotiated
2. Option period starts
3. Inspections completed
4. Repair Amendment received and negotiated
5. Appraisal completed
6. Closing and Funding