

# THE SELLING PROCESS



## SKILLFUL NEGOTIATION

When offers are presented, we will advise you and help obtain the best possible price and terms. Understanding the various standard contract forms and the vast array of contractual issues is key to negotiating the best terms to meet your individual needs. Making sure buyers are qualified and knowledgeable about available financing alternatives is of the utmost importance in negotiating a successful sale. We will promote your interests and assist in developing a clear and binding contract.

## TRANSACTION MANAGEMENT

Many details must be attended to before a sale becomes final including inspections, loan papers, contingency removals and insurance. At Coldwell Banker, we know how difficult and time consuming this process is, and thus, we will handle scheduling inspections, reviewing documents and making sure all of the required disclosure forms and pamphlets are provided in a timely fashion.