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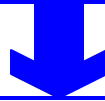
## Home Selling Process

Selling your house typically includes many of the following elements.

I will be your resource and guide every step of the way.

### Initial Consultation

- Determine your needs and priorities
- Review "agency" choices and select appropriate working relationship
- Discuss Marketing Plan
- Establish Pricing Strategy
- Discuss helping you find your next home if moving locally
- Discuss assisting you with relocation if you are moving out of the area



### Design and Implement Marketing Plan

- Complete home enhancement recommendations
- Carry out scheduled marketing activities
- Show property to brokers and prospective buyers
- Communicate with you on a regular basis
- Monitor results of marketing activities
- Modify Marketing Plan and Pricing Strategy as necessary



### Review Offer and Reach Agreement with Buyer

- Buyer's real estate professional presents offer
- Discuss and clarify proposed terms and conditions
- Negotiate; possible counter offers
- Reach final agreement



### Complete Settlement Process (per purchase contract)

- Deposit of buyer's earnest money
- Sign documents
- Title search preliminary title report to buyer
- Inspections
- Removal of remaining contingencies
- Buyer's final walk-through of property
- Loan funding/balance of funds from buyer
- Recording of title
- Relocation of seller; possession of property by buyer