
MARIO DANIEL SCONZA & PARTNERS REAL ESTATE SERVICES 172-STEP ACTION
PLAN

106. Personally call your immediate neighbourhood and surrounding neighbourhood to promote the benefits of your home.
107. Prepare a weekly market analysis update of any activity in your neighbourhood (i.e. new homes on the market, homes that have sold, etc)
108. Pre-qualify all buyers whom our agents will bring to your home before showings to avoid wasting your time with unqualified showings and buyers.
109. Discuss qualifications of prospective buyers to help determine buyer motivation, ability to purchase and probability of closing on the sale.
110. Provide Open House with a Licensed Realtor at your request.
111. Handle paperwork if price adjustment needed.
112. Take all calls to screen for qualified buyers and protect you from curiosity seekers.
113. Receive and review all Offers to Purchase contracts submitted by buyers or buyer's agents to determine best negotiation position.
114. Contact buyers' agents to review buyer's qualification and discuss offer.
115. Evaluate offer (s) and prepare a "net sheet" on each to you for comparison purposes.
116. Counsel you on offers. Explain merits and weakness of each component of each offer.
117. Confirm buyer is pre-qualified by calling Loan Officer.
118. Obtain pre-qualification letter on buyer from loan officer.

