

# The Jones Group

Putting the "real" in Real Estate

## The Process

We break the listing process down into several steps. First, after contact from a client, we conduct an initial "walk through" of the home. During the walk through, features, operating systems, and key points of the home are noted. We also ask the client what they've liked about the home. They always have the greatest insight into pros and cons of that specific property.

The second step involves determining market value. In this step, we research recent market activity of homes that have similar size, location, and condition as yours. We try very hard to keep the parameters of this process tight to isolate exactly where the market is today. We also take a pricing committee through the home to gain additional insight into other Brokers' opinions of value, condition, and market niche.

The final step involves meeting with the client for final review of pricing research, client approval of market value, confirmation of, and signing of the listing contract. Also at this time, we like to discuss what the client may be able to do to maximize sales price. This may include, but is not limited to, items such as addressing deferred maintenance & repairs. Since most Buyers are likely to have a home inspection contingency in their offers, we suggest that a Seller consider their own home inspection before or at the time they enter the market. This inspection may determine issues that may create Buyer objections. By identifying those items and remedying them prior to an offer, the Seller is able to negotiate from a position of strength during the offer, inspection, and closing processes.

[www.Bend-SunriverHomes.com](http://www.Bend-SunriverHomes.com)

541.420.4018

PO Box 3650 Sunriver, OR 97707

