



The Home Selling Process

Thank you for choosing to work with People Centric Real Estate in the sale of your home. Here is a list of things that can make this process as seamless as possible.

Paperwork--People Centric Real Estate will send you a copy of each of these forms to be signed:

- **Consumer Notice:** This form is not a contract, and it does not create any business relationship or obligations to People Centric Real Estate. Like the HIPPA form at the doctor's office this form is a state required disclosure. It informs you of privacy and confidentiality issues and highlights how a real estate agent or broker is required to act.
- **Listing Agreement:** This form is used to confirm that we agree to work together to find a ready, willing, and able buyer for your home, as well as outlining our duties to you. This form is not required to meet with you to discuss real estate, however when you are ready to list your property we will strive to ensure that all showings occur with only the most qualified buyers for your property as outlined below.

About People Centric Real Estate:

A Brokerage with a purpose, at People Centric Real Estate, we seek to differentiate ourselves from the traditional brokerages, by bringing a larger value to the cost of the sale or purchase of your home that other brokerages simply cannot. Since People Centric Real Estate is a non-profit brokerage, every transaction gives our clients the potential to change another person's life for the better.

Every time you choose People Centric Real Estate, you choose to provide a random act of kindness for someone less fortunate than you. Giving you the opportunity to make your decision one you can feel good about, for years to come.

We seek to help those of us who thought home ownership was out of their reach, realize that goal. It is the core of our business model. We want you to feel good about the money you spend on the sale or purchase of your home, that is why we take a portion of the cost you pay for buying or selling a home and use that towards creating space and opportunity for the least of us in housing. We seek to serve our industry, not to



work in it, and we invite you to join us in becoming a leading advocate in helping communities evolve.

Understanding: As the listing agent for your property, we believe we have been tasked with a job of ultimate importance. In addition to effectively marketing your property it is our job to ensure that each showing of your property occurs with only the most qualified buyers for your home, therefore we will require that all interested buyers' agents submit a preapproval for each buyer they would like to provide a showing tour to. People Centric is one of the only real estate brokerages in the area with this requirement, that is what makes our brokerage different. We begin the marketing process of your home with an open house to allow for those just beginning their search to tour your property without that required preapproval letter. Once a week, we will discuss the activity that has occurred, and make suggestions (when appropriate) for how to sell your home at the maximum price in the least amount of time. The cost of selling your home by law is a cost you can negotiate with any broker you are considering selling your property with below you will find our commission fee structures that details exactly where each dollar goes. We hope that you will select People Centric Real Estate to represent you in the sale of your home as every sale or purchase we successfully transact goes toward helping us fulfill our mission.