

What To Expect When You're Listing



exp
REALTY

www.RealEstateToolbox.com

(805) 424-6226

agents@realestatetoolbox.com

What To Expect When You're Listing

1

JUST LISTED

Sign Listing
Staging Scheduled Within 48 Hours - Stager Will Call Seller *
Seller Homework Assigned and Completed Within Two Days
Clean Sweep of Home: House Cleaning, Carpet Cleaning, Window Cleaning

2

PICTURE PERFECT

Staging Completed After Home Cleaning*
Professional Photography /Videography, 360 Tour for Zillow Within Two Days of Staging
Virtual Walk-Through Photography Within Two Days of Staging

3

HANDING OVER THE KEYS

Three Days Prior to Going on LiveActive:
For Sale Sign Up
Keys To Agent
Coming Soon Marketing

4

MARKETING APPROVALS

Within 24 Hours of Delivery, Sellers:
Approve Photos
Approve Marketing Materials
Disclosure Information Completed

5

GOING LIVE

Supra Lock & Combo Box, Text Rider on Sale Sign, Brochures/ Flyers On-Site
Home is Live on The Market Within Seven Days of Video/Photo Approval

*Staging options are available to seller at their own cost

6

MARKETING YOUR HOME

Just Listed Mailing Within 7 Days of Going Live
Bi-Weekly Marketing Plan
Updates to Seller

7

SHOWINGS

Showing Appointments
Feedback From Showings - Our Team Will Call & Email to Request Feedback

8

OFFERS

Receive Offers
Review Offers - Agents & Lenders Fill Out Required Documents, Calls to Lenders Within 24 Hours
Negotiate Terms

9

PICK YOUR BUYERS

Fully Executed Contract - Agreed & Signed By Both Seller & Buyer
Rent Back Option Discussed in Offer
Open Title & Escrow
Receive Buyer's Earnest Money Deposit

10

INSPECTIONS

Inspection
Request For Repairs From Disclosures/ Inspection Report
Negotiate Repairs After Inspection
Healthy & Safety Concerns, Leaks, Insects, Damage & Structural Issues

11

SHOW ME THE MONEY

Buyer Secures Loan
Appraisal Done
Buyer Removes Contingencies
Loan Documents Ordered

12

CLOSING TIME

Closing Documents Signed By Buyer & Seller
Sign Removed
Loan Funded & Recorded
Sellers Move Out & Buyers Move In

13

GIVE PROPS TO YOUR AGENTS

Seller Gives Real Estate Toolbox Team
5 Star Review.



Steve Hise, Tricia Garcia, and Pat Saraceno are a high-performing, family-based real estate team serving Ventura and Los Angeles Counties. Backed by decades of experience and advanced industry certifications, they specialize in using cutting-edge digital marketing to help clients sell faster and for more—leveraging targeted social media, video, SEO, and online funnels that outperform traditional methods.

They've built a reputation for innovative strategy, professional excellence, and community connection. As mentors to a growing team of agents, they're passionate about raising the bar in real estate. Their approach blends family values with data-driven systems that truly work in today's digital world.

Whether you're selling your first home or your fifth, this team is here to guide, support, and deliver results every step of the way. With them, it's not just real estate—it's a smarter, more strategic way to move forward.

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agents@RealEstateToolbox.com

CA DRE: 01052064 | 01702055 | 02032007

PAT SARACENO

STEVE HISE

TRICIA GARCIA