

BARNES ASSOCIATES

SIMPLIFY YOUR MOVE PLAN

Step 3: Your Listing Timeline

Your House Is Ready

As of now your house is prepped and ready to go to market. It is looking as good as it ever has. The clutter is removed, your rooms look huge, the paint is fresh, it smells spring fresh, the pictures look fabulous, the home inspection is available to eager buyers, and the marketing is written, printed, and loaded for online viewing.

This is your time. It doesn't get any better than this.

We've priced your home so it's powerfully positioned in the market to attract the most attention — and, more importantly, the most engagement.

List price:

For Sale sign installed (date):

MLS launch date:

The Timeline at a Glance

Here's exactly how the next two weeks unfold, from sign install to sold.

FRIDAY

For Sale Sign Goes Up

The sign goes up in the yard — the first public sign your home is on the market.

WEDNESDAY

MLS Launch & Showings Begin

We launch on MLS and showings start. Every showing is confirmed with you by phone, text, or email, and showing instructions are issued to the agent.

THU / FRI

Ask the Neighbours

We canvas at least 50 surrounding homes with an Open House invitation, asking each homeowner: "Who do you know that would like to be your neighbour?"

SAT & SUN, 2–4PM

Public Open House

We host an Open House for the public, collect names and numbers, and follow up with every visitor afterward.

MON & TUE

Final Rush Showings

Last-minute showings as buyers make their final decisions before offer day.

TUESDAY, 2 OR 4PM

Offers Reviewed

We review all offers together, then either accept the best one or negotiate improvements. Your home is usually sold by dinnertime — to the best buyer, at your highest price, on your terms and conditions.

While the Market Works Its Magic

After showings begin, we sit back and let the market do its magic. Behind the scenes, we're following up with every showing agent for feedback, so we can fine-tune the marketing if needed to better position your home.

Feedback & Adjustments Log

Agent feedback 1:	
Agent feedback 2:	
Agent feedback 3:	
Agent feedback 4:	

Your Timeline Checklist

- | | |
|---|--|
| For Sale sign installed | Open House held, Saturday 2–4pm |
| Home live on MLS | Open House held, Sunday 2–4pm |
| Showing instructions issued to showing agent | Visitor names & numbers followed up |
| First showings confirmed (phone / text / email) | Final rush showings completed (Mon/Tue) |
| Showing agent feedback collected | Offers received |
| Marketing adjusted, if needed | Offers reviewed with you (Tuesday, 2 or 4pm) |
| 50+ neighbouring homes canvassed ("Ask the Neighbours") | Best offer accepted / negotiated |
| Open House invitations delivered | Sold! |

Offer Day

After reviewing all offers, we either pick the best one as-is or work with you to make changes to an offer. Your home is usually sold by dinnertime — to the best buyer, paying you the highest price, on your terms and conditions.

Offer review time (2:00pm or 4:00pm):

Number of offers received:

Accepted offer price:

Closing date:

After the Offer: Closing Preparations

Once your offer is accepted, here's what happens behind the scenes to get you safely to closing day.

Day 1 After Offer

- Deposit bank draft received and confirmed with you
- Accepted Purchase Agreement forwarded to your lawyer
- Your lawyer notified of the Buyer's solicitor contact information
- SOLD sign installed

Property Care Until Closing

Barnes Associates will maintain the property until closing — cutting the grass, clearing snow, and making daily visits for insurance purposes. The SOLD sign is removed 2 weeks after the offer is accepted.

Your lawyer's name / contact:

Buyer's solicitor contact info:

Deposit confirmed (date):

SOLD sign installed (date):

SOLD sign removal date (2 weeks later):

Notes & Reminders

Use this space for anything else worth tracking — special requests from showing agents, questions that came up at the Open House, or things to remember for offer day.