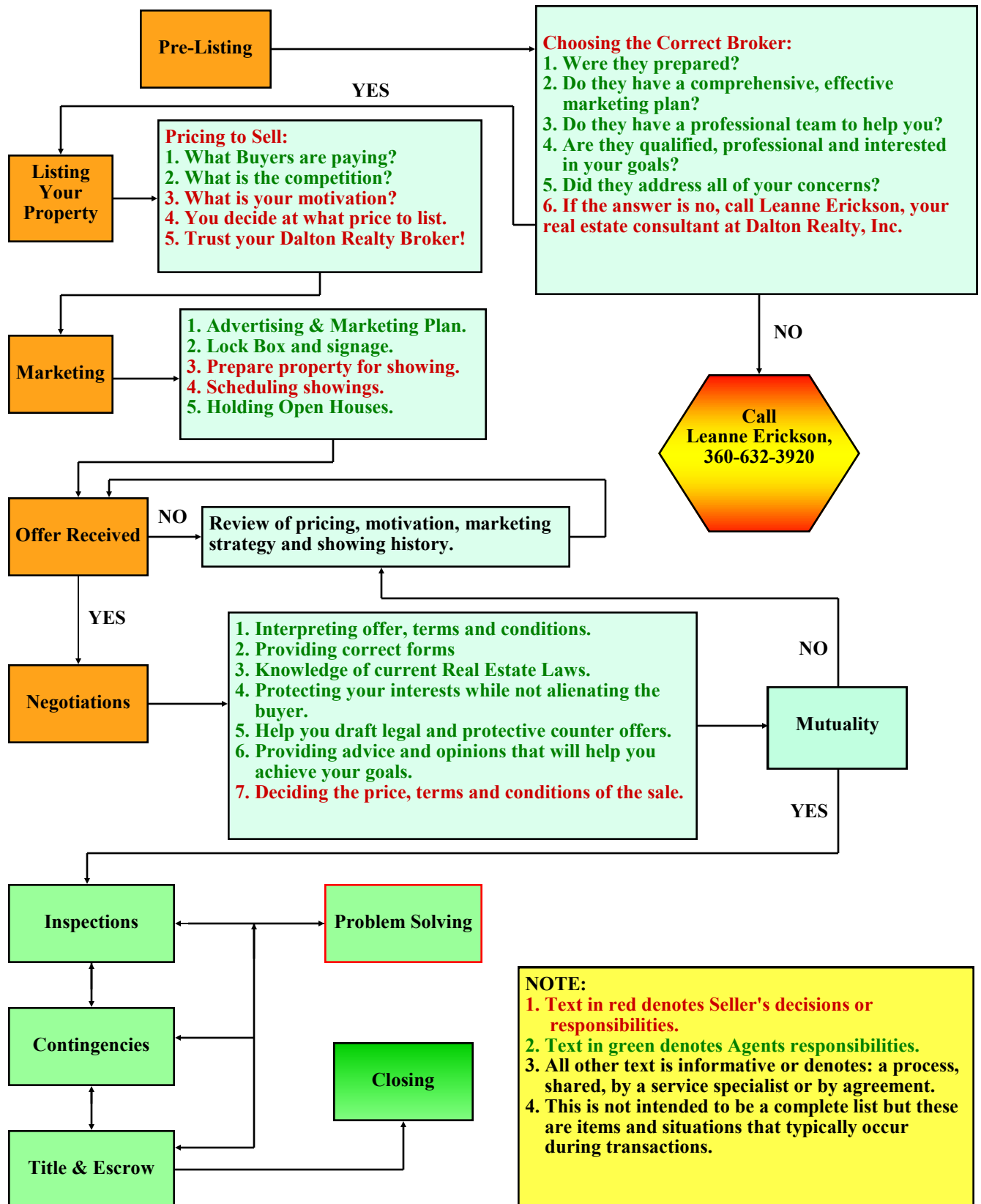


# The Listing and Sales Process



**NOTE:**

1. Text in red denotes Seller's decisions or responsibilities.
2. Text in green denotes Agents responsibilities.
3. All other text is informative or denotes: a process, shared, by a service specialist or by agreement.
4. This is not intended to be a complete list but these are items and situations that typically occur during transactions.