LOPEZ & LOPEZ, REALTORS®
LONG REALTY COMPANY

TUCSON, AZ · EST 2011

THE SELLER HANDBOOK · 2026

The House Always Wins.

The Best Way Home.™

◆ LOPEZ & LOPEZ, REALTORS® · TUCSON · EST 2011

Most show up to ask. I show up already built.

Rory keeps the research, records, and lessons organized. I still make the call. The system keeps the available evidence in view.

CASH
DIRECT SALE PATH

AS-IS
MARKET PATH

STRATEGIC PREP
PREMIUM PATH

TYLER LOPEZ
OWNER · BUILDER · AUTHOR

TUCSON · DAY AFTER DAY · SINCE 2011

MLSLISTINGS.APP/HANDBOOK · (520) 462-6023

LONG REALTY COMPANY · BERKSHIRE HATHAWAY HOMESERVICES AFFILIATE · EQUAL HOUSING OPPORTUNITY

LOPEZ & LOPEZ, REALTORS®
LONG REALTY COMPANY

TUCSON, AZ · EST 2011

OWNER · BUILDER · AUTHOR

Tyler Lopez.

Started July 2011. Fifteen years at Long Realty Company in Tucson. Same brokerage, day after day. I lead seller representation and the listing plan. Built the Second Sale concept and the Client for Life philosophy. Author of *The Best Way to Do Everything Wrong*.

WHO I ACTUALLY AM

More than twelve years in Tucson hospitality before real estate: that's where the customer discipline came from. Past BMX pro. Drummer. Host of HATS, the karaoke lounge across the street from my house. Ran with the bulls in Pamplona. Made it to Oktoberfest. None of it pays the bills. All of it explains how I show up.

WHAT I'M TRYING TO DO

Get paid for what I know, not just what I do.
Invest in the future of clients through intentional giving, grace, and gratitude.

THE RECORD

01	**15 yrs · Long Realty Company** Same brokerage since July 2011
02	**$350M+ team closed volume** 2,000+ team transactions
03	**100+ personal real estate investments** Firsthand ownership and renovation perspective
04	**Owner** Lopez & Lopez, REALTORS®
05	**Seller representative** Property review · strategy · listing plan
06	**Author** The Best Way to Do Everything Wrong
07	**Public team line** (520) 462-6023
08	**Tucson, Arizona** Long Realty Company · Est 2011

THE 1926 CIRCLE · LONG REALTY PLATINUM · OF EXCELLENCE

PUBLIC TEAM LINE
(520) 462-6023

ONLINE
mlslistings.app/contact

THE NETWORK
mlslistings.app/network

OFFICE
Tucson, AZ · Est 2011

LONG REALTY COMPANY · BERKSHIRE HATHAWAY HOMESERVICES AFFILIATE · EQUAL HOUSING OPPORTUNITY

YOU SIT BESIDE US. WE DON'T SIT IN FRONT OF YOU.

Giving. Grace. Gratitude. Patience.

Four values. One operating principle. When the house wins, you win.

THE ROSTER · ONE PUBLIC TEAM LINE



01
Tyler Lopez
CO-OWNER · SELLER REPRESENTATIVE
Seller representation

TEAM CONTACT



02
Tana Lopez
CO-OWNER · ASSOCIATE BROKER AT LONG REALTY COMPANY
Team leadership · Associate Broker at Long Realty Company

TEAM CONTACT



03
Rich Pesqueira
BUYER REPRESENTATIVE
Buyer representation

TEAM CONTACT



04
Joel Pielemeier
BUYER REPRESENTATIVE
Buyer representation

TEAM CONTACT



05
Charlie Olinger
BUYER-SIDE TRANSACTION MANAGER
Buyer-side transaction coordination

TEAM CONTACT



06
Jeff Morris
LISTING MANAGER / TRANSACTION COORDINATOR
Listing transaction coordination

TEAM CONTACT



07
Kember Switzer
REMOTE ASSISTANT / COMMUNICATIONS SPECIALIST
Communications and remote support

TEAM CONTACT



◇ BUILT IN-HOUSE · BY HAND

Your whole package. one connected system.

The property review, pricing analysis, listing destination, media plan, and seller communication belong to one connected workflow. Rory supports internal research, organization, and production. Tyler and the team remain responsible for the work and every client decision.

THE WORKING STACK

- **Public team line** · (520) 462-6023
- **BumbleBeetle** · property preparation research
- **Listing Hub** · a property can receive a dedicated listing destination
- **Rory** · internal research and production support
- **Showing Record** · activity and available feedback
- **Seller Updates** · the cadence selected with each client
- **Market Research** · current records and comparable evidence
- **Listing Distribution** · MLS and approved public outlets
- **The Network** · current providers with free client choice

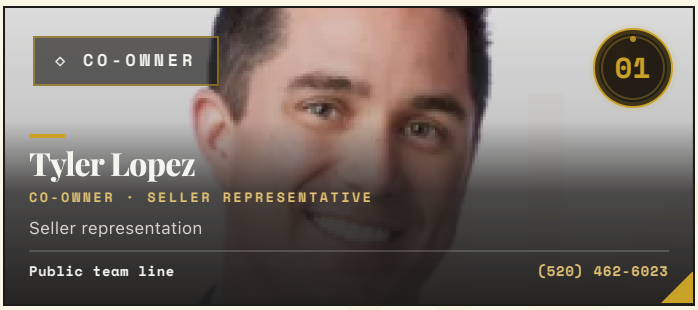
"The system keeps the research, decisions, and next steps together. **That is how we stay on the same team.***"*

◇ TYLER · EVERY APPOINTMENT

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THE COMPLETE TEAM. APPROVED PUBLIC ROLES. ONE CONTACT DOOR.

Who actually does the work.



◇ CO-OWNER

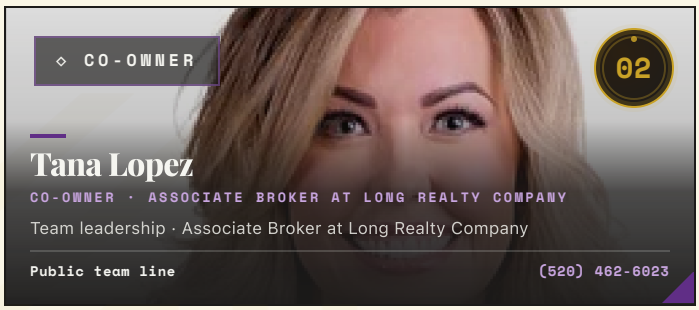
01

Tyler Lopez

CO-OWNER · SELLER REPRESENTATIVE

Seller representation

Public team line (520) 462-6023



◇ CO-OWNER

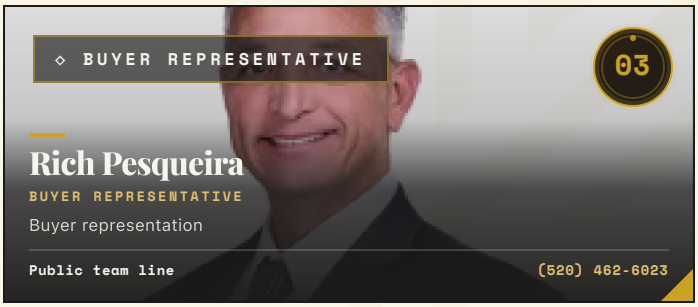
02

Tana Lopez

CO-OWNER · ASSOCIATE BROKER AT LONG REALTY COMPANY

Team leadership · Associate Broker at Long Realty Company

Public team line (520) 462-6023



◇ BUYER REPRESENTATIVE

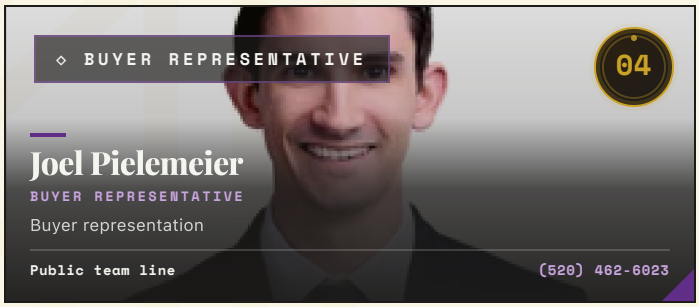
03

Rich Pesqueira

BUYER REPRESENTATIVE

Buyer representation

Public team line (520) 462-6023



◇ BUYER REPRESENTATIVE

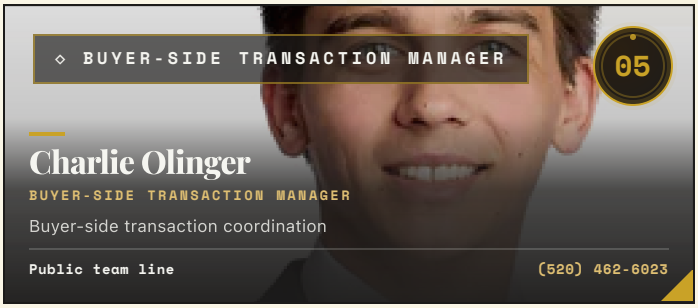
04

Joel Pielemeier

BUYER REPRESENTATIVE

Buyer representation

Public team line (520) 462-6023



◇ BUYER-SIDE TRANSACTION MANAGER

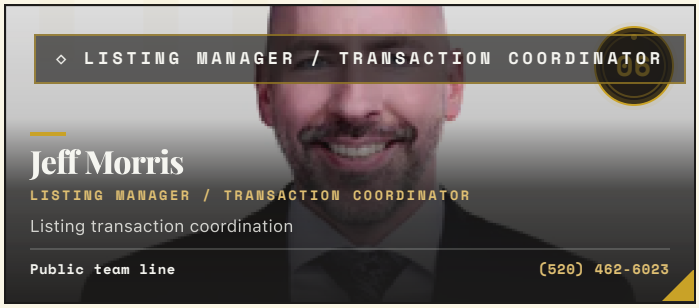
05

Charlie Olinger

BUYER-SIDE TRANSACTION MANAGER

Buyer-side transaction coordination

Public team line (520) 462-6023



◇ LISTING MANAGER / TRANSACTION COORDINATOR

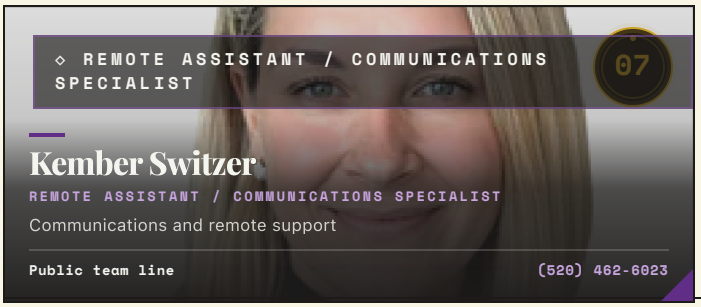
06

Jeff Morris

LISTING MANAGER / TRANSACTION COORDINATOR

Listing transaction coordination

Public team line (520) 462-6023



◇ REMOTE ASSISTANT / COMMUNICATIONS SPECIALIST

07

Kember Switzer

REMOTE ASSISTANT / COMMUNICATIONS SPECIALIST

Communications and remote support

Public team line (520) 462-6023

"Seven people. Clear public roles. One team line. The right person joins the work when the assignment is confirmed."

ONE PUBLIC TEAM

THE HOUSE BEHIND THE HOUSE

Local judgment. Connected through Long Realty and BHHS.

Tyler has spent 15 years building the seller process inside Long Realty. Local judgment meets established brokerage infrastructure.

That continuity supports the work behind each listing: pricing, preparation, distribution, negotiation, and closing coordination.

15	$350M+	2,000+	100+	Local	BHHS
YEARS · TYLER AT LONG REALTY	TEAM CLOSED VOLUME	TEAM TRANSACTIONS	TYLER PERSONAL REAL ESTATE INVESTMENTS	LONG REALTY COMPANY	LONG REALTY AFFILIATE

WHAT THAT AFFILIATION ACTUALLY DELIVERS

LOCAL

Southern Arizona experience.

Long Realty adds established brokerage infrastructure, local market knowledge, and relationships across Southern Arizona.

NATIONAL

A Berkshire Hathaway HomeServices affiliate.

The affiliation connects Long Realty to a broader brokerage and referral ecosystem while your strategy stays local.

PREMIUM

Presentation with wider reach.

Available brokerage marketing channels are evaluated for each property, including luxury programs when current eligibility is met.

LOCAL STEWARDSHIP. BROADER REACH.

THE HOUSE ALWAYS WINS. · THE BEST WAY HOME.™

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MOST AGENTS ARRIVE TO ASK. WE ARRIVE WITH THE PLAN ALREADY BUILT.

Math before the meeting. Choices, not pressure.

Three seller paths. Current property facts. One written process. We choose the path that fits your life.

3

◆ THE MATH

Three seller paths. Compared before the walkthrough.

Cash, as-is, and strategic preparation are measured against your goals. You see the assumptions before choosing a path.

1

◆ THE WORK

One property. Work scoped before you commit.

Preparation items are prioritized, documented, and priced when current quotes are available. You approve what fits your plan.

1

◆ THE PROCESS

One written plan. Every milestone explained.

Preparation, launch, updates, offers, and closing steps are mapped around your property and timing.

"The work starts before we sit down. Your options get clearer when the facts are organized."

PREPARED · COMPARED · PLANNED

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THREE PATHS, SIDE BY SIDE. ONE WINNER: YOURS.

Cash. As-Is. Strategic Prep. You pick what fits your life.

CASH
DIRECT SALE

CONTROL
PRIORITY: FEWER UNKNOWNS

A direct path with terms reviewed before you decide.

Compensation	Varies by agreement
Prep work	Often limited
Showings	May be limited
Timing	Buyer and terms control
Who buys it	Direct buyer
Use it when	Control matters most

A direct sale can trade market exposure for convenience. We compare the written terms before you decide.

AS-IS
MARKET PATH

MARKET
PRIORITY: BROAD EXPOSURE

Market exposure with limited seller preparation.

Compensation	Disclosed before signing
Prep work	Property specific
Marketing	Written launch plan
Timing	Offer and escrow dependent
Who buys it	Open market
Use it when	Exposure matters most

This path tests the market with a launch plan matched to the property and seller priorities.

STRATEGIC PREP
PREMIUM PATH

POSITION
PRIORITY: PRESENTATION

Targeted preparation when the expected benefit supports the cost.

Compensation	Disclosed before signing
Prep work	Seller approved items
Marketing	Written launch plan
Timing	Scope and escrow dependent
Who buys it	Open market
Use it when	Preparation is supported

Recommendations are scoped and compared before approved work begins. Results vary by property and market conditions.

"Each path changes preparation, exposure, timing, and certainty. The right choice starts with your priorities and current facts."

YOUR HOUSE · YOUR MATH · YOUR DECISION

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THE LPR INTELLIGENCE ENGINE

Current records. Comparable evidence. One plan to review.

Property records, comparable evidence, preparation questions, and launch decisions are organized in one place. The walkthrough makes the plan property specific.

Rory *supports internal research, organization, and production. Tyler and the team review the evidence and remain responsible for every recommendation and client decision.*

01	02	03	04	05	06
CURRENT PROPERTY RECORD	COMPARABLE MARKET EVIDENCE	CONDITION AND ACCESS NOTES	PREPARATION OPTIONS	APPROVED MEDIA AND DISTRIBUTION	WRITTEN DECISION POINTS

◇ EVIDENCE FRAME · PROPERTY SPECIFIC

RECORDS · MARKET · WALKTHROUGH

01 · CURRENT RECORD
Ownership, features, history, and open verification items

02 · COMPARABLE EVIDENCE
Relevant sales, competition, concessions, and current conditions

03 · ON-SITE REVIEW
Condition, access, preparation, media, and seller priorities

THE THREE-PHASE LISTING PROCESS

PHASE 1

Pre-Appointment

Current records, comparable evidence, and open questions are organized before the walkthrough.

OUTPUT
PROPERTY REVIEW + RESEARCH NOTES

PHASE 2

Post-Walkthrough

The package is updated around actual condition, access, priorities, and approved preparation.

OUTPUT
DECISION PLAN + PREPARATION OPTIONS

PHASE 3

Go-Live

Facts, authority, media, access, and communication cadence are confirmed before launch.

OUTPUT
LAUNCH PLAN + SELLER UPDATE CADENCE

PREPARED · VERIFIED · READY TO REVIEW

(520) 462-6023 · MLSLISTINGS.APP/CONTACT

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AFTER REVIEW, THE PACKAGE IS ORGANIZED.

The plan moves in a clear sequence.

Seven coordinated documents and nine decision stages keep evidence, choices, responsibilities, and next steps in one place.

EXHIBIT A · THE PACKAGE



01	Property Review	Current records · condition · open questions
02	Pricing Analysis	Comparable evidence · positioning · dated assumptions
03	Preparation Options	Scope · provider quotes · seller approvals
04	Marketing Plan	Property story · media · distribution · access
05	Communication Plan	Contacts · cadence · decision points
06	Offer Review Frame	Price · timing · financing · contingencies · certainty
07	Closing Map	Deadlines · documents · possession · final records

EXHIBIT B · THE STAGES

STAGE 1 — Initial Review
AT THE START
Goals, timing, property record, and next questions

STAGE 2 — Property Research
BEFORE STRATEGY
Current records, comparable evidence, and open verification items

STAGE 3 — Walkthrough
AT THE PROPERTY
Condition, access, preparation, and media notes

STAGE 4 — Decision Plan
AFTER REVIEW
Written options, estimated costs, timing, and seller choices

STAGE 5 — Preparation
IF SELECTED
Approved work, vendors, access, and completion checks

STAGE 6 — Launch
WHEN AUTHORIZED
Reviewed facts, approved media, showing plan, and public listing

STAGE 7 — Market Review
WHILE ACTIVE
Activity, feedback, competing inventory, and seller decisions

STAGE 8 — Contract
AFTER ACCEPTANCE
Written terms, deadlines, inspections, appraisal, title, and lending

STAGE 9 — Closing
AT COMPLETION
Signing, funds, possession, keys, and final records

THE PROMISE

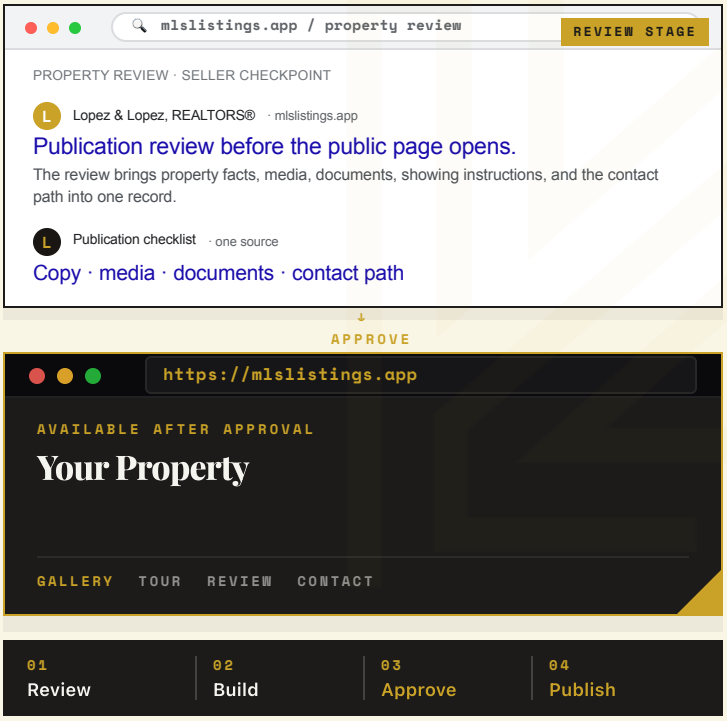
You receive the current status, available evidence, open decisions, and next step through the cadence selected for your listing.

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A PROPERTY CAN RECEIVE A GOVERNED WEB HOME.

Your property can receive one governed destination.

When selected and approved for a listing, the property story, media, documents, showing path, and seller decisions can stay organized around that governed destination.



WHAT A GOVERNED URL CAN HOLD

/	Overview	Property story · essential facts · primary media
/gallery	Gallery	Photography · detail views · visual sequence
/walkthrough	Walkthrough	Guided video · room flow · useful context
/details	Property Details	Features · improvements · measurements
/review	Property Review	Positioning · comparable context · seller choices
/documents	Documents	Available disclosures · records · supporting files
/showings	Showings	Tour request · appointment details · response path
/offers	Offer Guide	Offer instructions · timing · document path
/updates	Seller Updates	Activity · feedback · next decision
/contact	Contact	Public team contact · one clear response path

THE OTHER TOOLS YOU GET ACCESS TO

Property Review
https://mlslistings.app
Pricing, positioning, condition, and presentation organized before publication.

Seller Contact
https://mlslistings.app/contact
One public contact path for questions, decisions, and the next move.

Provider Network
https://mlslistings.app/network
The people and services that support the listing from preparation through closing.

"Your property can receive more than a portal card. It can receive a governed home online.*"*

REVIEW · BUILD · APPROVE · PUBLISH

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YOUR CADENCE. YOUR CHANNEL. CONFIRMED IN WRITING.

You can see what's next.

Nine decision stages, organized around available records and the next useful step. Gold marks the current governed process.

Rory *supports internal research, organization, and production. Tyler and the team review the evidence before it becomes a client recommendation.*

STAGE 1 — AT THE START

Initial Review

Goals, timing, property record, and next questions

"We have your goals, timing, and the first property questions. Here is what we will review next."

STAGE 2 — BEFORE STRATEGY

Property Research

Current records, comparable evidence, and open verification items

"Current records and comparable evidence are organized. Open verification items are listed separately."

STAGE 3 — AT THE PROPERTY

Walkthrough

Condition, access, preparation, and media notes

"The walkthrough notes cover condition, access, preparation, and the media plan."

STAGE 4 — AFTER REVIEW

Decision Plan

Written options, estimated costs, timing, and seller choices

"Your written options are ready for review, including assumptions, estimated costs, and seller choices."

STAGE 5 — IF SELECTED

Preparation

Approved work, vendors, access, and completion checks

"Approved preparation is tracked by scope, provider, access, cost, and completion status."

STAGE 6 — WHEN AUTHORIZED

Launch

Reviewed facts, approved media, showing plan, and public listing

"Launch readiness is reviewed after authority, facts, media, showing access, and launch details are confirmed."

STAGE 7 — WHILE ACTIVE

Market Review

Activity, feedback, competing inventory, and seller decisions

"Here is the current activity, available feedback, competing inventory, and the decision in front of us."

STAGE 8 — AFTER ACCEPTANCE

Contract

Written terms, deadlines, inspections, appraisal, title, and lending

"Written terms, deadlines, inspections, appraisal, title, and lending are organized in the contract record."

STAGE 9 — AT COMPLETION

Closing

Signing, funds, possession, keys, and final records

"Signing, funds, possession, keys, and final records are aligned with the written agreement."

"The schedule turns the work into visible next steps."

9 STAGES · WRITTEN DECISIONS

THREE PARTS. ONE STANDARD. AVAILABLE FOR EACH PROPERTY.

Every house. Same system.

Review the property. A listing can receive a governed destination. Keep every seller decision and contract step connected to the same file.



Property Review

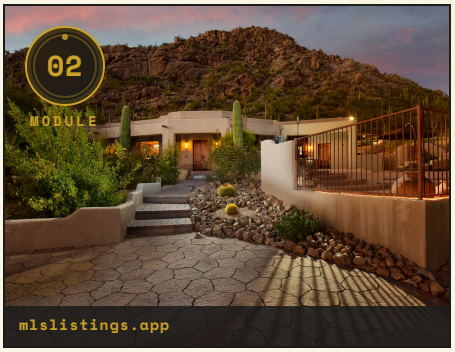
PRICING · POSITION · SELLER CHOICE

Know the property before the market sees it.

Property facts, comparable context, condition, presentation, and seller priorities are organized in one review. Assumptions stay visible. Decisions stay deliberate.

STATUS · CONTROL · SELLER DIRECTION RECORDED

FULL
PROPERTY REVIEW



Governed Property Destination

STORY · MEDIA · DOCUMENTS

A property can receive one governed public home.

When approved for a listing, its story, photography, walkthrough, available documents, showing path, and public contact can live together. Published information stays tied to the reviewed file.

STATUS · PUBLIC · GOVERNED BEFORE PUBLICATION

ONE
DESTINATION



Seller Communication & Contract Control

UPDATES · DECISIONS · DOCUMENTS

Every decision stays connected to the listing.

Messages, feedback, approvals, contract documents, and dates stay organized around the file. The seller can see what changed, what needs attention, and what happens next.

STATUS · CONTROL · CLEAR NEXT ACTION

CLEAR
NEXT MOVE

"The property changes. The standard stays. Review, governed destination, control."

THREE MODULES · GOVERNED PER LISTING

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THE LISTING PLAN CONNECTS THE PUBLIC SITE, RESEARCH, RECORDS, AND COMMUNICATION.

Six tools. Built for sellers.

Each tool has a specific job. Access and configuration are confirmed for the listing and the client.



01 TOOL — PUBLIC

Listing Hub

↳ mlslistings.app

An approved listing can receive a governed destination for property facts and owned media.

A property can receive a focused destination with its current story, approved media, access details, and one public contact door.

01

02 TOOL — PUBLIC

BumbleBeetle

↳ bumblebeetle.app

Property preparation research for the preparation path.

Property evidence, project scope, and current costs support preparation decisions before any work is approved.

02

03 TOOL — PUBLIC

Public team line

↳ (520) 462-6023

One public phone and text door for Lopez & Lopez, REALTORS®.

New calls and messages enter the team workflow without publishing private staff contact details.

03

04 TOOL — CLIENT

Seller Updates

↳ Your selected cadence

Activity, feedback, open questions, and material changes.

The update format and cadence are confirmed with each seller, then used to organize activity, decisions, and next steps.

04

05 TOOL — CLIENT

Showing Record

↳ Listing specific

Showing activity and available feedback in one record.

Showing activity and feedback available from showing systems are organized as one input for seller review.

05

06 TOOL — PUBLIC

The Network

↳ mlslistings.app/network

Current property service contacts with free client choice.

Use the roster to identify possible providers, ask questions, compare terms, and choose the provider you want.

06

CONNECTED PUBLIC SOURCES

MLSLISTINGS.APP · BUMBLEBEETLE · MLSLISTING.NET · 85750.NET · 85710.NET · 85749.NET · 85747.NET · 85641.NET

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WATCH THE OVERVIEW. REVIEW THE HANDBOOK. THEN CALL.

Watch the system. Then call.



◆ FEATURED · WATCH FIRST

What You Get When You Hire Us

An overview of the team, listing system, seller documents, and decision process.

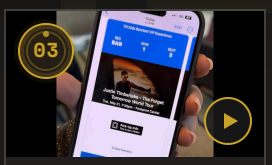
YOUTU.BE/UIQ6YLX2_LM WATCH →



◇ THE PROCESS

A Complete Look at the Sales Process

A complete look at the process from initial review through closing.



◇ THE MARKETING

How We Advertise and Market Your Home

Approved media, public listing distribution, and the governed property destination a listing can receive.



◇ THE COMMUNICATION

Client Happiness and Expectation Control

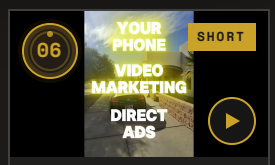
How seller updates and the showing record support clear decisions.



◇ LONG REALTY

Long Realty Smart Move Campaign

An overview of the Long Realty Company program. Confirm current terms and eligibility directly.



◇ SHORT

Best Way to Sell Your Home

A concise introduction to the seller approach.

Watch the videos. Or just call. Whichever's faster.

(520) 462-6023

THE HOUSE ALWAYS WINS. • THE BEST WAY HOME.™

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No. I

Before *You* Hire Your Agent.

Fifteen questions. One page.



◇ BRING THIS TO EVERY INTERVIEW

Hiring an agent is an interview, not a referral. *Treat it like one.*

Write down the answers. Compare the evidence. Hire the agent whose plan fits your property and priorities.

$350M+ TEAM CLOSED VOLUME	**2,000+** TEAM TRANSACTIONS	**100+** TYLER PERSONAL RE INVESTMENTS	**15 yrs** TYLER AT LONG REALTY	**BHHS** LONG REALTY AFFILIATE

◇ THE FIFTEEN. QUESTIONS EVERY SELLER SHOULD ASK

I. XV

№ I · Representation
Who will *represent me*, and who is my daily contact?
Name the licensed agent responsible for advice, negotiation, and decisions before you sign.

№ II · Pricing
Which facts support your *pricing recommendation*?
Ask for current comparable evidence, competing inventory, condition adjustments, and dated assumptions.

№ III · Property Facts
What must be *verified* before we publish?
Square footage, permits, systems, inclusions, and material facts need a clear source.

№ IV · Preparation
Which preparation items are worth *considering*, and why?
Each recommendation should connect cost, timing, and expected buyer response. Results vary by property and market conditions.

№ V · Costs
What will I *pay*, and when?
Compensation, provider invoices, concessions, staging, and closing charges should be explained before commitment.

№ VI · Marketing
What exactly will you *create* for my property?
Ask for the media, copy, showing plan, approval steps, and launch standard that apply to your home.

№ VII · Distribution
Where will buyers *find* the listing?
Distribution should be specific. Ask which channels apply and how published facts stay accurate.

№ VIII · Communication
When and how will you *update me*?
Set the cadence, responsible contact, and decision points before the listing launches.

№ IX · Access
How are access, security, and *feedback* handled?
Know who confirms access, records showing activity, and protects the property.

№ X · Offers
How will you compare offers *beyond price*?
Financing, appraisal, contingencies, timing, possession, and buyer performance all matter.

№ XI · Negotiation
Who negotiates, and what is the *escalation plan*?
You need one accountable decision path when terms or circumstances change.

№ XII · Contract
How will deadlines and documents be *tracked*?
Every accepted offer creates dates, duties, and records that need clear ownership.

№ XIII · Providers
How are service provider options *presented*?
You should see current scope, price, and license information when relevant. The choice stays yours.

№ XIV · Proof
Which results are *team results*, and which are individual?
Attribution matters. Ask for dated, verifiable context behind every number.

№ XV · Plan Review
What happens if the plan is *not working*?
Define review points, available choices, and written next steps before pressure arrives.

◇ LPR'S SELLER PROCESS · PUT IN WRITING

CLEAR BEFORE COMMITMENT

I · REPRESENTATION Named before signing	II · PRICING Dated comparable evidence	III · PROPERTY FACTS Verified before publication	IV · PREPARATION Seller approved scope	V · COSTS Compensation and costs disclosed
VI · MARKETING Written property launch plan	VII · DISTRIBUTION Applicable channels documented	VIII · COMMUNICATION Cadence selected together	IX · ACCESS Access and feedback plan	X · OFFERS Material terms compared in writing
XI · NEGOTIATION Named escalation path	XII · CONTRACT Deadlines tracked with ownership	XIII · PROVIDERS Client choice preserved	XIV · PROOF Team results labeled clearly	XV · PLAN REVIEW Review points and choices written

LONG REALTY COMPANY · BERKSHIRE HATHAWAY HOMESERVICES AFFILIATE · EQUAL HOUSING OPPORTUNITY

"A good agent welcomes direct questions. *Bring the property record. Bring your priorities.* ***Ask what is known.*** *Ask what still needs verification, then keep the important answers* ***in writing.***"

◇ TYLER LOPEZ · LOPEZ & LOPEZ, REALTORS®

The Best Way Home.™

◇ THE FIVE COMMITMENTS USED IN THIS HANDBOOK

Every answer above. In writing.

What you can expect *to see documented.*

01
QUESTIONS I · VIII · XI
Accountability.
Named representation, the selected communication cadence, and a clear negotiation escalation path.

02
QUESTIONS II · III · XIV
Property evidence.
Pricing inputs, property facts, and the source and attribution behind reported results.

03
QUESTIONS VI · VII · IX
Launch controls.
Approved media, applicable distribution, and the access and feedback plan.

04
QUESTIONS IV · V · XV
Written options.
Preparation scope, disclosed costs, and review points with available seller choices.

05
QUESTIONS X · XII · XIII
Contract stewardship.
Offer comparison, contract deadline ownership, and optional provider choices.

◇ WHEN YOU'RE READY

Call the ***team.*** *We will review the property, your priorities, and the next useful step with you.*

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SCAN · REVISIT

PUBLIC TEAM LINE

(520) 462-6023

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THE WORK ISN'T THE LISTING. IT'S WHAT COMES AFTER.

Recording is the start.

Closing aligns signing, funds, recording, possession, keys, and the final transaction record.

WHAT YOU WALK OUT WITH

Final docs. Keys. Next step.

THE CONTRACT CONTROLS.

CLOSING DAY · AND AFTER

PREP — **Before signing**

Final walkthrough, access, possession, utilities, and open contract tasks are reviewed against the written agreement.

SIGN — **Signing**

The signing appointment, identification, and current settlement documents are confirmed with title and escrow.

WIRE — **Funds and recording**

Wire instructions should be confirmed directly with title or escrow through independently sourced contact information. Title and escrow confirm funding and recording.

HAND — **Handoff**

Keys, remotes, possession, utilities, and final property access follow the written agreement.

KEEP — **After closing**

Keep the final records for reference. The team remains available for future property questions.

◇ AFTER CLOSING · CURRENT SUPPORT

Keep the final records. Ask for the current Network when a property need appears. Call the team when the next real estate question arrives.

AFFILIATE · 1926

LONG REALTY
A BERKSHIRE HATHAWAY AFFILIATE

THE 1926 CIRCLE · LONG REALTY PLATINUM · OF EXCELLENCE

"Closing completes the transaction record. The team remains a resource after closing."

SCAN · REVISIT

THE HOUSE ALWAYS WINS
THE BEST WAY HOME™
YOU'RE THE HOUSE