Typical Real Estate Transaction
From Listing to Close

SELLING: STEPS FOR SUCCESS

1. Initial Real Estate Consultation
   Determine your Real Estate Needs/Goals

   - Time Constraints
   - Relocation
   - Financial Goals
   - Other Goals

2. Qualify the Subject Property
   - Market, Condition & Price

3. Competing Properties
   - Currently FOR SALE
   - Recently SOLD

4. Subject Property
   - Inspections
   - Mechanical / Pest

5. Make Necessary
   - Repairs / Improvements

6. Absorption Rate
   - Staging
   - De-Clutter
   - De-Personalize

7. Odds of Selling
   - Cosmetically
   - Enhance Interior & Exterior

8. Determine Asking Price

9. Attract Qualified Buyers

10. List Property For Sale

   - Multiple Listing Service
   - Print Advertising
   - Internet Advertising
   - Virtual Tour
   - Open House
   - Direct Mailing
   - Property Showings

11. Offer to Purchase

   - Negotiate
   - Counter Offers

   - Offer Accepted

12. Contract Contingencies

   - Inspections
   - Financing

   - Other

13. All Seller Documentation Signed

14. ALL Buyer Documentation & Mortgage Signed

15. Mortgage & Deed are Recorded

16. Seller is Paid

17. SOLD!
Typical Real Estate Transaction From Contract to Close

Initial Real Estate Consultation
  Determine your Real Estate Needs

Application for Loan Pre-Approval
  View Properties
  Offer to Purchase
  Negotiate / Counter Offers

Offer Accepted

Buyer's Agent Coordinates:
  PROPERTY INSPECTION
   (Mechanical, Structural, Termite, Environmental, etc.)
   Deficiencies Negotiated
   Repairs Made
   Secure Homeowner's Insurance

Buyer's Agent Oversees & Lender Coordinates:
  Formal Loan Application Made
   Final Credit Report Ordered
   Appraisal Ordered
   Verification of Income, Assets, & Debts
   Received

  Loan Package Assembled
  Submitted to underwriter and/or loan committee

  LOAN APPROVED

ALL LOAN DOCUMENTS TO TITLE COMPANY
  Attend the Closing
  The Mortgage Funds
  The New Deed & Mortgage are Recorded
  The Seller is Paid