The Real Estate Process

As your Realtor, I will be with you every step of the way; I will always communicate openly and honestly with you. However, please remember, YOU are in control - YOU make the decisions!

SELLER +

(1) Decide to sell property/home.



(3) Prepare home for marketing

(4) Review CMA & decide price, review marketing, and any other wants/needs.

(5) Realtor markets the home for sale

> (6) Seller Receives Offer.

(7) Seller thru/with Realtor negotiates price & terms





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Seller has Sold home:

gives Buyer Keys

to Vacant House!

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(8) Agreement is reached; and all signatures obtained. Begin Moving Arrangements!

(9) Realtor makes sure everyone, including lender, is provided with a completed & fully signed copy of Purchase Agreement

(10) Realtor co-ordinates Home & Termite Inspections; negotiate any repairs request; Co-ordinate Appraisal & other Lender requirements.

Upon final approval, co-ordinate closing schedule & provide closing attorney's office with needed information; begin moving plans.

(11) Final Walk-Thru;
Review RESPA before closing;
Go to closing;
Seller and Buyer Sign papers;
Atty collects & disburses \$\$\$.

(12) CONGRATULATIONS!

Buyer has Purchased home; receives Keys to Vacant House!

BUYER

(1) Desire to Purchase a home.

> (2) Choose Real Estate professional

(3) Determine wants and needs.

(4) Lender interview/ application - obtain pre-approval; decide price range.

(5) Go Shopping! Realtor identifies matched homes for sale; Buyer chooses desired home.

(6) Buyer makes Offer.

(7) Buyer thru/with Realtor negotiates price & terms



Principal Broker CRS, GRI, ABR, e-PRO

