

Seller

1. Decide to sell property

2. Select a Real Estate professional

3. Determine wants and needs

4. Prepare home for marketing

5. Realtor markets the home for sale



The Real Estate Process

1st Quarter



Buyer

1. Consider purchasing a home

2. Select a Real Estate professional

3. Determine wants and needs

4. Loan Officer Interview/ Application

5. Realtor identifies matched home for sale

Buyer makes an offer to purchase

Seller

6. Realtor negotiates the price and terms of the sale



7. Realtor communicates, schedules with buying side



2nd Quarter

7. Seller and buyer review price and terms



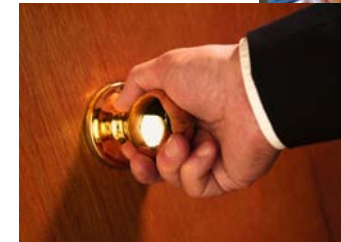
8. Agreement is reached on prices and terms

3rd Quarter

9. Loan Commitment
10. Home Inspection
11. WDO Inspection
12. Appraisal
13. Title Search
14. Survey
15. Lender/Mortgage Company
16. Closing Agent/Title Company/Lawyer

Buyer

6. Realtor negotiates the price and terms of the sale



7. Realtor communicates, schedules with selling side



Seller

4th Quarter

Buyer

8. Realtor communicates, schedules closing

17. Closing Agent/Title Company/Lawyer
18. Closing papers signed
19. Documents recorded
20. Funds available to seller

8. Realtor communicates, schedules closing

9. Seller moves out

9. Buyer moves in

