FOR SELLERS

Prepare Home for Market

Staging, clean up, repairs, painting, landscaping, etc

→

Listing

Enter on MLS, 1st Broker's open, Open House

→

Marketing for Maximum Exposure

Decker Bullock website, Property website

→

Offer/Counter Offer

Negotiations to arrive at purchase price; Buyer's pre-approval w/offer

→

Acceptance

Contract ratified, timeline begins

→

Escrow Opened

Buyer's Agent opens escrow, Buyer's deposit forwarded to Title

→

Buyer applies for Loan

Appraisal ordered by Lender

→

Lender reviews Buyer's application

Verification of credit & employment

→

Due Diligence

Buyer conducts any & all inspections, reviews all disclosures

→

Physical Inspection Contingencies Removed

→

Buyer's loan approved; Financing Contingencies Removed

→

Buyer deposits Balance of Down Pmt & Closing Costs

With Title Officer

→

Escrow Instructions signed

Buyer & Seller sign at Title Company

→

Final Walkthrough

Verification of property condition; transfer of manuals & instructions

→

Lender funds Loan

2-3 days prior to Close of Escrow [COE]

→

Title Company Records

Deed & any related documents are recorded

→

Escrow Closes

Title Company notifies Agent, Agent notifies Seller

→

Rent Back Period

If applicable

→

Final Walkthrough

If rent back, walkthrough happens 3-5 days prior to end of rent back period

→

Possession Transfers

Buyer receives all keys, garage openers, etc to the property