

Seller

1-Decide to sell property

2-Select a Real Estate professional

3-Determine wants and needs

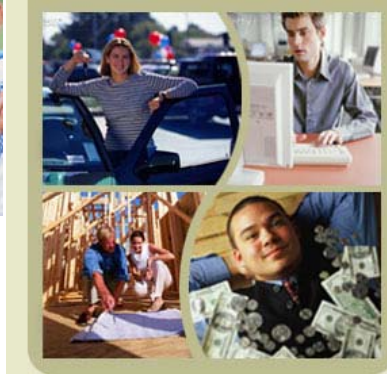
4-Prepare home for marketing

5-Realtor® markets the home for sale



The Real Estate Process

1st Quarter



Buyer makes an offer to purchase

Buyer

1- Consider purchasing a home

2-Select a Real Estate professional

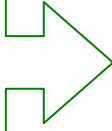
3-Determine wants and needs

4-Loan Officer Interview/ Application

5-Realtor® Identifies matched home for sale

Seller

6-Realtor®
Negotiates the Price
and Terms
of the sale

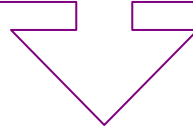


2nd Quarter

7-Seller and Buyer
review
Price and Terms



8-Agreement is
reached on
Price and Terms



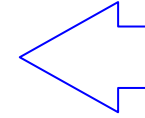
3rd Quarter

- 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

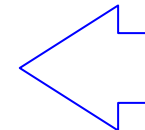


Buyer

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

