

The Flow of Real Estate Transactions

SELLER

BUYER

- Agent Presents Comparable Sales/Market Analysis
- Price is Established
- Listing Agreement with Agent

- Multiple Listing
- Open Houses (General Public/Broker)
- Showings by Appointment
- Advertising

- Initial Contact
- Commitment to Agent
- Financial Qualifications

- Market Education
- View Property
- Write Offer with Agent

• Purchase Offer Presented to Seller

Negotiation of Terms

Seller | Agent
 Agent - - - - - Buyer

Accepted Sales Contract

- Open Escrow
- Deposit Earnest Money

- Disclosure
- Inspections

- Title Search
- Preliminary Title Report

Additional Negotiations, if necessary

Seller | Agent
 Agent - - - - - Buyer

Closing Procedures

Provide Property Disclosures

Facilitate Property Inspections

Inspection & Conditions Removal

15± Days

Obtain Necessary Property Inspections

Loan Process
10± days

Inspections & Conditions Removal; Increase Deposit

Loan Condition Removal
20± days

Receive Cash Proceeds, Rent Back or Move

Loan Funding
Title Records at City Hall
Utilities off/on

Got Keys "Moving In!"

10± Days