

# What to expect when selling

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## **SELLERS - WHAT TO EXPECT WHEN SELLING YOUR HOME**

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Choosing to work with me is both an honor and responsibility I don't take lightly. First we will work together to complete listing paperwork, prepare your home and take pictures. Once we have the initial listing work done, your home is put on the market and marketed to potential buyers. Once a buyer makes an offer on your home you have three options: accept the offer, counter the offer, or reject the offer. I will work with you to determine what the best option is for you. After you accept an offer you can expect that the following will happen:

- Escrow is opened and buyer deposits "earnest money" into escrow.
- Title is opened on the property for the buyer to review.
- Seller submits documents and information to escrow holder, such as:
  - addresses of lien holders (mortgage company)
  - tax receipts
  - equipment warranties
  - home warranty contracts (if any)
  - Any leases and/or rental agreements.
- Seller approves and signs the escrow instructions, grant deed and other related documents required to complete the transaction.
- Buyer orders inspections. Seller receives clearances and approves final reports and/or repairs to the property as required by the terms of the purchase and sale agreement (responsibility for inspection procedures may vary).
- Buyer and Seller fulfill any remaining conditions specified in the contract and/or escrow instructions; approves the payoff demands and/or beneficiary's statements.
- Buyer and Seller approve any final changes by signing amendments to the escrow instructions or contract.

*Note: The above is general information only. Your situation may differ.*