

THE HOME SELLING PROCESS



PHASE 1

Initial Consultation and Information about Brokerage, Listing Agreement and Seller's Packet

Determine Needs & Goals → Understand Selling Process → Moving Options → Determine Repair/Update Needs

Prepare CMA and Determine Listing Price

Sign Listing Agreement and Prepare Other Listing Documents

Order Professional Photos | Have Yard Signs Installed | Place Lock Box

Home Showings!

Open House and Broker's Open if Applicable

Receive Offers on Home

Offer Accepted or Offer Countered or Offer Rejected

Property Inspection & Other Agreed Upon Testing Scheduled

Order CIC Docs if Necessary

Inspection Period 7-10 Days

Inspection Contingency Removed

PROCEED TO PHASE 2
Seller Refers to Moving Checklist

PHASE 2

Mostly For the Buyers

Orders Appraisal ← Mortgage Company → Send Loan to Underwriting

Loan Approval

Order Survey ← Title Company → Title Search

Buyer to Arrange for Transfer of Utilities

Lender Delivers Final Loan Documents to Title Company

Title Company Prepares Closing Disclosure

Final Walk-through of property

Closing Day!

Next Chapter!



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www.livenorthMN.com

Closing costs for the seller are generally around 1-3% of the sale