



Seller *Road to Success*

The
Beautiful
Homes
Group

Starting Out

- Set sales price and sign paperwork.
- **PREPARE** your home for photos and showings.
- Your home is **LAUNCHED**, make it as easy as possible for buyers to see your home.
- **CONTRACT** received.
- Negotiations.
- **TERMS** agreed upon and contract signed by both parties.

Under Contract

- Contract timeline starts when the contract is **EXECUTED**.
- Contract and **EARNEST MONEY** sent to **TITLE COMPANY, ESCROW OFFICER** will send out copy of the contract, title policy, and request any information they need.
- **OPTION PERIOD** – You will receive an option check, buyer will run inspections.
- **FINANCE PERIOD** – Lender starts processing the buyers loan.
- **AMENDMENT** – Buyer may request items to be repaired; or in lieu of repairs, a price reduction.
- **SURVEY** (if needed) and **APPRAISAL** will be completed.
- Closing time and date scheduled.
- Finalize **MOVE**, turn off **UTILITIES**.
- Review **CLOSING STATEMENT**.

Closing

- Buyer's **FINAL WALK-THROUGH**
- **CLOSING** -
What to bring:
 1. ID - All Sellers on the contract should bring identification to closing.
 2. Bank Account Information so proceeds can be wired directly to your account.
 3. Any extra keys for the Buyer.



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