THE SELLING *Process*

CONTACT YOUR REAL ESTATE PROFESSIONAL
Review your timeframe and financial expectations for the sale. Review comparable sales and determine list price.

MARKETING
MLS
Media Advertising

REVIEW & NEGOTIATE OFFERS
Your Real Estate Professional will present all offers to you and negotiate terms with buyer's agent.

ESCROW OPENED WITH PLACER TITLE COMPANY
Buyer deposits earnest money into escrow account.

PRELIMINARY REPORT
Issued in response to application for title insurance.

NEGOTIATE REPAIRS
if critical issues are discovered in disclosures, inspections, etc., as permitted by contract.

INSPECTIONS & DISCLOSURES
must be approved by all parties along with the Preliminary Report, as permitted by the contract.

ACCOMMODATE INSPECTIONS
The buyer will determine which inspections they wish to have completed. An appraisal may also be necessary.

UNDERWRITING & APPRAISAL
The lender will review buyer's files in underwriting if a loan is needed. Appraisal establishes value of property.

BUYER SUBMITS LOAN PACKAGE
to lender with all necessary documents in order to secure a loan.

REMOVE CONTINGENCIES

SIGN ESCROW DOCUMENTS
at Placer Title Company; determine where your proceeds will be sent (escrow on another property, investment account, exchange account).

DOWN PAYMENT & LOAN FUNDING
Lender sends buyer's funds to Placer Title Company.

RECORD/TRANSFER TITLE & CLOSE
Escrow Deeds are recorded at County Recorder's Office.

YOU HAVE SOLD YOUR HOME!