

# STEPS IN THE BUYING/SELLING PROCESS

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| Buyer decides to buy a new home/property                         |
| Buyer selects real estate agent                                  |
| Discuss financial aspects, preapproved letter, and buyer's needs |
| View homes that meet the buyer's requirements                    |
| Select home—write and present offer                              |
| Possible Contingencies   |

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| Homeowner decides to sell                               |
| Seller selects real estate agent                        |
| Seller prepares the home for marketing                  |
| Broker/Agent markets the home                           |
| A showing results in an offer through the listing agent |
| Possible Contingencies                                  |



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| Buyer makes mortgage applications, credit report                        |
| Offer accepted  |
| Arrange for inspections   |
| Arrange for roofing, plumbing, well, septic, certificates, if necessary |
| Appraisal and Mortgage approval   |
| Title Company searches title  |
| Arrange for closing date  |
| Pre-closing Inspection  |
| Closing   |
| Possession  |