# TYPICAL SELLER TRANSACTION FROM LISTING TO CLOSE

**First Meeting with Broker**

- Determine Your Needs and Goals
- Overview of Selling Process
- Tour Home
- Discuss Needed Repairs and/or Improvements

- Prepare Comparative Market Analysis to establish list price
- Sign Listing Contract and Required Property Disclosures
- Staging, Interior and Exterior Photos
- Lockbox and Sign Installed

**HOME SHOWINGS**

**OFFER RECEIVED ON HOME**

- Counter Offer
- Offer Accepted
- Offer Rejected

**DUE DILIGENC PERIOD:**
Property Inspections
Buyers Appraisal
Title Search

Buyer Mortgage Approval

- Set Time and Place for Closing
- Continue Packing! Call movers
- Buyer Pre-Closing Walk-Through
- CLOSING

**SOLD!**

Weaver Street
REALTY
• SINCE 1982 •