

The Typical Real Estate Selling Process

...not necessarily in this order, but close...

Sellers get the bug to sell

They contact a realtor to educate themselves

They have a real estate consultation -Market Analysis.

They make decisions and set goals on things such as time line, selling price, fix up projects.

The realtor will help the sellers determine the most likely selling price.

Sellers and Realtor decide to go into business – contracts are signed.

Realtor starts the auto searches which educates the sellers as to what is and what is not selling. Sent directly to the sellers email.

Sellers decide if you want your house pre marketed or not, a Blue Line Realty exclusive.

Sellers decide if they wish to place a home warranty on their home (provided by a 3rd party). A good thing to do in a buyers market.

Sellers stage home correctly, tackle any deferred maintenance items, declutter, get home ready to show, store items off site.

Sellers fill out disclosures and are done before their home goes on the market.

Sellers have all inspections done before their homes goes on the market. Inspections could be: city or county required inspections, well tested and certified, truth in housing inspections as required.

Home goes on the market (into the MLS) and is ready for showings.

Prepare for showings to occur.

Offer Comes In

Review offer with realtor – sellers have 3 choices – 1) Accept It, 2) Reject it and Walk away, or 3) Counter It

Negotiate with buyer's agent/buyer, If Any

Offer details are finalized and offer is accepted.

Sellers make home available for any inspections needed.

More negotiations are possible after inspection. Deal with them, and then finalize the offer.

Done negotiating – no more showings and prepare to close.

Make home available for appraisal.

Cooperate with Title and Closing Personnel for document preparations.

Buyer will usually want to get in at least once while waiting to close to show family or to take measurements. They may also want to do a final walk through about a day before closing, so be mostly moved out by then.

Closing date: know where you are going before the day of closing, bring all keys, bring all garage door openers, bring your license, bring your list of addresses for the last 10 years written down, bring anything else realtor or closer tells you to bring to closing.

The Green Shaded Area – The initial stages and considerations of selling.

The Blue Shaded Area – This is what you've worked for and is a very exciting time. From Offer received through negotiations is about a week time frame, sometimes less, sometimes more, but generally about a week.

The Yellow Shaded Area – From Accepted Offer, after all negotiations have stopped is generally 4-6 weeks, whatever is negotiated and agreed upon.

Sellers must keep home in same condition as when buyer purchased it.

Gather any operating manuals or warranties and place them in a kitchen drawer for your buyer.

Relax; going to the closing is the easy part if every one has done their job. Just as you are signing the papers to sell your home, the buyers are signing the papers to buy it so there are actually two closings that go on at the same time and usually in the same room. In all, there are about 55 people have been involved in the process.

It's the realtor's job to take you from initial consultation through closing. Glitches can happen at closing and if they do, we don't panic. I've never not closed on a home at closing and am confident we can get through anything if a glitch occurs.