# Steps in the Buyer/Seller Process

## BUYERS

Start

Prospect considers the purchase of a home.

Buyer selects Lender and pre-qualifies

Realtor explores financial aspects and buyer's needs.

Realtor selects homes that meet the buyer's requirements.

Buyer selects home.

Realtor writes & present offer

Counters Negotiated.

Offer Accepted.

## SELLERS

Start

Homeowner decides to sell.

Seller selects Realtor and establishes price & terms.

Seller prepares the home for marketing.

Realtor markets the home.

A showing results in an offer through Realtor.

Counters Negotiated

Offer Accepted.

Home Inspector selected- review home inspection report – Negotiate requested repairs

Lender reviews and approves buyers loan

.Title company receives loan package from lender – draws up closing documents

Final walk through of property.

Day set for closing

Signing of papers

Next business day title recorded and transferred to new owners

**Closed**