Steps in the Buyer/Seller Process

BUYERS		SELLERS
Start	Home Inspector selected- review home inspection report – Negotiate requested repairs	Start
Prospect considers the purchase of a home.		
	Lender reviews and approves buyers loan	
Buyer selects Lender and pre-qualifies		Homeowner decides to sell.
	.Title company receives loan package from lender – draws up closing documents	
Realtor explores financial aspects and buyer's needs.		Seller selects Realtor and establishes price & terms.
	Final walk through of property.	
Realtor selects homes that meet the buyer's requirements.		Seller prepares the home for marketing.
	Day set for closing	
Buyer selects home.		Realtor markets the home.
	Signing of papers	
Realtor writes & present offer		A showing results in an offer through Realtor.
	Next business day title recorded and transferred to new owners	
Counters Negotiated	Closed	Counters Negotiated
Offer Accepted.		Offer Accepted.