PROCESS FLOWCHART

Agent presents comparable market analysis

Price/timing established

Listing agreement with agent

Marketing Initiative:

Prepare property for showings (consider staging)

Multiple Listing Service (MLS)

Open Houses

Showings by appointment

Advertising

Purchase offer(s) presented to seller

Negotiation of terms

Accepted sales contract

Open escrow

Deposit earnest money

Disclosure

Inspections

Appraisal

Title search

Preliminary title report

Additional negotiations (if necessary)

Close of escrow procedures

Loan funding

Title records at City Hall

Utilities on/ off

Receive cash proceeds, rent back or move

Preparation and Marketing

Escrow

Transfer

