

## Steps in the Buying & Selling Process

Making a move can be a large undertaking by both a seller and a buyer. Below are the steps to better understand the process. I will be with you every step of the way, communicating each detail thoroughly.

### ***The Home Buying Process***

#### Considerations

- Needs, Wants and Priorities
- Purchase Timeline
- Financial Parameters and Costs
- Select Realtor

#### Preparation

- Financing Pre-Approval
- Assess Market Conditions & Values
- Neighborhood Pros and Cons

#### Search

- Home Showings and Open Houses
- Learn the Market
- Find the Home You Wish to Buy

#### The Offer

- Review Property Documents
- Comparative Market Value Analysis
- Negotiation of Best Terms and Price
- Contingencies – Inspections, Financing

### ***The Home Selling Process***

#### Considerations

- Create Ideal Timeline & Determine Goals
- Select Realtor

#### Preparation

- Determine Pricing Strategy
- Prepare Property to Show
- Photos Are Taken

#### Marketing

- Broker to Broker Marketing
- MLS/Signage/Advertising
- Online Marketing

#### Showing

- Brokers' Tours & Open Houses
- Showings by Appointment

#### Offers

- Financially Qualify Buyer(s)
- Negotiation of Best Price and Terms
- Contingencies – Inspections, Financing

## OFFER ACCEPTED!

#### Escrow

- Create Timeline of Events
- Open Escrow Account
  - Buyer Good-Faith Deposit
  - Preliminary Title Report

#### Due Diligence

- Lender Appraisal
- Property Inspection & Investigation
- Review of Disclosures and Reports & Approve
  - Removal of Contingencies of Sale

#### The Week Before Closing

- Final Walk-Through
- Review and Sign Closing Documents
- Buyer Final Deposit
- Funding of Loan

#### Day of Closing

- Review and Sign Closing Documents
  - Loan Funding
- Recordation of the Deed
  - Close of Escrow
  - Delivery of Keys
  - Proceeds to Seller
  - Move In!

Find tips and videos about each step of the process at [ruhlhomes.com](http://ruhlhomes.com)!



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