

Contract Management (Summary)

Receive Offer

- Work with your agent to determine whether or not the offer makes sense for you logistically and financially.

Negotiate and Reach an Agreement

- If necessary, as the seller, you may counter some terms in the contract. Both agents will work to reach an agreement that satisfies all parties.

Satisfy Contingencies

- Your contract will include additional terms that need to be completed, including financing approval and home inspections. These additional contract terms are called contingencies. Contingencies let the buyer back out of the sale, if for example, the house doesn't appraise at the agreed to price.

Prepare to Move

- Schedule movers, notify utility companies you have sold home and a new buyer will be placing the utilities in their name, and continue working with your Broker to insure a smooth transition out of your home.

Attend Closing

- This is the last step in the home selling journey. This is when the ownership of the home officially transfers from you to the buyer. We will provide you with a Title Company that has an excellent reputation and track record in our market place.