

STEPS IN THE BUYING/SELLING PROCESS

Buyer decides to buy a new home/property

Buyer selects selling associate

Discuss financial aspects and buyer's needs

View homes that meet the buyer's requirements

Select Home - write and present offer

Offer Accepted

Homeowner decides to sell

Seller selects real estate agent to list home

Seller prepares the home for marketing

Broker/Agent markets the home

A showing results in an offer which is presented by listing agent

Offer Accepted

Buyer makes mortgage applications, appraisal, credit report

Arrange for inspection

Arrange for roofing, plumbing, well, septic, certificates, if necessary

Mortgage approval

Title Company/Escrow Company searches title

Arrange for closing date

Pre-closing Inspection

Closing & Possession

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& ASSOCIATES
REALTORS®**