

Buyer

- 1 Considers purchasing a home
- 2 Selects a real estate agent
- 3 Determines needs and wants
- 4 Discusses financial issues
- 5 Views & researches target homes
- 6 Makes an offer to buy

Seller

- 1 Decides to sell property
- 2 Selects a real estate agent
- 3 Determines needs
- 4 Prepares home for marketing
- 5 Agent markets the home
- 6 Accepts, rejects or counters offer



7 Offer Accepted

8 Loan Application

9 Inspections

10 Title Search

11 Appraisal

12 Loan Approval

13 Closing Papers Signed

14 Documents Recorded

15 Funds Available To Seller



16 Seller Moves Out

17 Buyer Moves In