

# Common Steps in a Residential Sale



There are many decisions to make along the way when selling a house. To keep the selling experience from becoming stressful and frustrating - educate yourself. The best place to gain this information is from your real estate agent and the internet.

The following is a basic list of the steps in a Residential sale.

## Select a Real Estate Agent

- Listing agreements
- Commissions
- Determining your house value
- Disclosures

## Staging Your House for the Sell

- Curb appeal
- Clean, clean, clean
- De-clutter, De-personalize
- Check out the competition

## Marketing

- MLS
- Yard Signs & flyers
- The Internet
- Newspaper & Print Advertisings
- Open Houses

## Showing Your House

- Lockbox
- Setting appointments
- Pets & Children

## Negotiation Strategies

- Discuss offer with agent, review what your net will be
- Seller's Contributions
- Sign the offer, counter back to buyer, or reject
- Buyer will review counter with their agent and sign, counter back or reject
- Discuss moving date

## Escrow

- After offer is accepted and signed 'earnest funds' will be deposited into escrow.
- *Contingency Escrow Period:*
  - Fill out Seller's Transfer Disclosure statement and any other disclosures.
  - Appointments will need to be made for access to the property for the appraiser, the home inspection company, and agents.
  - A termite inspection and certification will be performed, if not already done.
- Sign documents
- Closing the Escrow
  - Lender sends balance of purchase price to escrow
  - Deed is recorded with County Recorder's office
  - If you have funds coming to you, you can have it wired to your bank.

*Closing one chapter in your  
life  
And opening a new one*

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