

# The Real Estate Transaction

## SELLER'S SIDE

- Establish a listing price
- Get the home show ready
- Advertise the property
- Review offer(s) made by buyer

## BUYER'S SIDE

- Meet with an agent
- Get qualified with a lender
- Go shopping for a home
- Make an offer to send to seller

Working towards  
getting under contract

- Negotiate the offer
- Offer accepted!

Working from contract to closing

- Make sure you have provided necessary disclosure
- Figure out how to handle repair requests from inspections
- Receive any due diligence money

- Deposit due diligence and earnest money
- Perform necessary inspections
- Shop for homeowners insurance
- The lender orders appraisal
- Final loan approval
- Attorney performs title search

Second round of negotiations after inspections

Closing

Receive funds after deed is recorded.

Attorney records the deed

Congratulations!  
You're a homeowner