

Things to Know

It's not all about the money -- consider how these elements might benefit you.



- Purchase Price
- Earnest Money
- Down Payment

- Loan Approval
- Contingencies
- Concessions

- Deadlines
- Possession

After your property is under contract, there may be further negotiations during the Due Diligence period, and also after the Appraisal has been completed.

CAN THE BUYERS BACK OUT AND KEEP THEIR EARNEST MONEY? Yes. Anytime before the Financing and Appraisal deadline expires the buyers can decide to cancel the contract and keep their earnest money.

NEGOTIATED REPAIRS

Any negotiated repairs must be completed before the Pre-Settlement walkthrough.

Consult your accountant to determine if the proceeds from the sale of your property will be subject to Capital Gains taxes.

PRICING STRATEGIES

	Below Market to Create Buzz	At Market for a Good Offer	Above Market to Roll the Dice
List Price			
Prep to Sell/Staging			
Concessions/Buyer Closing Costs			
Real Estate Fees/Seller Closing Costs			
Repairs			
Mortgages/Payoffs			
Bottom Line			

SETTLEMENT AND CLOSING - YOU SOLD YOUR HOUSE! We will go to "Settlement" when it is time to sign all of the papers. Usually 24 - 48 hours later the transaction will "Close" which means that the buyer's lender has sent the necessary funds to the title company and the new deed has been recorded with the county. At the time of "Closing" the transaction is final and you will no longer own that property.