

Buying & Selling Real Estate  
General Process

**Buyer**

What can I afford?  
Pre-Qualification

House Hunting  
Find the right home

Offers & Counter-Offers  
(Estimates of Closing Costs)

Reach a Contract Agreement  
(Earnest Money Deposit)

Mortgage Application

Home Inspections

Repairs

Attorney's Title Search  
Document Prep

Insurance – General,  
Wind & Hail, Flood

Schedule Transfer of Utilities

Closing Appointment

Money Paid to Seller

Deed Recorded

Receive Keys from Seller

Shake Realtor's® Hand  
Celebrate

**Seller**

Prep Home for sale

List Home for Sale

Offers & Counter Offers  
(Estimate of Closing Costs)

Reach Contract Agreement

Inspection Repairs Completed

Prepare Title  
Order Mortgage Payoff

Transfer Deed

Deed Recorded

Receive Money / Payoff Mortgage

Deliver Keys to Buyer

Shake Realtor's® Hand  
Celebrate