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- 1 **Contact Merrell Lamb & Associates**
Establish your time frame and financial expectations for the sale. Review comparable sales and determine list price.

- 2 **Marketing, MLS, and Media Advertising**

- 3 **Review and Negotiate Offers**
Merrell Lamb & Associates will present all offers to you and negotiate terms with buyer's agent.

- 4 **Escrow Opened**
Buyer deposits earnest money into escrow account.

- 5 **Preliminary Report**
Include all necessary documents.
 - **Underwriting and Appraisal**
The lender will review buyer's files in underwriting if a loan is needed. Appraisal establishes value of property.

 - Buyer Submits Loan Package**
The lender receives all necessary documents in order to secure a loan.

- 6 **Negotiate Repairs**
If critical issues are discovered in the disclosures, inspections, etc., negotiations will be done as permitted by contract."
 - **Inspections and Disclosures**
These must be approved by all parties along with the Preliminary Report, as permitted by the contract.

 - Accommodate Inspections**
The buyer will determine which inspections they wish to have completed. An appraisal may also be necessary.

- 7 **Remove Contingencies**

- 8 **Sign Escrow Documents**
Signing will take place at title company. Determine where your proceeds will be sent (escrow on another property, investment account, exchange account).

- 9 **Down Payment and Loan Funding**
Lender sends buyer's funds to title company.

- 10 **Record Title and Close**
Escrow Deeds are recorded at County Recorder's Office.

- 11 **You have sold your home!**