

FLOW CHART OF REAL ESTATE TRANSACTIONS

SELLER

BUYER

- Agent Presents Comparable Sales/Market Analysis
- Price is Established
- Listing Agreement with Agent

- Multiple Listing
- Open Houses (General Public/Broker)
- Showings by Appointment
- Advertising

- Initial Contact
- Commitment to Agent
- Financial Qualifications

- Market Education
- View Property
- Write Offer with Agent

- Purchase Offer Presented to Seller

Negotiation of Terms



Accepted Sales Contract

- Open Escrow
- Deposit Earnest Money

- Disclosure
- Inspections

- Title Search
- Preliminary Title Report

Additional Negotiations, if necessary



Provide Property Disclosures

Facilitate Property Inspections

Inspection & Conditions Removal

15+ Days

Obtain Necessary Property Inspections

Loan Process
10+ days

Inspections & Conditions Removal; Increase Deposit

Loan Condition Removal
20+ days



GC REALTY GROUP

Closing Procedures

10+ Days

Receive Cash Proceeds, Rent Back or Move

Loan Funding
Title Records at City Hall
Utilities off/on

Got Keys "Moving In!"



Electronic Transactions In Real Estate

L Cohen



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