



Negotiating Offers

Step 8: Negotiate Purchase Offers

- Discuss the offers with your real estate agent.
- Prepare for multiple offers.

PRO TIP


Don't get hung up on only the offer price! There are many terms within an offer that should be taken into consideration.

Step 9: Sign a Purchase Sale Agreement

- Have your attorney draft a P&S agreement.
- After selecting the strongest offer, sign the purchase sale agreement and any additional paperwork.
- Buyers will put down a deposit.

Step 10: Open Escrow and Order Title

- The listing agent will open escrow on your behalf and the attorneys will pull the property's title report.
- Discuss the timeline of the transaction with your agent based on the accepted offer.



MARINER'S LAND
COHASSET * MASS

Closing an Offer

Step 11: Buyer's Due Diligence Period

- Be prepared to allow the buyer reasonable access to your home and property for them to conduct inspections.
- After the home inspection, do not be alarmed if the buyer wants to schedule specialists like electricians or plumbers to come in and inspect the home.
- If the buyer submits a request for repairs, work with your agent and attorney to negotiate a solution between both parties.
- If any reports were required in the accepted offer (ex: a termite report), provide the buyer with them.

Step 12: Bank Ordered Appraisal

- The buyer's lender will conduct an appraisal to verify that the market value of the home supports the contract price.

Step 13: The Home Stretch

- Once the buyer has lifted contingencies and their deposit is locked in, complete any requested repairs before closing.
- Expect the buyer to schedule a final walk-through, where they will verify that the condition of the property is the same as when they made the offer. This also allows the buyer to ensure that any agreed upon repairs have been completed.



The Final Stages

Step 14: Closing a Deal

- Both parties will pay any settlement fees and documents are recorded.
- Titles are officially transferred to the new owners.

Step 15: CELEBRATE!

- ***Congratulations!*** You sold your home!

Have any questions?

The home selling process can be confusing and stressful, but we're here to help! We strive to make the process as seamless as possible as we guide you through the transaction from start to finish.

Let us know if there's any way we can help you with the home selling process.

Let's Chat!

