

corcoran

PERRY & CO.

# Home Buying and Selling Process



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BUYING

1.

**HIRE YOUR CORCORAN PERRY & CO. REALTOR TO MANAGE THE ENTIRE PROCESS**

**Your Corcoran Perry & Co. agent provides:**

- Local market expertise
- Professional negotiation skills
- Advocation throughout the entire process
- Guidance through all contracts and management of every logistical step
- Expert buyer representation at no cost to you

2.

**MEET WITH A TRUSTED LENDER**

Determine down payment, monthly payments, and costs needed to close the loan.

3.

**SECURE LOAN PRE-APPROVAL**

A pre-approval positions you to make a quick and serious offer when the time is right, provides a strong foundation for your home search, and will keep you realistic about your options.

4.

**START YOUR HOME SEARCH**

Work with your Corcoran Perry & Co. agent to refine your wish list, preferred neighborhoods and housing styles.

Receive up-to-the-minute listings from your Corcoran Perry & Co. agent.

Establish a game plan for viewing homes.

5.

**REFINE YOUR HOME SEARCH**

Tour homes, attend open houses & drive neighborhoods with your Corcoran Perry & Co. agent.

6.

**CURRENT HOUSING**

If you haven't already put your current home on the market, be ready to do it quickly. If you rent, be prepared to break your lease, or move to a month-to-month agreement.

7.

**MAKE AN OFFER!**

Your Corcoran Perry & Co. agent will guide you through the contract and help you craft an offer that will stand out to the seller.

8.

**NEGOTIATE YOUR OFFER**

Come to terms with sellers, and seal the deal.

9.

**DELIVER EARNEST MONEY**

10.

**WORK WITH YOUR CORCORAN PERRY & CO. AGENT TO SET UP INSPECTIONS**

Your Corcoran Perry & Co. agent will help manage the offer process and work in concert with the sellers agent and your lender.

11.

**NEGOTIATE REPAIRS OF IMPORTANT ITEMS**

If needed, we'll help negotiate any adjustments to the final offer from the inspection and/or appraisal.

12.

**TITLE, APPRAISAL, & MORTGAGE REVIEW**

Review title commitment, negotiate appraisal if needed, finalize and review mortgage docs, settlement statement, and wiring of funds.

13.

**PARTICIPATE IN FINAL WALK-THROUGH**

The final walk-through gives home buyers a last opportunity to inspect a property before closing on the sale.

14.

**ATTEND CLOSING**

Bring payment for any overages. Close the loan, transfer title and take ownership.

Receive contact information for home owners association (HOA).

Get keys and celebrate your success.

15.

**MOVE INTO YOUR NEW HOME!**

START

END

SELLING

1.

**HIRE YOUR CORCORAN PERRY & CO. REALTOR TO MANAGE THE ENTIRE PROCESS**

**Your Corcoran Perry & Co. agent provides:**

- Local market expertise
- Professional negotiation skills
- Expert pricing knowledge
- Best-in-class marketing
- Advocation throughout the entire process
- Guidance through all contracts and management of every logistical step

2.

**PRICE IT RIGHT TO SELL IT FAST**

Your Corcoran Perry & Co. agent will walk you through comparable properties to determine the value of your home. The quicker the offer, the higher the sale price.

3.

**PREPARE YOUR HOME**

Your Corcoran Perry & Co. agent will help you strategize how to make your home shine and stand out among the competition, which means a quicker offer.

4.

**STAGE YOUR HOME**

Staging your home can increase its value by 10% (National Association of REALTORS).

The most impactful staging occurs in your living room, master bedroom, and kitchen (National Association of REALTORS).

Not all homes require rented furnishings. Our stage can work with your treasures, add more, and make your home shine!

5.

**SCHEDULE PROFESSIONAL PHOTOGRAPHY**

Your Corcoran Perry & Co. agent will help showcase not only your home, but the features in your neighborhood. Images of local parks, amenities and popular hot spots help tell the story of your listing.

6.

**MARKET YOUR PROPERTY**

Your home will be listed on the city's most popular online neighborhood resource, where listings are displayed to buyers interested in your neighborhood. Your listing will also be promoted on Corcoran Perry & Co.'s popular Facebook page to maximize exposure to online viewers.

7.

**SHOW YOUR HOME**

Corcoran Perry & Co.'s professional showing service logs showing agents, dates, and times.

You'll receive simple, easy notifications via phone, text or email.

8.

**REVIEW & NEGOTIATE OFFERS**

Your Corcoran Perry & Co. agent will negotiate on your behalf to procure the highest and best terms, then walk you through each offer to select the price and terms that match your goals.

9.

**NEGOTIATE INSPECTIONS**

If needed, we'll negotiate any adjustments to the final offer from the inspection, title, and/or appraisal.

10.

**FINALIZE CLOSING DETAILS**

11.

**ATTEND CLOSING**