

REAL ESTATE

Terms to Know

APPRAISAL

A determination of the value of a house. A professional appraiser makes an estimate by examining the property, looking at the initial purchase price, and comparing it with recent sales of similar property.

APPRECIATION

Increase in the value or worth of an asset or piece of the property that's caused by external economic factors occurring over time, rather than by the owner having made improvements or additions.

CLOSING COSTS

The fees a seller and buyer pay to complete a real estate transaction.

CONTINGENCY

A provision in a contract stating that some or all of the terms of the contract will be altered or voided by the occurrence of a specific event, usually by specific dates leading up to the close.

ESCROW

The holding of funds or documents by a neutral third party prior to closing your home sale. This is typically done by a title company.

HOME INSPECTIONS

An examination of the condition of real estate property. A home inspector assesses the condition of a property, including its heating, cooling systems, plumbing, electrical work, water and sewage.

MLS

A computer-based service that provides real estate professionals with detailed listings of most homes current on the market. The public can access much of the this kind of information through websites like Zillow.

TITLE

Ownership of real estate or personal property. A Title is evidence by a deed recorded in the county lound records office.

ZONING

The local laws diving cities of counties into different zones according to allowed uses. From Single-Family Residential to Commercial to Industrial.



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SELLERS
Resource Guide

PORTER HOUSE
INTERNATIONAL
Realty Group

Because You Deserve the Best!



SELLING *Your Home*

THE 10 STEP PROCESS TO SELLING YOUR HOME

1

DISCOVERY

I will meet with you and tour your home. We will discuss a marketing strategy and go over the home selling process.

2

LISTING APPOINTMENT

We will set a price for your home, review the media plan and marketing strategy, sign documents and enter into contract. It's Listing time!

3

PRE-LAUNCH

Before we launch, I will assemble all marketing pieces including photography, lock boxes, etc.

4

LAUNCH DAY

Your home will be listed on the MLS, my website and on social media. A yard sign is placed on your property. All other marketing materials will be delivered as scheduled and agreed.

5

BUYER PROSPECTING

Your home will consistently be spread across marketing platforms for maximum exposure. Events will continue to be scheduled until we have reached a sales agreement.

6

SALES AGREEMENT

Yay! As offers come in, we will review and respond accordingly until an agreement is made.

7

INSPECTIONS

Your buyer will hire an inspector to check your home and is likely to recommend repairs and/or upgrades. We will negotiate on your behalf.

8

LOAN COMMITMENT

The buyer's loan is underwritten and appraisal is performed. All buyer's documentation is verified and wait for approval from the lender.

9

CLOSING PREPARATION

After the lender has approved the buyer, I will go over the documents and numbers. The buyer will have a final walk-through of your home 24-48 hours before close.

10

CLOSING

We will meet with the buyer and the escrow manager. Documents are signed, keys exchanged and proceeds received.



**SCHEDULE A DISCOVERY
APPOINTMENT TODAY!**

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