

1. Consultation w/ Colucci Shand Realty, Inc.	2. Market Analysis done to determine the asking price.	3. Sign listing contract for Ulster/Dutchess MLS.	4. Review tips recommended by agent for selling and photographs.	5. Check with town for any open permits and for C of O.	6. Photos taken.	7. Place the listing within the MLS system with virtual tour.	8. Seller reviews MLS listing and signs off on data.	9. Marketing plan implemented signs, ads, etc.	10. The property is placed on our web page.	11. Virtual Tour & Personal Web Site created and linked to MLS & Realtor.com ®	12. A Realtor® MLS tour takes place.
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**How "Home Selling" becomes reality!
A step by step guide to closing.**

13. Buyer screening begins.

25. Monitor mortgage application.	24. Renegotiate if necessary.	23. Get quotes for deficiencies.	22. Consult w/ Seller about deficiencies, present & negotiate.	21. Purchaser has an inspection scheduled and completed.	20. Attorney reviews purchase agreement.	19. The offer is signed by both parties.	18. Negotiation accepted.	17. Negotiations begin.	16. Your agent presents the offer to you.	15. An offer to purchase is received.	14. Qualified buyers look & feedback is monitored.
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26. Contract of sale is drawn up by your attorney and sent to Purchaser's attorney & signed by buyer.

**Prepared for you by:
Colucci Shand Realty, Inc. 845-255-3455**



27. Seller signs contract.	28. Purchaser's bank does a property appraisal.	29. Purchaser's attorney orders a title search & survey.	30. Title search forwarded to Seller's attorney.	31. Closing date is set by bank, Purchaser & Seller's attorney.	32. Contact service providers for transfer of accounts.	33. Book our moving truck	34. Moving day prior to closing.	35. Purchaser does a final walk through day before.	36. Closing Day!!!
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Congratulations

