Understanding Home Selling Process and Timeline



Preparation and ListingDuration: Until acceptable offer is executed

Offer and Negotiations Duration: typically a few days Step One

Chose a Real Estate Agent

Select a professional with an experienced company you trust who understands the local market and can guide you through the process. Sign a listing contract.

Step Two

Prepare Your Home for Sale

Clean, declutter, stage, and address any necessary repairs or improvements.

Step Three

Select an Asking Price

Your agent will conduct a market analysis to help you determine the right asking price.

Step Four

List Your Home

Your agent will market your home through MLS and other platforms to attract potential buyers.

Step Five

Your Home is Shown

Make your home easily accessible for showings to allow buyers to view the property.

Step Six

Review & Accept an Offer

Assess all offers, considering price, contingencies, buyer's qualifications.

Possible Contingencies

Contract Acceptance

Escrow Deposit

3 Day Attorney Review

Step Seven

Home Inspections & Appraisal Contingencies

Buyer arranges inspections & the home is typically appraised to confirm its value from the bank. Buyer works on meeting contingency deadlines.

Step Eight

Possible Negotiations

If issues arise during inspections or the appraisal, the buyer could negotiate repairs or price adjustments.

Step Nine

Under Contract - Closing Duration: Contract acceptance to closing is typically 60-90+ days

Attorney Preparation

While under contract, your attorney reviews the purchase agreement, ensuring compliance with local laws, and addresses any legal issues that may arise. They may assist negotiating terms, review title, contingencies & prepare deed & other closing documents. Assist in coordinating with the buyer's attorney and title company to ensure a smooth closing process.

Step Ten

Walk Through & Closing Day

Buyers perform a pre-closing inspection to ensure the property is in agreed-upon condition. Occurs shortly before closing to verify no new issues have arisen. Closing day: Sign the final documents, transfer ownership, and receive your proceeds