

# The Home Selling Process

HIRE  
Menkiti  
Group



2

**PREPARING**  
Your home

3

**PRICE HOME**  
CMA seller net

4

**MARKETING**  
Your home

5

**NEGOTIATE**  
Contract

6

**RATIFIED**  
Contract

7

**BUYER**  
Financing

8

**CONDO/HOA**  
Documentation

9

**CONTINGENCIES**  
Appraisals, and Various  
Inspections

10

**TITLE**  
Work

11

**SURVEY**

12

**SETTLEMENT**  
Date (Notification to  
seller's lenders)

13

**PREPARE**  
for move

15

**DOCUMENT**  
Recordation

**SETTLEMENT -**  
Monies transfer  
to seller

