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SELLS HOMES

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What to expect when your home goes under contract

Selling your home is an exciting step, and this guide walks you through the key things that will happen before closing so you know what to expect.

1. Contract Documents Sent to All Parties
Once all parties have signed the contract, I'll send you a copy for your records and share the documents with the buyers' agent and title company. This officially starts the process.

2. Earnest Money Deposit
The buyers typically have 3–5 business days after contract acceptance to submit their earnest money to the title company. I will make sure the deposit is received and that everything is moving smoothly.

3. Inspections & Repair Negotiations
The buyers will schedule their inspections through ShowingTime, the same system we use for showings. These appointments will be set at times that work for them. It's best for you to be out of the home during inspections so the buyers feel comfortable asking questions and exploring the home.

Most buyers schedule:

- Whole-house inspection
- Termite inspection
- Sewer scope
- Radon test (a multi-day monitor drop-off and pickup)

Note: They may also order additional inspections such as fireplace, mold, or roof evaluations.

Because inspectors are often from different companies, not all inspections can be completed on the same day, so you may receive multiple ShowingTime requests to accommodate the various appointment times.

Keeping your home tidy and show-ready during this time helps buyers feel confident and excited about their purchase.

If the buyers request repairs, we'll review the list together. If you choose to move forward with repairs, I can recommend trustworthy professionals, gather bids, and coordinate the work to make the process as easy as possible.

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4. Appraisal Ordered by the Lender
If the buyers are financing the purchase, their lender will order an appraisal to confirm the home's value. The appointment is usually quick—about 15–30 minutes—and will also be scheduled through ShowingTime, just like showings and inspections. You're welcome to be home during the appraisal, and it can be helpful if the appraiser has questions. The lender typically receives the appraisal report about one to two weeks after the appointment.

5. Title Company Issues Title Commitment
The title company will conduct a title search to confirm that the property has clear ownership. They will issue a Title Commitment that outlines any items that need to be resolved before closing. If anything requires attention, I'll guide you through every step.

6. Loan Commitment Issued by Buyer's Lender
About 10 days before closing, the buyer's lender will provide a formal loan commitment, confirming that the loan is approved pending final conditions. This is a key milestone and a great sign that we're moving forward smoothly.

7. Preparing for Closing (Utilities, Cleaning & Home Condition)
About one week before closing, contact your utility providers so service can be taken out of your name on closing day. The contract requires the home to be left broom-clean, though many sellers choose to do a deeper clean as a courtesy. You do not need to patch nail holes unless you prefer to. Items attached to the home—such as curtain rods, mounted TV brackets, and Ring doorbells—should remain with the property unless the contract states otherwise.

8. Buyer's Final Walk-Through
The final walk-through typically happens sometime during the week leading up to closing, and in some cases even on closing day. Its purpose is simply for the buyers to confirm that the home is in the same general condition and that any agreed-upon repairs have been completed. If the walk-through takes place before closing day, your home doesn't need to be empty—it's perfectly normal for your belongings to still be there.

9. Closing Day
Closing will take place at the title company during normal business hours (Monday–Friday, 9–5). Closing usually takes about an hour. You'll sign the final documents transferring ownership to the buyers. Once everything is funded, the buyers receive the keys and take possession according to the contract. You will have the option to receive your proceeds as a cashier's check at closing or have the funds wired directly to your bank account—whichever you prefer.