

The Contact Process

Upon accepting a purchase agreement, there are **several steps** that follow a general timeline prior to **closing day**. Your CENTURY 21 Morrison Realty agent will explain and walk you through the process of the following:

Earnest money is always negotiable between buyer(s) and seller(s), including both the amount and who it is released to in different cancellation situations. By ND law, it is deposited in the agreed upon trust account on the next business day, unless otherwise agreed upon by buyer(s) and seller(s).

Verification of funds is important. If the buyer has a lender, seller will want to review the pre-approval letter. If it is a cash sale, the seller may request a letter from buyer's bank verifying sufficient funds.

Contingency period is an agreed upon allotted time for the buyer to complete inspections & investigations. Seller may need to provide insurance information, condo/home owner association documents etc. depending on the type of property and what the buyer is requesting. If buyer is satisfied with the information, then the contingencies are removed.

Title Work is an important part of the pending process in which a title company will do a search to make sure the seller is able to transfer a clear, marketable title to buyer at closing.

Appraisal is ordered by a lender and it is a third-party verification that the home is being sold at market value. Almost every contract in our local market is written contingent of the property appraising at or above the purchase price. In a cash transaction, a buyer may still want to order an appraisal and it then would be ordered by the buyer.

Settlement Statement is your final statement reconciling all your debits and credits for the sale transaction. It will show seller proceeds at closing and will show buyer how much is due at closing. Your CENTURY 21 Morrison Realty agent will assist you in the reviewing of this statement prior to closing to verify the information is accurate and make sure any inaccuracies are corrected.

Final Walk Through is the buyers opportunity before closing to verify the property is in substantially the same condition as when the buyer originally wrote the offer & all agreed upon requested repairs have been completed to the buyers satisfaction. Often times this takes place the night before closing day. It is customary for the seller to completely moved out at this time and the property should be 'broom-clean.'

Closing day is the long awaited day. It is the cash transaction, it couple be two weeks from the time seller accepted the offer. If a lender is involved, it could be anywhere from 25-60 days from the time the contract was agreed upon, depending on the appraisal time and other contract or lending requirements. Seller may choose to attend closing or sign the final papers prior to closing.

CENTURY 21

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