

UNDERSTANDING WHO WILL BE INVOLVED

The home selling process is exciting but can also be stressful. There are a lot of people involved in your transaction. The good news is that all these people are invested in making sure the transaction goes as smooth as possible.

You may or may not meet all of the following people during your home sale, however when you work with a Good Vibes Real Estate professional you'll be in good hands.

There are over 185 steps in a real estate transaction. Your Good Vibes Real Estate professional will handle all negotiations with the buyer when you receive an offer on your home. You'll work very closely with your real estate agent throughout the entire process. Rely on your real estate agent to be the go-to person in your home sale. They can assist you with all of your questions and assure you get answers to the questions that you need.

- ◆ **Real estate appraisers** evaluate the home and property on behalf of the buyer's lender
- ◆ **Home inspectors** examine the condition of your home on behalf of the buyer.
- ◆ **Closing representatives** oversee and coordinate the closing or "settlement" of the buyer's loan, record the closing documents, and pay the money to the appropriate individuals and organizations, and see that you receive your proceeds from the sale.
- ◆ **Buyer's agent** will communicate with your agent during the transaction
- ◆ **Loan officers, processors and mortgage underwriters** will be working behind the scenes to complete the buyer's loan.