

# ECU Mortgage

## Selling Your Home Workshop



# Welcome

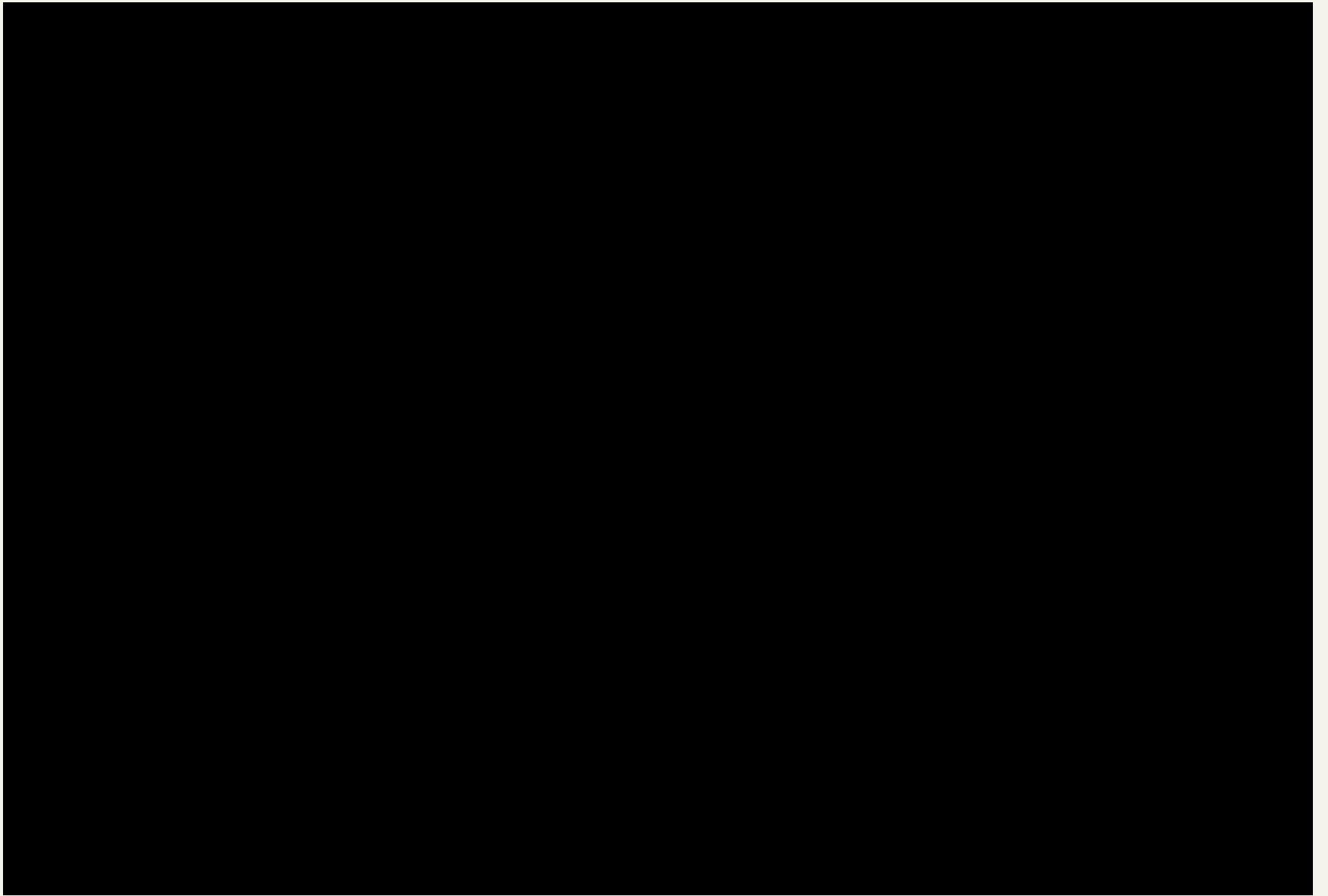
ECU Presenter

## Mortgage Relationship Manager



# Preparing Your Home for Sale





# Enlist a Real Estate Agent



# Choosing Your Realtor

Interview 3 or 4 Realtors

- Provide you with a market value of the home
- Prepare listing agreement
- Assist you with contract negotiations
- Order the required inspections and provide to lender & closing agent
- Keep you informed regarding the status of the loan





# Realtor Topics

Exterior/Landscaping

Interior/Staging

Pricing

Marketing









# **Realtor® Topic:**

Exterior/Landscaping

Interior/Staging

*Speaker: Local Realtor*



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Pricing

Marketing

*Speaker: Local Realtor*

# Seller's Obligations

- Cost of preparing new deed
- Property taxes pro-rated thru closing date
- Payoff of all existing liens – closing agent will send payoff funds to seller's current lender(s)
- Termite inspection letter and treatment if required – subject to contract
- Septic inspection – if required



- Repairs per inspection – subject to terms of sales contract
- Any agreement from sales contract
- Realtor commissions
- Must attend the loan closing to sign the required disclosures
- Closing agent will issue a check to you for your net proceeds





# Questions



*Thank You*

