

UTAH SELLERS GUIDE



Prepare to Sell

- Declutter, Repair, Boost Curb Appeal, or Sell As-Is

Strategic Pricing

- Determine Market-Value & How Fast You Want to Sell

Find Right Broker

- Apples to Oranges, Evaluate Agent, Presentation, Process

Sign Broker Agreement

- Representation & Agency, Fiduciary Duty, Commission

List Property

Show

- Exclusive Right to Sell Listing Agreement & Agency Disclosure
- Seller's Property Condition Disclosure
- Wire Fraud Alert Disclosure
- Listing Input Form
- Take Photos of Property

Property

Receive an Offer

Counter-Offer

- Real Estate Purchase Contract
- Personal Property Transfer Agreement & Bill of Sale
- Addendum(s)

Addendum

Reject

Accept

- Open Title & Escrow
- Receipt of Earnest Money
- Approve Appointments for Home Inspector & Appraiser

Buyer Due Diligence Deadline

- Buyer Review's Home Inspection & Seller Disclosures
- Addendum(s)

Seller Disclosure Deadline

Send Property Disclosures to Buyer

- Seller's Property Condition Disclosure
- Title Commitment & Preliminary Report
- CC&R's, HOA, PID, IFD, SAA & Other Info

Financial & Appraisal Deadline

- Buyer Review's Appraisal and Finalizes Finances
- Addendum(s)

- Review Title Closing Documents

Settlement and Closing

- Sign Title Closing Documents

- Record Deed
- Transfer Ownership, Keys, Utilities, Mail, etc.
- Celebrate!!

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