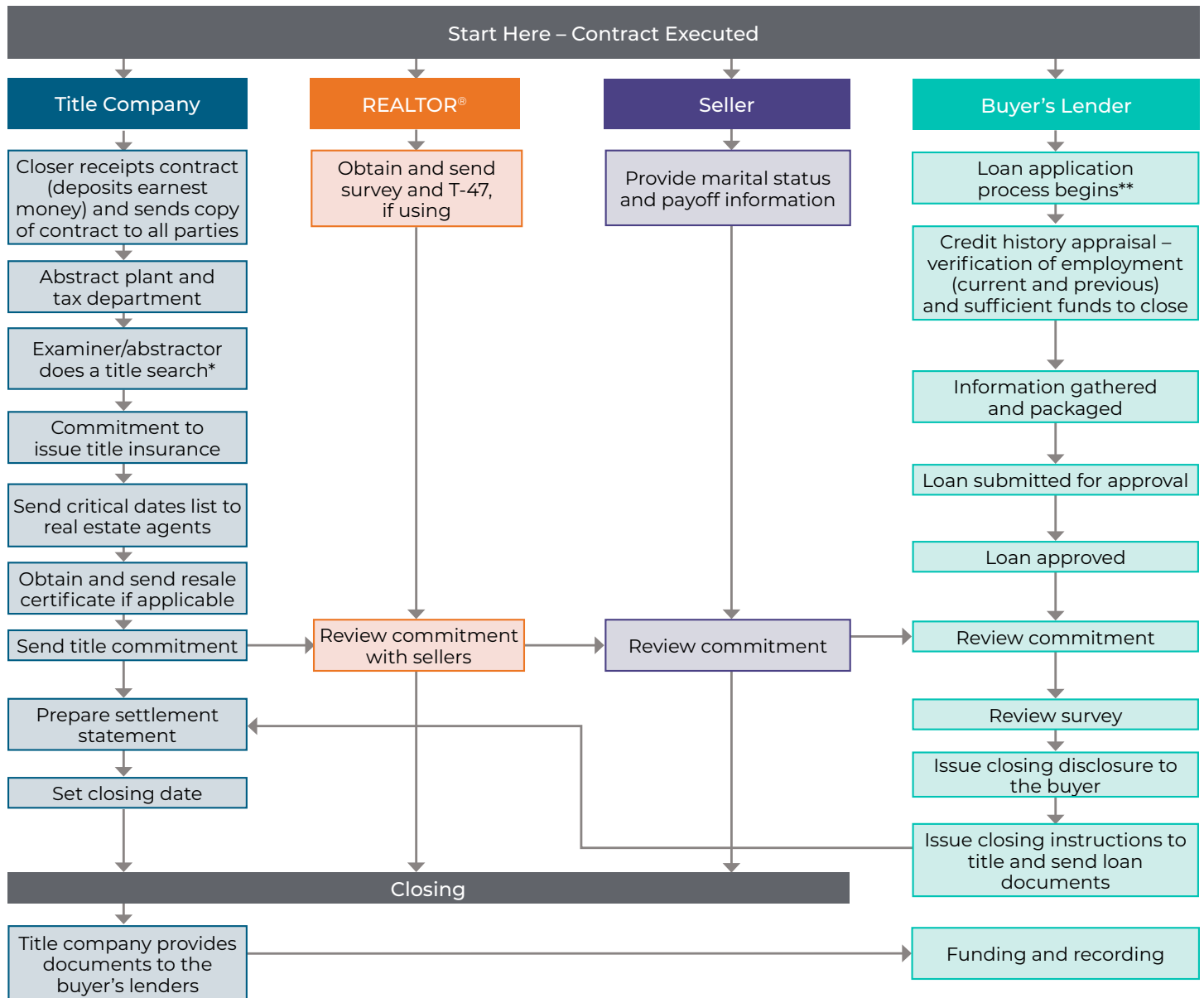


From Contract To Close

The Seller's Steps To Closing



Title search includes:

- ▶ Search history of property – owner of record, liens
- ▶ Clouds on title – documents filed by legal description
- ▶ Search of buyer and seller – liens, lawsuits, divorces, probates, documents filed by person's name, no property description

Loan application process includes:

- ▶ Verification of buyer's income, stability, credit, assets to close
- ▶ Confirmation of property's value (the appraisal)
- ▶ Some lenders order the appraisal and send with closing instructions to the title company