

Home Seller's Guide



Your Essential Guide Explaining
the Home Selling Process

This is a free preview. For a complete and customized version, contact your sales representative or call one of these numbers:

Phoenix 602-589-5300

Houston 281-545-2300

Las Vegas 702-240-0227

driggstitle.com

Introduction



This is your essential guide in explaining the home selling process.

You are about to begin the exciting journey of finding and purchasing a home but first you must sell your current home. Driggs Title Agency is here to assist you through the entire closing process.

This booklet will explain the particulars of selling a home. You will find it useful to familiarize yourself with the various documents and procedures you will encounter during the home selling process.

Review the material and feel free to contact Driggs Title Agency with any questions you may have. If you require further information on your specific situation, please contact your Driggs Title Representative.

We wish you the best of luck in this exciting endeavor!

Table of Contents



Tips for the Seller.....	4
Don't Make a Move Without a Realtor®.....	5
Why Does a Realtor® Charge Commissions?.....	6
Top 10 Seller's Questions.....	7
Determining Property Value.....	8
What to do if Your Home isn't Selling.....	9
Steps in the Home Purchase Process.....	10
How Much Home Improvements Actually Add to Resale Value.....	11
Who Needs Escrow.....	12
Life of an Escrow.....	13
Understanding Title Insurance.....	14
Life of a Title Search.....	15
Preliminary Title Report.....	16
Explanation of Preliminary Report.....	17
Reviewing Your Title Commitment.....	18
Don't Have a CLUE about the CLUE Report?.....	19
The Appraisal Process.....	20
The Home Warranty.....	21
Wood Destroying Organism Report.....	22
Arizona's Good Funds Law.....	23
What is FIRPTA and Who Does it Apply To?.....	24
Staging Your Home For Showing.....	25
Moving Checklist.....	26
Real Estate Dictionary.....	27
Notes.....	31