

REAL ESTATE

Terms to Know

APPRAISAL

A determination of the value of a house. A professional appraiser makes an estimate by examining the property, looking at the initial purchase price, and comparing it with recent sales of similar property.

APPRECIATION

Increase in the value or worth of an asset or piece of the property that's caused by external economic factors occurring over time, rather than by the owner having made improvements or additions.

CLOSING COSTS

The fees a seller and buyer pay to complete a real estate transaction.

CONTINGENCY

A provision in a contract stating that some or all of the terms of the contract will be altered or voided by the occurrence of a specific event, usually by specific dates leading up to the close.

CLOSING ATTORNEY

This is a third party who helps facilitate the transaction between the buyer and the seller. They also hold funds and documents prior to closing your home sale.

HOME INSPECTIONS

An examination of the condition of real estate property. A home inspector assesses the condition of a property, including it's heating, cooling systems, plumbing, electrical work, water and sewage.

MLS

A computer-based service that provides real estate professionals with detailed listings of most homes current on the market. The public can access much of the this kind of information through websites like Zillow.

TITLE

Ownership of real estate or personal property. A Title is evidence by a deed recorded in the county lound records office.

ZONING

The local laws diving cities of counties into different zones according to allowed uses. From Single-Family Residential to Commercial to Industrial.



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Each office is independently owned and operated.

selling
your home



selling *Guide*

THE 10 STEP PROCESS TO SELLING YOUR HOME

1

MEET WITH YOUR AGENT

We will meet with you and tour your home. We will discuss a marketing strategy and go over the home selling process.

2

LISTING APPOINTMENT

We will set a price for your home, review the marketing plan and ad strategy, sign documents and enter into contract. It's listing time!

3

PRE-LAUNCH

Before we launch, we will schedule all marketing appointments

4

LISTING IS LIVE

Your home will be listed on the MLS, multiple websites, social media, & more. A yard sign is placed on your property (if allowed)

5

SHOWINGS & NEGOTIATIONS

Your home will consistently be spread across marketing platforms for maximum exposure. Events will continue to be scheduled until we have reached a sales agreement.

6

SALES AGREEMENT

Yay! As offers come in, we will review and respond accordingly until an agreement is made.



7

INSPECTIONS

Your buyer will hire an inspector to check your home and is likely to recommend repairs and/or upgrades. The attorney will help guide you through the negotiations - as well as we are here to answer any questions & help!

8

LOAN COMMITMENT & APPRAISAL

The buyer's loan is underwritten and appraisal is performed. All buyer's documentation is verified and wait for approval from the lender.

9

CLOSING PREPARATION

After the lender has approved the buyer, the attorney will go over the documents and numbers. The buyer will have a final walk-through of your home 24-48 hours before close.

10

CLOSING

Sellers sometimes pre-sign the closing documents and do not have to attend closing. On closing day, documents are signed, keys exchanged and proceeds received.

We live here, we work here,
& we're here for you!

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