

General Overview of a Real Estate Transaction

Every transaction is different, so know that there are no rules about how long it will take or how much it will cost. Having said that, clients often want to know what to expect, so here is a general overview.

Timeline

While you may have had a neighbor who sold the home “in just a few days,” that’s not the whole story. Just a few days on the market is one thing. There is a lot of work getting a home ready to sell beforehand, and escrow usually takes a month or so. Here’s a general outline of the process and how long it could take:

- Start on home repairs: 1 – 4 weeks
- Declutter and depersonalize home: 1 – 3 weeks
- Inspect, stage, take photos & final prep: 1 week
- Active on the market: 1 week – 1 month
- Accept offer/under contract: 21 – 45 days
- The home is sold. Cha-ching!

Of course, there could be hiccups anywhere along the way, or varying circumstances: your home requires a lot of repairs, you have lots of cleaning and decluttering to do but are busy with your day job, we don’t get an offer right away or it takes a while to negotiate acceptable terms. You just never know. With that being said, a smooth sale would **generally take about 2-3 months**.

Out-of-Pocket Costs

Again, these vary with each transaction, but here is a general outline of what you may need to pay for:

- **Getting Home Ready to Sell:** \$500 – \$5,000 depending upon the state of the home and how much you can afford/want to spend.
- **HOA Docs:** If applicable, around \$600
- **Natural Hazard Report:** \$100
- **Home Warranty:** Who pays & how much depends on the contract (although it is often the seller), but usually around \$650
- **Agent Fees:** Always negotiable.
- **Termite Work:** Depends on the contract who pays for this (or if it is required) but can be anywhere from \$500 – \$7,000+. While it varies by region and market factors, sellers often pay for this.
- **Closing Costs:** Typically 2% - 5% of the purchase price.