



## Pending

You will need to provide the title company with requested information. This can include your current lender and loan number (payoff amount), last 4 digits of your social (to prove that judgments discovered under similar names are not yours), etc.

Your homeowners association likely requires some paperwork to be done ahead of closing. The title company will let you know if that information has a fee. Most times, the fee must be paid up front and can often be done online. The fee charged is set by your homeowner's association—the title company is merely the messenger.

The appraisal will be done during this phase. The appraiser will need access to the entire house (to measure square footage). You will want to make sure the house presents well as we want to do everything we can to make value. The appraiser's opinion is the only one that matters. If for some reason the house does not appraise for the sales price, we will have to renegotiate or terminate the contract. You can lower the price to the appraisal value, the buyer can bring the difference between the sales price and appraisal value, you can meet in the middle with a combination of the two or we can terminate the contract. If the loan is an FHA loan, that appraisal value will stay with the house for 6 months.

The buyer has NOTHING to do with the appraisal. The lender submits a request into the appraisal bank and it gets assigned to an appraiser. No one has control over who appraises the house. We can appeal an appraisal value, but appraisers almost never change their opinion unless they miscalculated square footage or somehow missed a major upgrade. That is very unlikely. Start making plans to move. If the buyer is to receive possession at closing and funding, you need to move out several days prior to closing to make sure you are completely finished by closing. It usually takes longer than expected to clear out a house so plan for that.

Remember that if you need a tool to remove something, it is supposed to stay with the house.

Start packing!