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## What to expect Contract to Close as Seller

- Continue to maintain the property in the same condition until the closing date.
- Utilities should be kept on all the way through closing, preferably to a couple of days after closing to allow buyer to seamlessly transfer into their name (electricity, gas if applicable, water – all is must).
  - Security – is up to you and your insurance company – how does this impact your policy?
  - Cable – You can cancel but the same thing goes this impact your security monitoring?
- Inspections
  - Be flexible and allow the Buyer the opportunity to inspect the property.
  - Electricity, gas, and water must be available for the inspection.
  - While a single general inspection is typical and normally lasts 2 hours in duration, there could be numerous specialized inspections (pool, roof, foundation, termite, and so on).
    - Strongly suggest **no one** be present for inspections.
- Buyers may request repairs after inspections. We will discuss how you would like to make reply. Response is due within 72 hours after receipt of their request.
- You are responsible to complete any agreed repairs at least five days before contracted closing date – keep all invoices & receipts.
- Appraisal will most likely be scheduled soon following successful repairs negotiations.
  - You can be present during the appraisal. Expect it to take 1 hour in duration.
  - Appraiser will measure the exterior of the property and take interior/exterior photographs.
  - Don't worry if you are in the midst of packing; however, it would be nice to tidy up bit.
  - If you've done upgrades or major maintenance to the property, it would be perfectly appropriate to share with the appraiser a list of along with approximate itemized costs.
    - The appraiser has a copy of the Purchase agreement so they know the value they are aiming for. We are not allowed to directly discuss value with the appraiser.
      - It can take 7-10 days to receive the report. Since the buyer is paying for it, they are the ones to receive the report. We only hear anything if there is a "value" problem (i.e. it doesn't appraise for at least the contract price).
- The Title Company will reach out to you requesting personal information (legal names, DOB, SSN, loan #) – please promptly return their call to ensure timely closing.
- Are we possible for providing a clear termite certificate within 30 days of closing date? We can coordinate this for you unless you have a preference for who does it.
- Begin to coordinate movers – goal is to be moved out at least a couple days before closing to allow for
  - Cleaning the property post moved-out.
  - Buyers to conduct their final walkthrough on an empty property.
- One week prior to closing, call & place utility disconnect orders effective a couple business days after closing (electricity, gas if applicable, water, trash, phone & cable).



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- Reminder that the following should remain at the property (refer to contract for alternate agreements)
  - Window blinds & drapes & rods
  - Oven/range, dishwasher, & built-in microwave remain at minimum
  - Mounted speakers
  - All lighting fixtures
  - Any landscaping decorations (fountains, pots, and so on)
  - Porch Swings
  - Children swings sets
  - TV bracket and wall mounts
  - Gas logs in fireplace
  - Wine cooler
  - Outdoor Kitchen appliances
  - Nest thermostats
  - Ring doorbell camera
  - Security cameras mounted
  - Exterior portable buildings
  - Framed mirrors in all bathrooms
- Final walkthrough will be scheduled within five days of closing... typically the day before
  - Ensure property is in the same condition as last seen.
  - Ensure property is free of all personal items, clean, and yard has recently cut.
  - Ensure all agreed repairs are complete (receipts will be needed to provide to Buyer's Agent).
  - Leave garage/gate remotes & HOA documents at the property in a conspicuous place.
  - They will most likely remove the sign and lockbox at this time.
- Closing
  - Prior to closing - we are requesting the Title Company to provide us draft numbers to review
  - Bring valid driver's license or other form of photo ID
  - Bring extra keys (doors, shed, pad locks, mailbox, pool, and the like)... or leave them at the property.
  - If applicable, bring community gate cards/remotes.
  - Ensure everyone who will be required to sign the documents will be present.
  - After closing - you are done - closed the chapter on this property!