THE CLOSING PROCESS

Compliments of: LAND TITLE COMPANY

1. START
- Buyer deals with Selling Agent
- Seller deals with Listing Agent
- Purchase & Sale Agreement is completed

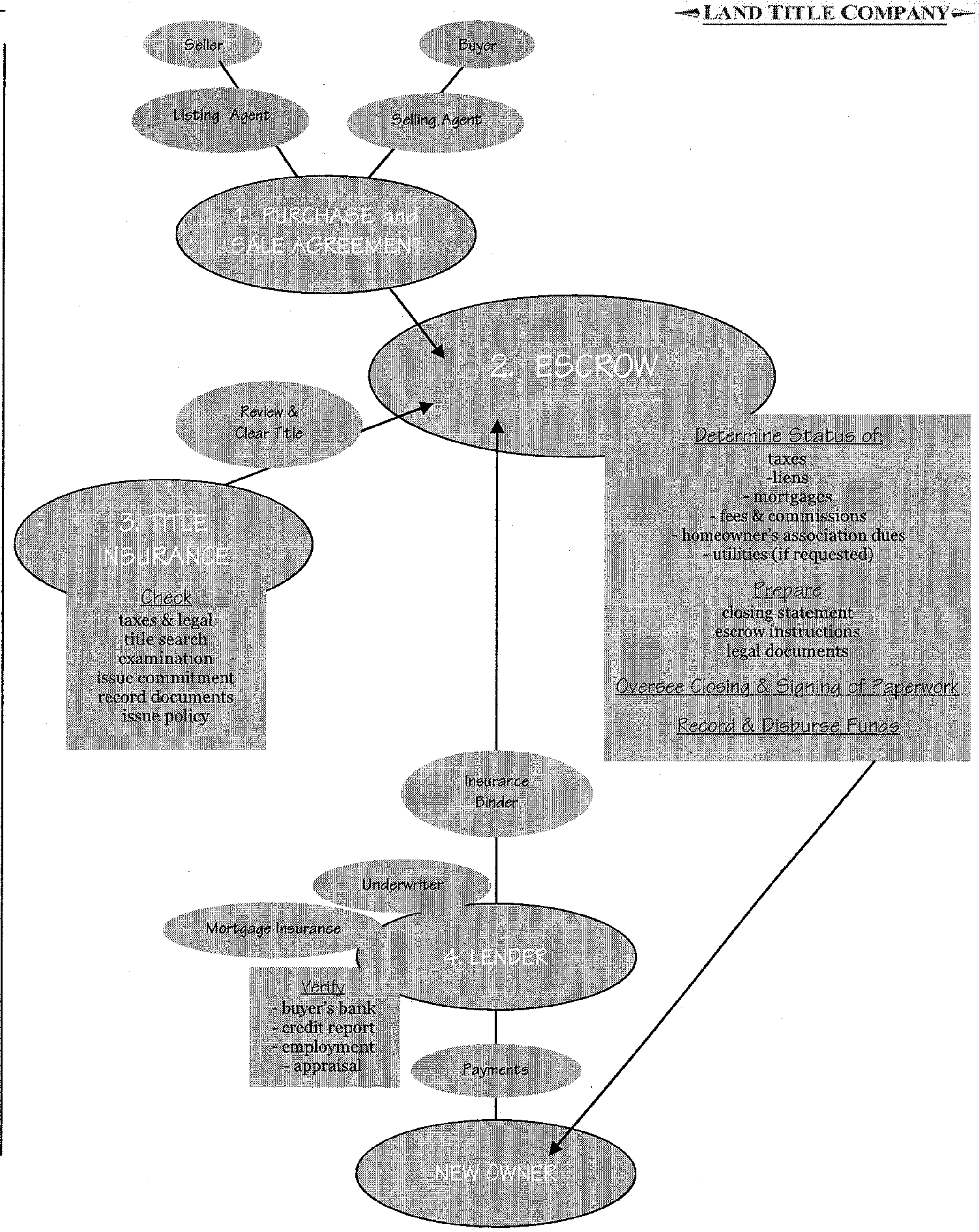
2. ESCROW
- Determines status of
  - taxes
  - liens
  - mortgages
  - home association dues
  - fees & commissions
  - utilities (if requested)
- Issues closing statement & escrow instructions
- Prepares legal documents
- Oversees closing & signing
- Records & disburses funds

Escrow & Title departments work together to review & clear title

3. TITLE INSURANCE
- Completes title search
- Checks taxes and legal description
- Performs examination
- Issues Commitment
- Records documents

Escrow department & Lender work together to
- secure homeowner & lender title policies
- ensure insurance binder & communication

4. MORTGAGE BROKER / LENDER
- Verifies
  - buyer's bank
  - credit report
  - employment
  - appraisal
- Obtains homeowner's *insurance, mortgage insurance & underwriter*



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