

Seller's FINAL WALK-THROUGH

The Final Countdown!



You've moved out, the home is clean, and we're just waiting for the buyer to give their final stamp of approval before closing. Here's what you need to know!



QUICK & SIMPLE

The final walk-through typically lasts around 30 minutes.



YOU'RE NOT THERE

You're no longer at the home. I will be there on your behalf.



BIG GOAL

Confirm the home is clean, clear, and in the same condition as agreed.



9 TIMES OUT OF 10

The walkthrough goes well! Issues are rare and usually easy to avoid.



WHAT BUYERS CHECK

When issues come up, it's almost always one of these:



SOMETHING WAS TAKEN

An item that should have been left behind.



SOMETHING WAS LEFT

An item that should have been removed.



SOMETHING ISN'T WORKING

An item that was working and is no longer working.



GOOD NEWS!

You have a lot of control over how this goes! Leave the home clean, clear, and in good working condition, and the walkthrough should go really well.



TIMING & SCHEDULING

- ✓ The final walk-through is most often conducted the day before closing, but it can vary.
- ✓ It depends on the buyer's travel schedule, closing appointment, and other factors.
- ✓ I typically don't hear from the buyer's agent until very close to closing to schedule it.
- ✓ As soon as I know, I will let you know the date and time of the appointment.
- ✓ Buyer closing appointments depend on whether they are a cash buyer or using a mortgage.



CASH BUYER

May sign closing documents in advance.



MORTGAGE BUYER

Must sign closing documents on closing day.

WHO DOES THE WALK-THROUGH?



BUYER THEMSELVES

Sometimes the buyer attends in person.



INSPECTOR

They may send their inspector back.



BUYER'S AGENT

They may send their agent instead.



NO WALK-THROUGH

Very rarely, the buyer may choose to skip the final walk-through.

AFTER THE WALK-THROUGH



THUMBS UP!

If everything looks good, the buyer gives the closing company the go-ahead to proceed with closing.



HICCUP?

If there's an issue, I will call you right away and we will work together on a solution.

This is very rare, especially when you've followed all the guidelines!



REMEMBER

There is a solution for everything! Don't worry—we'll handle it together.



COMMUNICATION IS KEY!

Staying in touch and keeping me informed helps ensure a smooth and successful closing with no hiccups.



QUESTIONS?

This part of the process is pretty straightforward, but I'm always here if you need anything. Don't hesitate to reach out!



THANK YOU FOR YOUR TRUST! WE APPRECIATE THE OPPORTUNITY TO WORK WITH YOU!

