



HOMESTEAD *title*
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THE NEW NORMAL IN HOMESELLING

IF YOU HAVE TO SELL YOUR HOME...

During these challenging times many people are holding off on listing their homes for sale. However, there may be circumstances where selling your home is a necessity. If that is the case, here are some tips to be aware of to increase your level of safety and reduce risk of contagion during the real estate sales process:

VIDEO LISTING PRESENTATION

Many Colorado-based agents are already using online real estate agreements with eSignature capability. This means that the traditional listing presentation can be done virtually (using Facetime, Skype, Zoom, Google Hangouts, over the phone, etc.) and real estate contracts and forms can be executed, all without having to meet in person.

VIRTUAL SHOWINGS

Once the property is listed in the MLS, a video tour of the home can be made available for interested buyers to view. The (current) new normal is for potential buyers to view the virtual tour video; and if there is strong interest the buyer should submit an offer. Once the offer has been accepted, the buyer can then view the property at time of inspection.

RECEIVING & NEGOTIATING OFFERS REMOTELY

Just like your agent can present their listing contracts and forms remotely, buyers are able to submit offers over the internet. Once you receive offers you can review with your agent and strategize for negotiations. After you have reached agreement with buyers the purchase agreement can be signed online, minimizing personal contact during this phase.

SAFE INSPECTION & APPRAISAL VISIT

Most buyer offers will require a property inspection and appraisal. This means that at some point an Inspector and an Appraiser will have to gain access to your home. These are typically one-time visits, and the inspector and appraiser visits usually occur at separate times. Ask that both inspector and appraiser wear masks, gloves and booties while in the home, and clean and sanitize the home post visit. You can choose to be out of the home during these visits as well to minimize personal contact.

CONTACTLESS CLOSING

Title companies typically handle the closing of the real estate transaction and transfer of ownership from seller to buyer. While closings were traditionally held in person in office, there are now options for remote closings, curbside closings, and virtual closings to minimize risk of contagion. Inquire with your real estate agent and title company of record about options available and what might be most suitable.

SAFE MOVE-OUT

Oftentimes transfer of ownership at time of closing also meant that possession (i.e. handing over the keys) was granted to the buyer simultaneously. However, the Colorado Real Estate Commission approved purchase agreement grants the seller the option to hand over possession of the property to the buyer at some point after the closing. This can be a great step to ensure the transaction has actually closed prior to moving out, and can provide for extra time for packing up and starting the moving process. Inquire with your agent how to ensure this is part of your real estate transaction.

We appreciate each and every one of our customers. If you have any feedback or just want to drop us a note, please contact us at info@homesteadtc.com.

**Please note the information contained in this guide is solely meant to be a helpful resource given the latest information on the pandemic and how it could impact a real estate transaction, and is not intended to be legal or medical advice in any way shape or form. Should you have any questions whatsoever on the tips contained in this flyer, please consult your medical or legal professional, and/or seek the advice of your real estate professional.*

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