

As a seller going solo, you will need access to the correct paperwork that complies with Oklahoma law and meets the requirements of most mortgage lenders. It's imperative that you understand the forms, timelines, and expectations of both parties.

First, I recommend that you read the Oklahoma Contract Guide by clicking on the link <u>here</u> to gain a full understanding of what you and your buyer will be signing.

The next important topic is fraud. Please click here to read and have the seller and buyer sign the form acknowledging they understand the prevalence of wire fraud. It is a recommended practice that you call and speak to the title company representative and confirm the correct wire information. Do NOT, under any circumstances, follow wire instructions provided via email. Most title companies now use encryption for wire transfers.

As a seller, you are required by law to provide certain property condition disclosures to your buyer. If the home was built before 1978, you need to provide a Lead-Based Paint Disclosure; click <u>here</u> for the form.

Additionally, a Property Condition Disclosure Statement is required by law that the seller fill out completely, sign, and prior to entering into a purchase agreement, have the buyer sign the form. Please click <u>here</u> to access the form.

Another form I would recommend that you use, as an unrepresented seller, is the <u>For Your Protection Get a Home</u> Inspection document. I have heard too many horror stories where FSBOs have had buyers come back after closing, suing for money for repairs and other so-called undisclosed property items that didn't get an inspection and just "trusted" the seller. Have you buyer sign or initial this document confirming that you encouraged a home inspection.

If the home was built before 1978, have your buyer sign and initial the form <u>Protect Your Family Against Lead-Based Paint</u> document. Doing this adds another layer of protection for you and your buyer.

The <u>Residential Contract of Sale</u> is a legal document provided by the Oklahoma Real Estate Commission.

Disclaimer: I'm providing this standard Oklahoma Real Estate Commission (OREC) contract form for your convenience. I'm not an attorney, and I'm not offering legal advice. Please review the form carefully and, if you have any questions about your rights, obligations, or contract terms, consult with a qualified real estate attorney.

Contract Form Committee description (OREC site)

"The Contract Form Committee was established by the legislature in 2001, for the purpose of creating real estate contracts and related addenda for use by <u>real estate licensees and the general public."</u>

Selling your home on your own is no small feat—and I genuinely wish you the best in your journey. You're handling one of the biggest assets most people will ever own, and that takes grit. Still, real estate has a way of throwing curveballs. Deals stall, inspections unravel, appraisals surprise, and small contract details can cost—or save—thousands. If at any point you decide that going it alone isn't your cup of tea, I'm here. Whether you want full representation or just someone to step in for a specific stage of the process, I can help you navigate the twists and turns so you reach the closing table with confidence and peace of mind.

Warm Regards,

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