Taylor Resort Homes, LLC

NORTH FORT MYERS, FLORIDA

Seller's Guide

What to expect from offer to closing

- Review the offer
- Prepare for closing
- Hand over the keys



Seller's Guide

Selling your manufactured home on leased land in Del Tura Golf & Country Club

Once an offer comes in, each step affects your closing date and what you need to have ready. Use this guide to follow the sale from the signed offer to handing over the keys.

Review the Offer to Purchase

Review the price, deposit, final payment arrangements, proposed closing date, and any conditions. Make sure the offer and inventory list spell out what stays with the home, including any furniture, appliances, or golf cart included in the sale.

Track inspection and financing deadlines

If the buyer elects an inspection, use the deadline in the signed offer to coordinate access. The standard Taylor Resort Homes offer form calls for completion within five business days when the inspection option is selected. If the buyer is financing, follow the financing conditions and dates in your agreement. Once the buyer schedules the inspection with the inspector, your Taylor Resort Homes listing representative will coordinate the date, time, and access with you.

Wait for buyer approval before closing

After both parties sign the Offer to Purchase, the buyer applies for residency with Hometown America. The buyer must receive approval before the sale closes. Taylor Resort Homes provides the buyer with the applicable lot rent amount during the offer process.

WHAT YOU ARE SELLING

You are selling the manufactured home. Hometown America handles the buyer's residency application and lot rental agreement. The buyer signs that agreement after the new titles are issued in their name and they receive them.

Closing and key handoff

What to send, what to leave, and what happens after closing

Locate your most recent original titles

Provide the most recently issued original title for each titled section of the home. Let Taylor Resort Homes know early if a title is missing, a lien is listed, or the home is held in a trust or estate. Your representative can help identify what paperwork needs to be addressed before closing.

Sign and return your closing package

Taylor Resort Homes sends your closing documents and instructions by email or FedEx. Follow those instructions to sign the documents and mail them, together with the most recently issued, signed original titles, to the address provided. Keep copies of what you send and the tracking number if available.

The tax pass-through is paid in arrears. For example, the tax pass-through paid in 2027 covers 2026. If you owe the buyer a prorated amount for the tax pass-through, CLIS, or both, make the check payable to the buyer and include it when you return your signed closing documents.

If the buyer owes you prorated lot rent, the buyer will make that check payable to you. Each prorated check is available to the payee on closing day. Checks can be delivered within Del Tura, picked up, or mailed.

Plan for closing day

Buyers receive their keys on closing day. Coordinate the handoff with your representative and set aside the keys, remotes, or other access devices you have agreed to leave. Follow the signed agreement for personal belongings and included items. Confirm utility transfer timing with your representative before scheduling a shutoff.

After the sale

Taylor Resort Homes applies for the new titles and sends them to the buyers once issued. When the buyers receive their new titles, they sign their lot rental agreement with Hometown America.

QUESTIONS ABOUT YOUR SALE?

Contact Jacki Wendorf at **(717) 250-0524** or **JWendorf-Taylor@Outlook.com**. Use the dates, conditions, and instructions in your signed sale documents for your transaction.