

## Selling Your Home

What to look for in your Realtor®:

1. Experience and honesty
2. Full-time and career-oriented
3. Successful and competent
4. Professional in attitude and appearance
5. Aggressive
6. Up-to-date on new marketing methods and the real estate business
7. Willing to work on a fixed commission or fee-only basis

Your Realtor should

1. Give you a written market value appraisal listing the specifics of how he or she came to the asking price for your home
2. Give you a written marketing plan of action on how he or she will market your home (open houses, newspaper ads, brochures, etc.)
3. Give you a list of references that you can call
4. Assist you with a home appearance checklist to help make your home more marketable

Your real estate agent's firm should:

1. Be a member of a multiple-listing service
2. Be reputable and serve your local area
3. Be career-oriented; hire only full-time career professionals
4. Have a local and national network referral service if you are in major metropolitan

areas such as New York, Chicago, or Detroit.

For more information, contact the National Association of Realtors

430 N. Michigan Ave.

Chicago, IL 60611-4087

Web site: [www.realtor.com](http://www.realtor.com).

You should:

1. Consider selling your house on your own before listing it if you and your spouse have the time and temperament. You can hire a competent real estate appraiser and lawyer to help.
2. Make sure you feel completely comfortable with you Realtor and his or her firm, if you choose to work with a Realtor.
3. Complete the tasks highlighted in your home appearance checklist (keep lawn mowed, fresh cut-flowers, fix water-marks, etc.).
4. Read over a listing-agreement carefully before signing; make sure you write in exceptions, such as listing fixtures or built-in items (bar, chandelier, bookshelves, desk, light fixtures, etc) that are not included in the sale of the property, to the listing.
5. Be away from the house during showings and open houses.
6. Have a lawyer review all closing documents regarding your real estate transactions prior to closing.