

The Process of Listing

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Once you have made the decision to sell your home, and gone through the process of cleaning and repairing the necessary issues to make your home saleable, it is now time to start the listing process. This process is of finding the REALTOR that is right for you, gathering essential information about the home, and then the REALTOR will compile all details to market the home.

When searching for a REALTOR there are many considerations to take into account. It's never a bad idea to interview multiple REALTORS, including ones you have worked with in the past or may have been referred to by friends. It is important to develop a comfort level and relationship with the professional who is going to be representing you through a very important transaction. You need a REALTOR that will inform you of what you need to know not just what you want to hear. Also, when you are speaking with a potential REALTOR, ask how they will market your home. How will they help separate your property from the pack? It is also vital that the REALTOR have a good understanding of the market. The market is constantly changing, so it is important to know what it has done and what it is projected in the future.

After choosing the REALTOR, it is time to start gathering the essential information to assist the REALTOR with the listing paperwork. The first item to locate would be your original deed for the home. A copy of this is helpful your REALTOR to determine if there is anything unique in your ownership such as easements, right of ways, or mineral rights. A copy can be obtained at the court house. Another helpful document is your Property Tax Ticket. This has your tax id number, map and parcel information that is need for listing documents. Other items that could be importance to your REALTOR is a recent survey, appraisal, list of repairs or improvements made to the home, and any inspection reports that were done.

Now that you have all the information together, it is time to look at the market analysis your REALTOR has put together so that you may determine the price to list your home. Your REALTOR can provide you with the comparables and data to give you a range that your home may sell for, but ultimately you must make the decision based on that information.

After reviewing the analysis and setting your list price, it is now time to fill out the listing contract and necessary documents. The Seller needs to fill out a Seller's Disclosure to identify the working order of the home and any defects. The REALTOR will measure the home, input data, and take pictures so they may prepare the marketing material.

Finally the sign goes up and the lockbox goes on the front door. You're now ready for all those potential buyers. Here's to painless selling in 2014!