

The Listing Presentation

When you submit the form to list, you're registering as a seller. A sales professional will contact you to schedule a visit to your home and give you a listing presentation. The information you receive will help you decide if you want to list.

During the listing presentation, some of the things the REALTOR® will do are described below.

Tour the property and assess its condition

Advise you about staging your home and suggest repairs

Outline how your home will be marketed

Explain agency, representation, and disclosure of property condition

Review the services and benefits

Discuss seller and sales professional communication once the property is listed

Gather property information for MLS

Review sales professional showing procedures

Advise you on best behaviors during a showing

Introduce you to our contract-to-close process

Discuss market values and set a list price

Review your bottom line

Sign up the listing

Ask you to fill out a property disclosure

Outline a schedule of activities to put your home on the market

Answer your questions