

YOU ARE THE KEY PLAYER ON THE HOMESELLING TEAM

No one has a more important role in the homeselling process than you. Here are some of the ways your participation can contribute to a successful sale.

- Maintain the property in a ready to show condition
- Ensure that house is easily accessible to real estate professionals
- Try to be flexible in scheduling of showings.
- When you are not at home, let me know how you can be reached in case an offer is received.
- If approached directly by a buyer who is not represented by a real estate professional, please contact me. Do not allow them into the property unescorted.
- Remove or lock up valuables, jewelry, cash and prescription medications.
- If possible, do not be present when the property is being shown.
- Securely pen up pets or take them with you.
- Be cautious about saying anything to buyers or their sales professionals that could weaken your negotiating position, especially regarding your price or urgency to sell.
- Collect the business cards of real estate professionals who preview and show your home, and pass them on to me.
- Let me know of any changes in the property's condition that would need to be disclosed to potential buyers.
- Be available to review with me the list price and condition of your property if it has not sold in a reasonable period of time.
- Contact me at any time with questions or concerns.



