



SELLER TIPS:

A real estate agent is vital to the sale of your home and can provide a variety of services in negotiating the best sales price and advising you. According to the 2006 National Association of Realtor statistics a typical homeowner-sold home sold for \$187,200 compared to \$247,000 for a realtor-assisted sale. A professional real estate agent will represent your interest and coordinate with others; manage the entire process, including the closing, from start to finish; be available for all of your questions; keep you informed; provide advice on critical issues throughout the process; and negotiate on your behalf. A professional real estate agent will save you time and effort!

Be sure to look for the following when selling your home. This list is supplementary to your own due diligence. This list does not mean that the other provisions in the contract are not important. You must read **EVERYTHING** carefully! When in doubt...ASK! Working in partnership with your agent will ensure a stress-free sale.

LISTING AGREEMENT:

1. Read the Listing Agreement thoroughly.
2. Read the MLS Input Sheet THOROUGHLY! This represents your home in MLS.
3. What is agency?
4. What stays with your home when sold?
5. What is the length of the listing?
6. Will you cooperate with other realtors? What does that mean?
7. What is a CLUE report?
8. What is a Seller's Property Disclosure Form (SPDS)
9. Will you need Pool Barrier disclosures?
10. Will you need Lead Based Paint Disclosures?
11. Are you in a Military Airport Vicinity?
12. Are you in the flood plain?
13. Are there any environmental issues you need to be aware of?
14. Do you or have you had termites? Pests?
15. Do you have your HOA information?
16. Are there For Sale sign requirements in your community?
17. Are there any assessments on your property?
18. Is your sewer connected?
19. What is a "Dispute Resolution"?
20. Remember! You always have the right to legal or tax advice.

PURCHASE AGREEMENT:

1. Read the Purchase Agreement thoroughly! Take your time!
2. What is the agency agreement?
3. Earnest Money. Under what circumstances is the buyer allowed to keep their earnest money? When are you allowed to keep it?
4. What are the financing options?
5. What is a LSU?
6. When does the buyer have to finalize their financing?
7. What does the buyer want to stay with the home?
8. When is closing? What defines Close of Escrow?

9. What are you required to provide to the buyer and what are the deadlines?
10. What's a BNSR?
11. What are your requirements with regards to property condition?
12. Do you know ALL the contingencies contained in the contract? Their deadlines?
13. What is a Cure Notice?
14. Can you accept subsequent offers?
15. Remember! You always have the right to legal or tax advice.