

179 WAYS

AGENTS WHO ARE REALTORS® ARE WORTH EVERY PENNY OF THEIR COMPENSATION.

Here's a look at all the things — big and small — that an agent who is a REALTOR® may do to help clients when buying and selling a home.

You know you earn every penny you get when you sell a home. This list can help you show your customers exactly what you do to help them buy or sell their home.

PRE-LISTING ACTIVITIES

1. Make appointment with seller for listing presentation
2. Send seller a written or e-mail confirmation of listing appointment and call to confirm
3. Review pre-appointment questions
4. Research all comparable currently listed properties
5. Research sales activity from Local MLS Broker and public records databases
6. Research *Average Days on Market* for property of this type, price range, and location
7. Download and review property tax roll/assessor information
8. Prepare preliminary Comparable Market Analysis (CMA) to establish fair market value
9. Obtain copy of subdivision plat
10. Research property's ownership and deed type
11. Research property's public record information for lot size and dimensions
12. Research and verify legal description
13. Research property's land use coding
14. Research property's current use and zoning
15. Verify legal names of owner(s) in county's public property records
16. Prepare listing presentation package with above materials
17. Perform exterior Curb Appeal Assessment of subject property
18. Compile a formal file on property
19. Confirm current public schools and explain impact of schools on market value
20. Review listing appointment checklist to ensure all steps and actions are completed
21. Request deed restrictions from title company
22. Add client into your database



LISTING APPOINTMENT PRESENTATION



23. Give seller an overview of current market conditions and projections
24. Tour property
25. Review agent's and company's credentials and accomplishments in the market
26. Present company's profile and position or niche in the marketplace
27. Present preliminary CMA to seller, including comparable properties, sold properties, current listings, and expired listings
28. Offer pricing strategy with updates to CMA based on tour of home and updates, upgrades professional judgment, and current market conditions
29. Discuss goals with seller to market effectively
30. Explain market power and benefits of Local MLS Broker Marketplaces
31. Explain market power of web marketing, IDX and REALTOR.com
32. Explain the work you do behind the scenes and your availability on weekends
33. Explain role in screening for qualified buyers and protect seller from curiosity seekers
34. Present and discuss strategic master marketing plan
35. Explain transaction/agency brokerage relationship
36. Review and explain all clauses in listing contract and addendum, then obtain seller's signature once property is under listing agreement
37. Review current title information
38. Gather square footage/measure overall and heated square footage as required
39. Measure interior room sizes
40. Confirm lot size via owner's copy of certified survey, if available
41. Note all unrecorded property liens, agreements, easements
42. Obtain house plans, if applicable and available
43. Review house plans and make copy
44. Prepare showing instructions for buyers' agents and showing times with seller
45. Discuss possible buyer financing alternatives and options with seller
46. Review current appraisal if available
47. Identify Homeowner Association manager if applicable
48. Verify Homeowner Association Fees with manager—mandatory or optional, plus fees
49. Order copy of Homeowner Association bylaws, if applicable
50. Research electricity availability, supplier's name, and phone number

LISTING APPOINTMENT PRESENTATION (CONTINUED)



51. Have Seller provide average utility usage from last 12 months of bills, and contracts on solar panels
52. Research and verify city sewer/septic tank system
53. Calculate average water fees or rates from last 12 months of bills
54. Request well status, depth, and output from seller
55. Natural Gas: Research/verify availability, supplier's name, and phone number
56. Verify security system, current terms of service and whether owned or leased
57. Verify if seller has transferable Termite Bond
58. Ascertain need for lead-based paint disclosure
59. Prepare detailed list of property amenities and assess market impact
60. Prepare detailed list of property's inclusions and conveyances with sale
61. Compile list of completed repairs and maintenance items
62. Send a vacancy checklist to the seller if the property is vacant. Inquire if the seller is using the property as a short term or long term rental
63. Explain benefits of Homeowner Warranty to seller
64. Assist sellers with completion and submission of Homeowner Warranty Application
65. Place Homeowner Warranty in property file for conveyance at time of sale
66. Have extra key made for lockbox and one for your file
67. Verify if property has rental units involved.
68. If the property does have rental units, make copies of all leases for retention in listing file
69. Verify all rents and deposits
70. Inform tenants of listing and discuss how showings will be handled



LISTING APPOINTMENT PRESENTATION (CONTINUED)



71. Arrange for installation of yard sign
72. Complete new listing checklist
73. Review curb appeal assessment and provide suggestions to improve saleability
74. Review interior décor assessment and suggest changes to shorten time on market
75. Load listing into transaction management software program
76. Prepare Local MLS Profile Sheet
77. Enter property data from Profile Sheet into Local MLS
78. Proofread Local MLS listing for accuracy—including proper placement in map
79. Add property to company's active listings list
80. Provide seller copies of the listing agreement and Local MLS Profile Sheet within 48 hours or within the time period of Local MLS guidelines
81. Take additional photos for upload into Local MLS and use in fliers
82. Create print and internet ads with seller's input
83. Utilize a showing service to coordinate showings with prospects and other agents
84. Return all calls
85. Install electronic lock box if authorized. Program agreed-to showing times
86. Prepare mailing and contact list
87. Generate mail-merge letters to contact list
88. Order *Just Listed* labels and reports
89. Prepare fliers and feedback reports
90. Review comparable Local MLS regularly to ensure property remains competitive
91. Prepare property marketing brochure for seller's review
92. Arrange for printing or copying of marketing brochures or fliers
93. Place marketing brochures to Judge Fite REPS
94. Upload listing to company and agent Internet site, if applicable
95. Mail out *Just Listed* notice to all neighborhood residents
96. Advise network referral program of listing
97. Provide marketing data to buyers through international relocation network buyers
98. Provide marketing data to buyers coming from referral network
99. Provide *Special Feature* cards for marketing, if applicable

LISTING APPOINTMENT PRESENTATION (CONTINUED)



- 100.** Submit ads to company's participating internet real estate sites
- 101.** Price changes conveyed promptly to all internet groups
- 102.** Reprint/supply brochures promptly as needed
- 103.** Feedback e-mails sent to buyers' agents after showings
- 104.** Review weekly market study
- 105.** Discuss with sellers any feedback from showings to determine if changes are needed
- 106.** Set up marketing reports on showing-time application and company website
- 107.** Place regular weekly update calls to seller to discuss marketing and pricing
- 108.** Promptly enter price changes in the Local MLS database



OFFERS

- 109. Receive and review all *Offer to Purchase* contracts submitted by buyers' agents.
- 110. Evaluate offer(s) and prepare a net sheet for the owner for comparison purposes
- 111. Explain merits and weakness of each offer to sellers
- 112. Contact buyers' agents to review buyer's qualifications and discuss offer
- 113. Deliver *Seller's Disclosure* to buyer upon request and prior to offer if possible. Upload to the Local MLS additional documents at time of listing
- 114. Confirm buyer is pre-qualified by calling loan officer
- 115. Obtain buyers' pre-qualification letter from loan officer if not submitted with offer
- 116. Negotiate all offers per seller's direction on seller's behalf, set time limit for loan approval and closing
- 117. Prepare and convey counteroffers, acceptance or amendments to buyer's agent
- 118. Create excel spreadsheets for easy review on multiple bids
- 119. Email or send copies of contract and all addendum's to the closing attorney or title company
- 120. When *Offer to Purchase* contract is accepted, deliver to buyer's agent

CONTRACTS

- 121. Ensure Title received buyer's earnest money
- 122. Disseminate under-contract showing restrictions as seller requests
- 123. Deliver copies of fully signed *Offer to Purchase* contract to seller
- 124. Deliver copies of *Offer to Purchase* contract to lender
- 125. Provide copies of signed *Offer to Purchase* contract for office file
- 126. Advise seller of additional offers submitted between contract and closing
- 127. Change status in Local MLS to *Sale Pending*
- 128. Update Skyslope to show *Sale Pending*
- 129. Provide credit report information to seller if property will be seller-financed
- 130. Assist buyer with obtaining financing, if applicable, and follow-up as necessary
- 131. Coordinate with lender on discount points being locked in with dates

INSPECTIONS

- 132.** Deliver unrecorded property information to buyer
- 133.** Request the buyer to order a septic inspection, if applicable
- 134.** Receive and review septic inspection with buyer
- 135.** Share septic inspection per the buyer's direction
- 136.** Request that the buyer have well tested for water safety and flow, if applicable.
Share well-testing results per the buyer's direction
- 137.** Request the buyer to order termite inspection, if desired
- 138.** Receive and review termite inspection with buyer
- 139.** Share termite inspection per the buyer's direction
- 140.** Check with lender to ensure verifications of deposits and buyer's employment
- 141.** Follow loan processing throughout the underwriting process
- 142.** Contact lender weekly to ensure processing is on track
- 143.** Relay final approval of buyer's loan application to seller



HOME INSPECTIONS

- 144.** Coordinate with seller for buyer's professional home inspection
- 145.** Review home inspector's report
- 146.** Enter completion into transaction management tracking program
- 147.** Explain seller's responsibilities, and recommend an attorney interpret any clauses in the contract
- 148.** Ensure seller's compliance with *Home Inspection Clause* requirements
- 149.** Assist seller with identifying contractors to perform any required repairs
- 150.** Negotiate repairs and provide referrals to vendors, if needed



THE APPRAISAL

- 151.** Confirm with the lender the ordering of appraisal
- 152.** Provide to appraiser any comparable sales used in market pricing
- 153.** Follow-up on appraisal



PROCESSING FOR CLOSING

- 154.** Enter completion into transaction management program
- 155.** Assist seller in questioning appraisal report if it seems too low
- 156.** Get contract signed by all parties
- 157.** Coordinate closing process with buyer's agent and lender
- 158.** Update closing forms and files
- 159.** Ensure all parties have all forms and information needed to close the sale
- 160.** Select location where closing will be held
- 161.** Confirm closing date and time, and notify all parties
- 162.** Assist in solving any title problems or in obtaining death certificates
- 163.** Work with buyer's agent in scheduling buyer's final walk-thru prior to closing
- 164.** Double check all tax, homeowners' association dues, utility, and applicable prorations
- 165.** Request final closing figures from closing agent (attorney or title company)
- 166.** Receive and carefully review closing figures to ensure accuracy of preparation
- 167.** Confirm buyer and buyer's agent have received title insurance commitment
- 168.** Provide homeowners warranty for availability at closing
- 169.** Forward closing documents to absentee seller as requested
- 170.** Review documents with closing agent
- 171.** Coordinate closing with seller's next purchase, and resolve any timing problems
- 172.** Have a *no-surprises* closing so seller receives a net-proceeds check at closing
- 173.** Refer sellers to one of the best agents at their destination, if applicable
- 174.** Change Local MLS status to *Sold*. Enter sale date, price, selling broker, etc.



FOLLOW-UP AFTER CLOSING



- 175.** Share the warranty paperwork for claims in the future
- 176.** Attempt to clarify and resolve any conflicts about repairs if buyer is not satisfied
- 177.** Respond to any calls and provide any information required from office files
- 178.** If a rental, verify all deposits and prorated rents are reflected accurately on the closing statement
- 179.** Close out listing in your management program



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Print this out and use it in your listing presentation to show prospective sellers all that you do to earn your compensation.

