



There are three types of agency relationship between parties in a real estate transaction

Seller's

Buyer's

Transaction

Seller's Agent

A seller's agent (or listing agent) works solely on behalf of the seller to promote the interests of the seller with the utmost good faith, loyalty and fidelity. The agent negotiates on behalf of and acts as an advocate for the seller.

Buyer's Agent

A buyer's agent works solely on behalf of the buyer to promote the interests of the buyer with the utmost good faith, loyalty and fidelity. The agent negotiates on behalf of and acts as an advocate for the buyer.

Transaction Broker

A transaction broker assists the buyer or seller or both throughout a real estate transaction without being an agent or advocate for any of the parties.



Let's determine your needs.

Motivation - Why have you decided to sell your home?

Timing - Are you flexible in timing or are we working towards closing before a certain date?

Decision Making - Will anyone else (family member, financial advisor) be involved?

Communication - How often would you like updates and what is the best way to contact you?

Previous Selling Experiences - What went well and what didn't go so well?

Personal Property - Are you planning to include any personal property in the sale?

Condition of Home - Any problems with the property that will need to be disclosed?

Relocating - Can we assist you in purchasing a new home?

Concerns - Are there any general concerns you would like to discuss?



Let's learn about your home.

1. What will you miss most about your home?
2. What will you miss most about the location?
3. What are some favorite features about your home?
4. What compliments have friends and neighbors made about your home?
5. What characteristics do you feel make your home unique when compared to others?
6. Who do you consider to be the target market for your home?

Let's fix any issues.

Two things we do when we list your home is

- Order a **Preliminary Title Report**
- Fill out a **Seller's Property Condition Disclosure**

These documents will answer or confirm some questions below and the purpose is to get started on the right foot so we can be proactive.

1. With pricing in our market, will we be close to a potential **short sale**?
2. Does your current mortgage have a **pre-payment** penalty?
3. Are there any **liens** on your home?
4. Are there any **easements** or **encroachments** associated with your home?
5. Is there an HOA?
 - What are the **fees** and is there a **transfer fee**?
6. Is there any **litigation** associated directly with your home or the HOA?
7. Are there any **assessments** coming up or pending with the HOA?
8. Are there any **physical issues** with your home?
9. Have you had to do major **repairs** to your home?

