



## STEP 2 to Selling Your Home

### You've Hired a Realtor - Now what?

*You've picked a Realtor – Reid Real Estate – Now what? It's time to get your property ready for the market. This involves:*

**Paperwork.** *Selling your property involves a lot of paperwork. Including, but not limited to Listing Agreement and Seller's Disclosure Form. If your property is in a neighborhood with a Homeowners Association, documentation will be needed. Septic records, well records, road maintenance agreements, etc...*

**Top 10 List.** *Write a 'top ten' list of reasons you love your property. We don't want these reasons to be things a potential buyer can easily see for themselves, such as your gorgeous kitchen or breathtaking view. Rather, we want them to be intangibles that only you know such as the beautiful sunsets visible through your living room windows, the sound of the frogs in the mid-summer nights, the deer roam through or the early morning doves. This list will help in the marketing of your property.*

*When do you want your property to go 'live' on the market? Before it goes on the market you need to declutter. Be sure your property has access, repair any items that need to be fixed and make it shine! (see link below for additional tips)*

*Consider taking a look at your property as a buyer. Drive up, stop and look at it from the street. What do you think a buyer would notice? Walk up to the front door, how does it look?*

Click here to download "[Planning To Sell – A Homeowner's Checklist](#)"