

Pre Listing Checklist

- Listing Presentation Binder
- Brochure Personalized for the Prospective Seller
- CMA from FMLS or MLS with a picture of the subject house on the front
- Search in listing service of homes \$10,000 above and \$10,000 under your suggested listing price in the same area and school district
- Print out the last three listings that you sold in the full format (shows your list vs. sell price ratio)
- Get a Shining Home Checklist
- Get a Showing Process Handout
- Get a Staging Process Handout
- Get a Blank Utilities Form
- Get two Blank Sellers Net Forms
- Get a Blank Exclusive Buyers Agency GAR form
- Get a Blank Flyer Information Form
- Get a RE/MAX Center packet of paperwork for new listings
- Bring your digital camera
- Put a sign and lockbox in your car (think positively!!)