# Selling Your Home With List n Show™

**Seller Overview**

## WHAT TO EXPECT FROM YOUR AGENT

Selling a home involves a number of documents, disclosures, decisions, and deadlines. Your List n Show™ agent will guide you through the process, explain the documents that apply to your property, and help you understand what to expect as your home is prepared for the market.

This is intended as a brief overview rather than a complete guide to the selling process.

## INFORMATION YOUR AGENT WILL PROVIDE

Early in your relationship, your agent will provide several important notices and advisories for your review. These are generally informational documents and do not require your signature.

They include:

- Fair Housing Notice
- Broker Commission Advisory
- Information About Federal Lead Laws, if applicable
- Real Estate Disclosure Notice

Your agent will review this information with you and answer any questions you may have.

## DOCUMENTS YOU MAY BE ASKED TO COMPLETE OR SIGN

Depending upon your property and circumstances, your agent may request some or all of the following:

- Residential Property Condition Report (Property Disclosure)
- Lead Paint Disclosure, if applicable
- Concrete Advisory and Disclosure
- Items Included–Excluded Statement
- Offer Letter
- Authorization of Photography
- Audio-Video Surveillance Disclosure, if applicable
- Open House Notice, if applicable
- Exclusive Right to Sell – Listing Agreement
- Dual Agency Consent Agreement, if and when applicable

Not every form applies to every property. Your agent will explain which documents are appropriate for your transaction and why they are needed.

## PROPERTY DISCLOSURE

Sellers are asked to complete the State of Connecticut Residential Property Condition Report. This is the seller's disclosure concerning their knowledge of the property's condition.

Your agent can explain the purpose of the form but cannot complete it for you or tell you how to answer the individual questions. The form provides choices such as Yes, No, Unknown, and N/A, along with space for additional information.

## LEAD PAINT & CONCRETE DISCLOSURES

For homes built before 1978, federal lead-based paint disclosure requirements apply.

List n Show™ also requires its sellers to complete the Concrete Advisory and Disclosure. This may be relevant not only to the original home but also to additions, garages, or other improvements constructed during the applicable time period.

Your agent will help you determine which disclosures need to be provided.


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## LISTING AGREEMENT & COMPENSATION

Your agent will review the Exclusive Right to Sell – Listing Agreement with you, including the services being provided and how your agent and brokerage are compensated.

Your agent will also discuss buyer-agent compensation. A buyer may submit an offer requesting that the seller contribute toward the buyer's brokerage compensation as part of the transaction. Any such request is negotiable and should be considered along with the other terms of the offer.

The Broker Commission Advisory provided to you at the beginning of the relationship offers additional information about real estate brokerage compensation.

## DUAL AGENCY

A situation may arise where your List n Show™ agent is also working with a buyer who becomes interested in purchasing your property.

If that occurs, your agent will explain the potential dual-agency relationship. Written consent from both buyer and seller is required before the agent can represent both parties in the transaction.

The possibility of dual agency should be discussed with you when your property is listed, but consent is obtained only if the situation actually arises.

## OUR ROLE

Throughout the listing and sale process, your List n Show™ agent will help you understand the paperwork, prepare your property for the market, communicate with prospective buyers and their agents, present and explain offers, assist with negotiations, and guide you through the transaction toward closing.

**Our goal is to make sure you understand what is happening, what is needed from you, and what comes next.**


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