
What We Want Our Clients to Know About Selling Their Home

When you work with a Martha Turner Properties agent, you are working with an experienced professional who has knowledge of the market and of the legal and ethical requirements of buying and selling residential property. We are able to assist you with confidence, knowing we are supported up by extensive experience, technical and legal knowledge, and large staff of one of the finest and most respected real estate companies in the country.

Our commitment is to provide you with the highest level of service possible. There are things that you can do to help us make your transaction smooth and successful, with a timely conclusion. Please keep the points below in mind as we work together.

Fundamentals – make it easy for yourself

- Remember that Buyers determine the market
- Take our advice regarding price and price adjustments
- Re-evaluate your asking price every 30 days
- Recognize and separate the emotional aspects from the business aspects of your transaction
- Make sure you understand the marketing options we discuss with you. Review your marketing plan frequently
- Complete the Sellers Disclosure fully and accurately; it is required by law and failure to do so could open you to litigation
- Review an earnest money contract with your agent soon after listing, before you get an offer. Make sure you clearly understand it
- Discuss any concerns openly and early with us so that we can address them

- Listen to feedback from prospective buyers and other realtors and act on it
- Consider all offers brought to you; discuss them with your realtor

Showing your House – make it easy for prospective buyers and realtors

- Solicit and follow your realtor's advice regarding how to prepare your home for sale to make your home as desirable and saleable as possible
- Review and implement "A Dozen Tips to Help Sell Your Home"
- Be sure you understand the showing process; give clear showing instructions
- Make access easy and reasonable for showing your home
- Make every effort to leave the property during showings- Buyers are more comfortable without the owner present
- Explain your alarm system to us; notify the alarm company the house is being shown for sale
- Try not to decline showing opportunities unless absolutely necessary

Selling and buying a house can be challenging as well as rewarding. Many factors influence the process. Be patient, realize that there may be bumps in the road, and be confident that your realtor is working in partnership with you. Help us to help you in this important endeavor.