

SMART SELLERS GUIDE

Start Smart. Sell Smart.

Thinking about moving? It may help to know that no one sells more real estate than RE/MAX. In fact, when you work with RE/MAX, you're working with a team of professionals from the world's most successful real estate company. With that kind of experience at our fingertips, we feel a responsibility to share our expertise.

Take a quick glance at the information on our website and you'll begin to understand just what working with RE/MAX can do for you. From frequently asked questions and agent interviews to homeseller do's and don'ts, our Smart Seller Guide provides you with a wealth of opportunities to profit from our experience.

For instance, every real estate company seems to focus on guiding first-time homebuyers – but what about the first-time *homesellers*? In addition to the information you'll find here, the new remax.com is full of ideas for first-time sellers.

You and your home are unique among all others, and your needs are bound to be equally unique. But understanding the factors that impact the selling process and the real value of your home can eliminate some of the guesswork in negotiating an optimal price. And if we can be this helpful in a simple report, imagine all that we can accomplish face-to-face.

We hope you'll enjoy our Smart Seller Guide and you'll allow us to be of assistance when you're ready to make your move. Whether your next home sale will be your first of twenty-first, remember no one sells more real estate than RE/MAX.

30 Smart Questions For First-Time Sellers

What do I need to sell my home – and what do I need to know?	What are my legal responsibilities as a home seller?
What are the most important factors when selling my home?	What is a home warranty?
When is the best time to sell my home?	Should I pay for an inspection before I list my home?
What is my home worth?	Should I pay an appraisal before I list my home?
Is my home ready to sell?	What is an acceptable offer?
What do I need to do to prepare my home?	Do I have to respond to every offer?
What do I need to repair now – and what can wait?	What happens once I accept an offer?
What is included in the sale of my home?	What does a real estate sales contract include?
What are the costs involved in selling my home?	What if I buy a new home before I sell mine?
What are the benefits of using an agent?	How long will I wait between accepting an offer and the closing?
What is a CMA?	How is a closing different for a seller than a buyer?
What is a listing agreement?	Do I have to move out before closing?
What is the MLS?	Will I still pay my mortgage after I accept an offer but before closing?
What happens once my home is on the market?	
How long will my house be on the market?	
How long will my house be on the market?	

