

Seller Guide

Listing Services

Proper Listing Documents
 Tennessee Residential Property Disclosure
 Listing Agreement
 Lead Base Paint Disclosure(if applicable)
Pre-Appraisal*
Pre-Inspection*
Staging*
Pictures/Video
Showing Service*

**These items are not required though they will help prevent most surprises.*

Marketing

Internet Syndication
Open Houses
 Public
 Broker
Email Campaign
Print Media

What to expect!

Agree on expectations up front in regarding to showings!

 If you have a time when your home will not be available for viewing please let your Realtor know!

Showing are scheduled through your Realtor(preferably 24 hours in advance but not always)

Please make sure your home is always ready for viewing! Other Realtors and agents may show your home, more likely than not they will provide the Buyer.

9 Second Rule!

This is one of the most important factors in getting the most from your home! No Negatives for 9 seconds on each every stop through your home! When a prospective Buyer pulls up to the home, walks to the front door, enters the home, and each and every room. We want them to see nothing but the best your home has to offer them!

Helpful Items

These items are very helpful to have available when preparing to place your home on the market.

Title Insurance Policy
Utility Bills(1 year if possible)
Home Owner Association Documents
 Master Deed or Declaration
 By Laws
 Rules and Regulations
 Budgets
 Board Minutes



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