



Reno/Sparks Association of REALTORS®

5650 Riggins Court, Suite 200, Reno, NV 89502

www.rsar.realtor • info@rsar.realtor

Phone: (775) 823-8800 • Fax: (775) 823-8805

Why you, the Seller, need a REALTOR®

A real estate agent is a REALTOR® when they join as a member of the National Association of REALTORS® (NAR), - the world's largest professional association.

After receiving a real estate license, most agents will join their local association of REALTORS® and NAR. REALTORS® are pledged to a strict Code of Ethics and Standards of Practice. Working for property owners, the REALTOR® Association provides a facility for professional development, research and exchange of information among its members and to the public and government for the purpose of preserving the free enterprise system and the right to own real property.

As a Listing Agent, your REALTOR® will be able to:

Research appropriate sampling of currently listed properties to help you determine the best price to list your home. Research your home's property record for lot size, dimensions, deed type and restrictions, zoning, coding and more. Perform exterior "curb-appeal" assessment to help you receive top dollar.

Review listing-appointment guidelines which you establish to work around your busy schedule.

List your home in the multiple listing service and other online sites to provide you the most marketing exposure for your home.

Supply brochures to be placed on the "For Sale" sign.

Provide showing comments and feedback to you and recommend any changes based on the comments.

Once you start receiving offers, your REALTOR® will:

Evaluate offers and prepare a "net sheet" for you to review and make comparisons.

Review with you, the merits and weaknesses of offers such as a cash offer versus an offer with a conventional loan.

Negotiate offers and any counter offers on your behalf until you have an offer acceptable to your terms.

Once you are satisfied with the offer and accept it, you will be provided with copies of the offer and all addenda. To verify the process is on track, routinely contact the buyers agent and/or contingencies.

Coordinate with the buyer's agent any inspections and any issues and options that may result of those inspections.

Coordinate access to your home for any required repairs.

Coordinate with an appraiser to appraise your home and discuss the report with you

Provide you with all the signed contracts to all of the parties including the buyer, lender, title company, and buyer's agent.

Coordinate your closing process with the buyer's agent and lender. Coordinate final walk-through prior to closing.

Review the closing figures on the HUD statement with you to verify accuracy. Review the final closing documents with you.

This is just a small sample of the steps your REALTOR® will take on your behalf to get you the most out of the sale of your home.



Vision: We envision the Reno/Sparks Association of REALTORS® to be viewed as the premium REALTOR® organization delivering highly valued knowledge and benefits to our customer - the REALTOR® Community.

Mission: Our mission is to proactively enhance our members' opportunity to be successful, ethical real estate professionals by delivering superior advocacy, education, programs, products and services.