



Why Work With Us?

We put your needs first.

List n Show is a local independent real estate firm staffed with exceptional sales professionals. Our clients can feel confident that their best interests are receiving the greatest possible attention and focus.

FINDING LISTINGS:

You will search for real estate listings on the most up to date service available using the “Search Feature” on our website. It provides direct access to the Connecticut Multiple Listing Service, the service used by member Realtors® for complete access to all Connecticut listed properties.

ONE-ON-ONE PERSONAL ATTENTION:

We will make ourselves accessible so you can reach us at any time. Your calls will be taken as priority, no matter when you call.

FLEXIBLE SCHEDULING:

We will open our schedule to ensure that we can show you any desired home on your timeframe.

COMPREHENSIVE ATTENTION:

We want you to feel comfortable, so we will take the time to answer your questions and provide you with plenty of material so the process of buying or selling a home is enjoyable and not filled with uncertainty and stress.

SERVICE PROVIDERS:

During the process of buying or selling a home, if you need any outside services, we have a list of local professionals and companies that deliver superior professionalism in their fields. You are not required to use these providers. This list is provided so you have the option to work with providers that have a proven track record.

The Listing Process

- Comparable Market Analysis
- Pricing Your Home
- The Listing Agreement
- Residential Property & Lead Paint Disclosures
- Property Inclusions / Exclusions
- Lockbox and Sign

Comparable Market Analysis: We will work up a comparable market analysis for your home and will give you a range of value based on comparable homes in your area that have sold and are currently on the market. We can discuss your needs and a market strategy. Ultimately, the list price of your home is your decision. We will provide you, in the market analysis, with all the market information in your area so you will be well informed to make that decision.

When working with sellers to determine a listing price or with buyers to check the value before offers to purchase, List n Show Sales Agents can perform what is known as a comparative market analysis, or a CMA.

By going to sold property records, the List n Show Sales Agent selects recently sold properties that are similar to the subject property and in the same geographical area. By comparing these properties, and adjusting for feature differences, an estimate of value or range of value is made for the subject property.

Additionally the CMA will include comparisons to currently listed similar properties in the area. The same process would be used, but with currently listed properties. This would allow an assessment of the current competition and might lead to an increase or decrease in the estimate based on the sold properties.

Crucial to a CMA's accuracy in determining market value is the selection of the best comparable properties. Three agents choosing even one different comparable out of three or four used can come up with some very different valuations. This happens a lot when a seller is shopping for a listing agent. They get a value estimate from several agents and they're surprised at the differences. Unfortunately, often the one who gives them the highest number is the one who gets the listing, and usually, it's not a good number.

There are several things to consider when choosing comparables:

When the property sold: Sales more than eleven or twelve months in the past are not good comps, especially in fast-moving markets. The more recent the sales the less likely that the market has moved enough to make the properties' sold prices irrelevant at the time of the CMA.

Where the property is located: The very best situation is that the home is in the same subdivision. That's not possible in a lot of cases, so the next consideration is locating comps in the same neighborhood or general area.

When you can't get suitable comps that way, very similar homes in similar subdivisions in other parts of town may be the only resource available.

Characteristics of the home: When it comes to the number of bedrooms, baths, the square footage of the home, the size of the lot, and other features of the home, the comparable homes should be as similar as possible. It's rare, except in large cookie-cutter subdivisions, that you'll get all of these things to compare exactly.

This brings us to how we compensate our calculation for differences in the structures. We make adjustments, much like those of appraisers, to adjust the sold prices of the comparable homes to better match our subject property.

In other words, if we have a 3 bedroom, 2 bath home with a two-car attached garage, and 2100 square feet of living area, we'll try to find three or four comps with all of those features the same. However, we rarely will, so we'll need to make adjustments to their sold prices.

Basically, we take into consideration the differences in the homes, making adjustments for them, so that we are ultimately comparing apples to apples. An additional way to do this is by looking at properties with similar assessments/taxes. The assessment of a home is just a snap shot in time and we do not assign market value based on the assessment but we look at the sale price of homes with similar assessments to help determine whether it is, ultimately, a good "comparable" to use in our evaluation of your home.

Pricing Your Home: Not all Sellers have the same motivation for selling their home. Some sellers have time and can wait to try to get the highest possible price for their home. Other sellers may have a different set of circumstances and need to have a quicker sale rather than the highest price. Whatever your motivation is for selling your home, it is important for your home to be priced correctly and realistically to ultimately sell.

Keep in mind:

- First - We have to sell it once to an agent so they'll show it to their buyers, because most buyers are represented by real estate agents. They will be advising their clients regarding their estimate of market value.
- Second - We have to sell it to the buyer to get them to write an offer.
- Third - We need to sell it to the bank and the bank's appraiser to get them to give a loan on the property.

Since it has to be sold so many times to so many people, you have to use the same data that all those people will use when determining market value. And the appraisers, the banks, the agents, and the buyers use active home listings, pending home listings, sold home listings.

Exclusive Right To Sell Listing Contract: The listing agreement is the legal contract you will need to sign so we can put your home online in the MLS and your home will become known to the public that it is available for sale. We like to keep the date or length of time of the listing to at least 6 months or 1 year, but there is flexibility. We'll need to fill in the price and commission rate.

When you're selling a home, you are likely to work with a real estate agent. It's important to understand the fees associated with real estate services and who pays what.

- How do our real estate agents get paid?

The home seller pays agent fees for both their agent and the buyer's agent at closing. The total commission is typically 5%–6%, with half paid to the seller's agent and half to the buyer's agent. Sellers can ask their listing agent if his or her commission is negotiable.

We are a full service real estate agency, we never charge extra fees or for services like internet marketing.

- When do you pay?

Real estate agents are paid during the closing process, so typically if you don't sell your home or it fails to close, you won't be charged a commission.

Residential Property Disclosure & Lead Paint Disclosure: You will need to fill out these disclosures. The Residential Property disclosure is a State of Connecticut required form and asks several questions about your property such as; age of roof, are there any problems that you are aware of; age of furnace; type of insulation, etc. Most of these questions have 3 boxes to "check," as "yes, no, unknown." There is space to add explanations or further information. If you, the Seller, do not provide this form to the Buyer, you are penalized \$500 at the closing, the money going to the Buyer.

Additionally, any homes built prior to 1978 require the Seller to provide a lead paint disclosure which is a one page form where the Seller has the choice of "checking" 1 of 2 boxes for each question about lead paint in their home. Prior to 1978 all paint had lead in it so chances are, even if your home has been re-painted, there is lead paint there. There is nothing further you need to do, necessarily, at this point other than to fill out the form truthfully. The Buyers have a right for a lead paint risk assessment and it may be the case where an abatement or encapsulation is requested of you, the Seller, by the Buyer. We believe that this most likely would be the case when there is chipping and peeling paint.

It is the obligation of the Buyers' agent to give to the Buyer the pamphlet: "Protect Your Family From Lead Paint In Your Home," which is put out by the EPA. Additionally, however, if you, the Seller are doing any remodeling you should be aware of the steps and precautions that need to be taken to do it properly. Basically by hiring an EPA Certified Renovator. You can read this same pamphlet that the Buyer receives on our website.

Property Inclusions / Exclusions: You will fill out this form which lists out your personal property and you will "check" whether the item conveys with your home.

Lockbox & Sign: We will, with your permission, place our real estate "For Sale" sign on your property and a lockbox for access to your home. The lockbox contains a key to your home, so be sure to have a spare key made for it.

The Showing Process

- Preparing Your Home For Sale
- Staging Your Home For Showings
- Repairs, Renovations, Remodeling
- Showing Appointments and Showing Instructions
- Advertising
- Open House

Preparing Your Home For Sale: When preparing your home for sale, just remember the “3 D’s.” Declutter, Depersonalize and Disengage. Remove half your things from your closets and pack them all away. You may want to consider getting a POD or a storage unit. Clean out your attic completely and your basement and garage. You’re going to have to do it anyway, it’s best to do it now! Remove most of your stuff from your kitchen counter tops and clear off everything that is on the outside of your refrigerator. Try to go through your home with “Buyers’ Eyes” as if you were a prospective buyer. You may need to do some painting and repairs. We can walk through your home with you and we can discuss what needs to be done and make a plan of action. We can talk about staging your home, which can be as simple as removing some furniture, moving around other furniture and putting a book on a coffee table. Staging can be little things to make your home more inviting so that the Buyer can picture himself there. And a bowl of fruit on the kitchen counter or island really does make all the difference in the world.

Staging your home for showings: It may be difficult and bittersweet to stage your home for other people but the reality is that you are moving and you want other people to love your home as much as you did. Before you show your home to any potential buyer, you want to make sure the staging is perfect. Follow these general tips and your home will look better than the competition.

- Clear all unnecessary objects from furniture throughout the house. Keep accessories and objects on the furniture restricted to groups of 1, 3, or 5 items. In general, a de-cluttered home helps the buyer mentally “move in” with their own things.
- Rearrange or remove some of the furniture in your home, if necessary. Many times home owners have too much furniture in a room. When it comes to selling your home, thin out overcrowded rooms to make the rooms appear larger.
- Clear all unnecessary objects from the kitchen countertops. If it hasn’t been used for three months...put it away! Clear refrigerator fronts of messages, magnets, pictures, etc.
- In the bathroom, remove any unnecessary items from the countertops, tub, shower stall, and commode top. Keep only the most necessary cosmetics, brushes, perfumes, etc., in one small group on the counter. Coordinate towels in one or two colors only.
- Take down, reduce, or rearrange pictures and objects on walls. Patch and paint all walls, if necessary.
- Review the house interior, room by room, and...
- Paint any room needing paint.

- Clean carpet and draperies that need it.
- Clean windows.
- Pack up and store. If you need room to store extra possessions, get a storage unit.
- Leave on certain lights during the day . During showings turn on ALL lights and lamps.
- Set a background tune. Play light FM music every day in the house, for all viewings.
- Go around the perimeter of the house and move all garbage cans, discarded wood scraps, extra building materials, etc., to the garage or, if applicable, take them to the dump.
- Check gutters and roof for dry rot and moss. Make sure they are swept and cleaned.
- Examine all plants. Plants are like children...they grow so fast. Prune bushes and trees. Keep plants from blocking windows: "You can't sell a house if you can't see it!"
- Remove any dead plants, weed all planting areas, and put down fresh mulching material.
- Keep your lawn freshly cut, edged, and fertilized during the growing season.
- Clear patios or decks of all small items, such as little planters, flower pots, charcoal, barbeques, toys, etc.
- Check the condition of the paint on your home, especially the trim and the front door. The first impression, or "curb appeal," is very important.

In general try to look at your house "through a buyer's eyes," as though you've never seen it before. This exercise will help you see what needs to be done. Any time and money invested on these items will usually bring you the return of more money and a quicker sale.

Showing Appointments & Showing Instructions: We will discuss with you when the best times are for you to have Buyers come through your home. Some Sellers require a 24 hour or day before notice to show their home. We can accommodate this. However, the easier it is for an agent to bring in a prospective Buyer the better it is for you. You want to make your home readily available to see.

You may require us to contact you first before confirming an appointment with the agent. If someone is always home at your house or if older children will be home from school in the case of an afternoon showing, this makes sense. If your home is vacant all day during "working" hours then you may want us to confirm the showing with the agent first and give them the go ahead for the appointment, but still of course call you to let you know of the appointment. It may be the case where you are away at work every day knowing that your house may be shown that day. If you are home sick one day and do not want any showings for that day just be sure to let us know. Communication is the key and we are always available by phone, text or email. To reach us immediately you should either call or text.

All appointments for your home to be shown are set up by us. Any agent wanting to show your home to their client will contact us for the appointment. The agent cannot show your home without first requesting the appointment and then waiting for confirmation from us. Nobody has the lockbox code to your home except us which we give to the agent only once the appointment is confirmed. Most appointments are made through an online system that the Realtors have access to and so there is a record of every agent who has shown your home with all their contact information. I also keep a record or a log of every agent. I hope to get feedback to you from the agents and their buyers on a timely basis. Most agents are very good about taking a few minutes to give detailed feedback which is helpful to you, the Seller.

Advertising: How do buyers find the homes they purchase? Studies have shown the following approximate statistical information:

40% From - Real Estate Agents.

- Realtors find listings on the “Multiple Listing Service”. A member service that lists all properties for sale or lease.
- We place your home on SmartMLS. SmartMLS covers the entire State of Connecticut. What that means is that every Realtor in CT has direct access to your listed home information.

40% From - Marketing On The Internet

- We syndicate your home listing to: realtor.com, homefinder.com, zillow.com, homes.com, homesnap.com and IDX.
- IDX - Internet Data Exchange allows every broker or agent website to add your listed home to their home search feature. This includes national franchises and smaller firms alike.
- Anybody with internet access will be able to find your home listing just about everywhere.

20% From - Various Sources Including Signs & Open Houses.

- With your permission we will install a post with hanging yard sign on your front lawn.
- At times convenience to you, we would like to hold multiple open houses.

Open House: There are 2 kinds of Open Houses. One for the “public” usually held on a Sunday from 1-3 and one for Realtors, usually held on a Tuesday or Wednesday from 11-1. We recommend having an Open House or two of both types. The only thing that you need to do is to not be there for the duration. Potential buyers often do not feel comfortable exploring a home with the homeowner present.

We strongly recommend to homeowners that they take common sense precautions with any valuables in the house during the time of the open house. This includes removal of all jewelry boxes, collectibles of value, (sentimental or dollar value), small audio or video equipment or other items which may be of value.

The Closing Process

- The Real Estate Purchase Contract
- Home, Pest & Environmental Inspections / Tests
- Repair Requests From The Buyer
- Closing Costs: Conveyance Fees - What Are These?

Real Estate Purchase Contract: When you receive an offer on your home it will be written up on a Real Estate Purchase Contract. There is more to the offer than just the price that the Buyer is offering. The other parts of the offer to consider are the terms. What type of mortgage will the Buyers be applying for? How much are they putting down all together? How long will it take them to obtain a commitment and when do they want to close? Are they requiring the Seller to contribute towards closing costs?

These are the things that we will talk about together to help you decide how to counter the offer. We can discuss with you some negotiating strategies but ultimately the price that you counter with and ultimately settle on is up to you. You will most likely already have a number in mind that makes sense for you. It is our job to advise you, counter at your request and to hopefully find some common ground with the Buyer so that you all get what you want. You want to sell and the Buyer wants to buy!

Home, Pest & Environmental Inspections / Tests: It is the Buyers' right to hire a home inspector, including a septic inspector. There is a provision in the Purchase & Sale Agreement where the Buyer will state what inspections he plans to have at his expense. The Buyer has the right to have these inspections if he so desires and to request that repairs be made or credit be given at the closing pursuant to the results of the inspections.

Repair Requests from Buyer: It is your right to either reject or compromise with the Buyers, addressing the issues and hopefully agreeing on the resolution. Provisions are stated that if the Seller and Buyer cannot agree then the Buyer may terminate and all deposits are returned to the Buyer. This is of course, providing that the Buyer has met the date, known as the "Inspection Contingency Date".

Closing Costs: Conveyance Fees - What are These?

Attorney's Fees & Conveyance Fees: Your closing costs will consist of, basically, your attorney's fees, if you chose to have an attorney and conveyance fees. There may be other items that need to be paid off from the proceeds of the closing but these may be items that are of a specific nature that will not pertain to every Seller; such as if there are certain liens on your property.

The conveyance fees are monies paid to the State of Connecticut and to the Town where the property is located. It can be as high as, when combined, 1.25% of the sale price of the home depending on the town. So, for example, if your home sells for \$250,000, you could pay a total of \$3,125 in conveyance fees, which will be deducted from the proceeds of your home. Most towns are 1/2%, 13 towns/cities are 3/4%. The State of CT fee is 1/2%.