

AT HOME WITH TICIAMARIEE

YOUR NEXT CHAPTER STARTS AT HOME

THE HOME SELLER GUIDE

The Home Seller Guide

Prepare, price, market, negotiate, and close with a clear plan.

Colorado real estate guidance • Practical steps • Planning checklists

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A thoughtful plan makes selling easier

Selling a home involves preparation, pricing, marketing, negotiation, and paperwork. Use this guide to organize decisions with your real estate broker and other professionals.

1. Start with your goals

- Choose your ideal timeline, target move date, and whether you need to buy another home before or after selling.
- Decide what matters most: net proceeds, speed, certainty, flexibility, or possession date.
- List known repairs, improvements, permits, warranties, and major property records.
- Mention early if the property is tenant-occupied, inherited, part of an estate, or subject to an HOA.

2. Understand pricing and proceeds

Pricing should consider recent comparable sales, active competition, property condition, location, and current buyer demand. Online estimates are only a starting point.

- Ask your broker to explain the comparable properties and adjustments used in the pricing analysis.
- Request a seller net sheet with estimated mortgage payoff, brokerage compensation, taxes, title/closing charges, concessions, and other potential costs.
- Discuss a plan for price changes and how offers will be evaluated.

Ask for a pricing analysis and estimated net proceeds—not just a suggested list price.

3. Prepare the home

- Declutter surfaces, closets, and entryways; remove valuables and personal documents from view.
- Deep clean, improve lighting, address simple repairs, and keep the exterior and entry welcoming.
- Gather permits, receipts, warranties, manuals, utility information, and records of major improvements.
- Ask before major renovations; not every improvement returns its full cost at resale.
- Plan for pets, showings, children, medications, and personal or safety-sensitive items.

4. Disclosures and property information

Complete required disclosures carefully and honestly. Tell your broker about known defects, water intrusion, repairs, additions, insurance claims, boundary questions, or other material facts. Your broker can help identify applicable forms and deadlines, but cannot replace legal or tax advice.

- Do not conceal known issues or assume a repair eliminates the need to disclose prior problems.
- For HOA homes, gather association documents, dues, rules, insurance information, and assessment notices.
- For rural property, collect well/septic records, surveys, easements, access information, permits, and relevant land-use records.

5. Marketing and showings

- Agree on photography, listing description, online exposure, showing instructions, and inquiry handling.
- Verify listing details, square-footage source, inclusions, and property features before publication.
- Make a plan for pets, valuables, access, and notice before showings.
- Keep the home reasonably ready for showings and share feedback with your broker.

6. Review offers carefully

Compare full terms, not just price. Financing type, down payment, appraisal provisions, inspection terms, concessions, deadlines, and requested possession can affect risk and convenience.

- Ask for a side-by-side comparison and estimated net proceeds for each offer.
- Understand what contingencies permit and what happens if a deadline is missed.
- Have your broker explain counteroffers and changes before you sign.

7. From contract to closing

- Track inspection, appraisal, title, financing, and document deadlines on a calendar.
- Coordinate access for inspections and appraisals, and keep receipts for agreed repairs.
- Review title and closing documents and confirm payoff and estimated proceeds.
- Verify wiring instructions with the closing company using a trusted phone number; never rely solely on emailed changes.
- Follow the contract for utilities, keys, remotes, access codes, cleaning, and possession.

8. Plan your next move

- Arrange housing and moving dates with flexibility for contract changes.
- Keep copies of the signed contract, disclosures, settlement statement, and improvement records.
- Ask a tax professional about potential tax implications, exemptions, and recordkeeping.

Home-selling checklist

- ■ Set goals and preferred timeline.
- ■ Request a comparative market analysis and seller net sheet.
- ■ Review repairs, staging, and preparation costs.
- ■ Gather property records and complete disclosures.
- ■ Approve listing details, photography, and showing plan.
- ■ Compare offers by net, terms, timing, and risk.
- ■ Track contract deadlines and closing requirements.
- ■ Confirm proceeds, move-out details, and possession.

Questions to ask before listing

- What supports the recommended list price?
- What might I net after expected costs?
- Which repairs or preparations are worth considering?
- How will the home be marketed and feedback shared?
- How will we compare offers and manage deadlines?

Let's plan your next chapter

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