

Your Guide to Selling Your Home

A clear, simple roadmap so you always know what's coming next

Welcome

Selling your home doesn't have to feel overwhelming. This guide outlines what to expect **before listing, while your home is on the market, and through closing**. You don't need to do everything at once — we'll take it step by step, together.

BEFORE WE LIST

1. Preparing Your Home

Look at your home through a buyer's eyes. Ask yourself: - Does it need paint touch-ups? - A deep clean? - Pressure washing? - Yard cleanup? - Minor repairs?

Why this matters: Buyers equate *clean* with *well-maintained*, which directly affects price and how quickly your home sells.

2. Pre-Listing Home Inspection (Optional)

- Conducted by a licensed home inspector
- Helps identify issues upfront
- Reduces surprises later

The more we know ahead of time, the smoother the process tends to be.

3. Start Packing Early

- Pack items you're not currently using
- Store extra furniture if possible
- Keep boxes in one room or the garage
- Consider a short-term storage unit

This shows buyers you're serious and ready to move.

4. Declutter Storage Areas

Buyers will look in: - Closets - Pantries - Cabinets - Garage

Tips: - Donate unused items - Donate food - Have a garage sale - Habitat for Humanity ReStore offers pickup

Overflowing storage gives the impression there isn't enough space.

5. Depersonalize

Please remove: - Personal photos - Trophies - Highly personalized décor

We want buyers to imagine *themselves* living in the home.

6. Coming Soon Option (Up to 30 Days)

- One exterior photo
 - Gives you time to prepare
 - Alerts agents a listing is coming
 - Listing paperwork must be signed
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7. Listing Paperwork

- Completed before going live
- Entered into MLS within 3 days
- Property disclosures should be completed honestly
- If you don't know, you don't know

We will go through all paperwork together.

8. Staging by Suzanne (Free Service)

- Light staging brought in before photos
- Enhances flow and presentation
- Items remain until final walkthrough

A little staging goes a long way.

9. Curb Appeal

Your home's exterior is the first impression — online and in person.

Curb appeal checklist: - Grass cut - Flowerbeds cleaned - Flowers added - Shrubs trimmed - Limbs picked up - Mulch refreshed - Porch cleaned - Cobwebs removed - Pressure wash if needed

Tip: Limbs touching the home often come up in inspections and can affect insurance.

PROFESSIONAL PHOTOS & GOING LIVE

10. Photography

- Scheduled about 2 days before listing goes live
 - Photos are labeled and organized in MLS
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11. Going Live on the Market

- Showings begin once photos are live
 - We prefer Wednesday or Thursday launches
 - Maximizes exposure and weekend showings
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SHOWINGS & DAILY LIVING

12. Showings

- Be as flexible as possible
- Missed appointments often don't reschedule
- You approve showings through ShowingTime

Showings are typically one hour.

13. Living in a Listed Home

Keeping your home show-ready is the hardest part — especially with kids or pets.

Daily Quick Checklist: - Make beds - No dishes in the sink - Wipe counters - Pick up clothes and towels - Hide toiletries - Clear counters - Close toilet lids - Take out trash - Hide pet items - Vacuum rugs/carpet if needed - Open blinds and curtains

14. Pets & Children

- Remove pets for showings
- Hide bowls, beds, crates, litter boxes
- Keep toys contained

- Use baskets for quick pickup
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15. Smells

- Avoid overpowering air fresheners
 - Light, clean scents are best
 - Avoid strong cooking smells (fish, heavy seasoning)
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16. Personal & Valuables

For safety, please lock away: - Jewelry - Important documents - Firearms - Personal items

OPEN HOUSES & COMMUNICATION

17. Open Houses

- Typically the first weekend
 - Hosted by Suzanne
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18. Feedback & Updates

- Feedback requested from agents
 - Weekly marketing/activity email
 - Monthly review of pricing and strategy
 - Neighborhood activity updates
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OFFERS & NEGOTIATIONS

19. Receiving an Offer

- Buyers may request appliances or furniture
- Offers are negotiable
- Early offers are often the strongest

Insurance considerations: - Home insurance - Flood insurance - Transferable flood policies - Elevation certificates - Flood or FEMA history

UNDER CONTRACT

20. Inspections

During the buyer's due diligence period, they may schedule: - Home inspection - Roof, HVAC, plumbing, pest, etc.

Buyers and agents may be in the home for several hours.

21. Repairs

- If repairs are agreed upon, vendors will need access
 - Save all invoices
 - Suzanne can meet vendors if needed
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22. Appraisal

- Ordered by buyer's lender
 - Home condition still matters
 - Clean, well-presented homes help
 - Appraiser compares neighborhood sales
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23. Final Walkthrough

- 3-5 days before closing
- Buyers verify condition and repairs
- Systems checked (AC, plumbing, etc.)

Cold weather reminder: Protect pipes on freezing days.

MOVING & CLOSING

24. Moving Out

- Remove all belongings
 - Check attic, storage, sheds, workshops
 - Do not leave unwanted items
 - Leave home as clean as possible
 - Clean refrigerator if staying
 - Leave utilities on 1-2 days after closing
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25. Closing Day

- Attorney schedules closing
- Keys and garage openers turned in
- Invoices provided
- Buyer receives possession

Please plan to be fully moved out by closing.

Thank You

Thank you for being my partner in getting your home sold. I truly appreciate your trust and cooperation.

Suzanne D'Ambrosio, REALTOR®

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