

The Home Seller's Checklist

Four things to do before you ever put a sign in the yard.

Selling your home is probably one of the biggest financial decisions you'll make. Before you interview a single agent or let anyone walk through your front door, there are a few things worth doing first — things most sellers never think about until it's too late. This checklist walks you through them in order.

1 Understand How Agency Works — Before You Interview Anyone

Before you sit down with any agent, or let anyone tour your property, take ten minutes to read the North Carolina Working with Real Estate Brokers brochure. It's a short, plain-language explanation of the different working relationships brokers can have with you, and what each one means for your interests.

This isn't paperwork for paperwork's sake. Sellers who understand this upfront ask better questions in their interviews, and they're a lot harder to catch off guard later. Every licensed broker in North Carolina is required to review this with you early in the process anyway — you may as well be the one who already knows it going in.

- ☐ Read the [NC Working with Real Estate Brokers brochure](#) in full
- ☐ Write down any questions it raises for you
- ☐ Ask each agent you interview to walk through it with you and compare answers

2 Get Your Home Ready to Show

Before your agent's first walkthrough — not after — spend a weekend on the basics. First impressions happen fast, and they happen from the curb.

- ☐ Clear out clutter, both inside and in closets and garages
- ☐ Mow, edge, and tidy up the lawn and beds as best you can
- ☐ Touch up the paint or stain on your front door
- ☐ Oil any squeaky hinges — on the front door and inside the house
- ☐ Walk your own front path as if you were a buyer seeing it for the first time

None of this needs to be perfect or expensive. It just needs to be done before that first walkthrough, so your agent is pricing and marketing the best version of your home — not making a mental list of what still needs fixing.

3 Get Ahead of Your Home's Problems

If you already know your HVAC is on its last leg, your roof has a soft spot, a tree is too close to the foundation, or you've had any settling or moisture issues — don't wait for a buyer's inspector to find them first.

Get it looked at, get a repair estimate, or get it fixed now. Handling it upfront, on your own timeline and with your own contractor, almost always costs less in time, money, and stress than handling it during a 10-day due diligence period with a buyer standing over your shoulder.

- ☐ Make a list of every issue you already know about
- ☐ Get quotes or professional opinions before you list, not after
- ☐ When in doubt, disclose it — North Carolina law requires sellers to disclose material facts (anything that could reasonably affect a buyer's decision to purchase), and any broker involved in the sale is bound by that same duty regardless of what a seller asks them to do. Being upfront protects you from legal exposure down the road, not just the sale itself

4 Know Your Options — Don't Leave Money on the Table

There's an entire industry built around convincing sellers to take a fast, low, all-cash offer instead of listing their home for what it's actually worth. These companies market hard to people who are stressed, in a hurry, or just tired of the idea of showings and negotiations — and they count on you not comparing their offer to the open market.

Your home is likely the largest asset you own. Before you sign anything with an instant-offer company or investor, get a real comparative market analysis and talk through your actual options with a licensed agent. In almost every case, a properly priced and marketed listing puts significantly more money in your pocket than a convenience sale does.

BOTTOM LINE

Speed and convenience are worth paying for — but you should know exactly what you're paying, and what it's costing you, before you agree to it.

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Thinking about selling? Let's talk through your home's specific situation before you decide anything.