ByOurRep

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Thinking of Selling?

A no-BS guide to getting your ducks in a row

Selling a home is a lot like buying one. The whole thing runs on honesty — with your agent, with your buyers, and with yourself about what you should and shouldn't do. This guide isn't a rulebook. It's a friendly head start on the stuff that's worth handling *before* the sign goes in the yard, plus a heads-up on the bigger conversations that aren't really checklist items at all.

Step 1: Get the house ready

This is the part you control, and it's where a little effort goes a long way.

- **Declutter and depersonalize.** Walk your property like a buyer would. Clear the counters, thin out the closets, take down the wall of family photos. You want them picturing *their* life in the house, not studying yours.
- **Tackle the honey-do list — the one that actually needs doing.** You know the items. The drippy faucet, the door that sticks, the switch that doesn't work. Now's the time.
- **If you fix it, fix it right.** Here's the honest truth from the other side of the table: as a buyer's agent, when I walk a buyer through a house and we spot something half-done, I often tell them to start looking for what *else* got done that way. One sloppy repair can make a buyer suspicious of everything. A clean repair does the opposite.

A little repair now can save you later

A small fix on your own terms beats a bigger credit demanded during escrow — when you've got less leverage and a deal on the line. Small, honest fixes up front keep buyers confident and keep you in the driver's seat.

Step 2: Disclose everything you know

This one matters more than any cosmetic fix. If you know about something, disclose it. When you intentionally hide a problem, you hand the buyer the ability to come back at you down the road. When you disclose what you know up front, it helps change the whole narrative — now it's information they accepted, not something you buried. Honesty here works in your favor.

- **Did you paint in the last 12 months?** Usually the answer is yes — most folks touch things up getting ready to sell. It's a normal question; just let me know.
- **Want to keep something? Tell me up front.** If that refrigerator is coming with you, say so — we exclude it in writing before it ever becomes a misunderstanding. Same goes for any fixture, appliance, or that fancy chandelier you're attached to.

Step 3: The bigger conversations (these aren't checklist items)

Some things can't be boiled down to a to-do line. They depend entirely on your situation, and they're worth a real conversation — with me, and often with the right professional. A few of the big ones:

Are you selling to buy another property?	That's a whole different conversation — timing, contingencies, and how the two deals line up. Let's talk it through before you list.
How long have you lived there?	That's a conversation with your tax guy. How long you've owned and lived in the home can affect your tax picture — your accountant is the right person to answer it.
Is this a 1031 exchange?	Entirely different situation, with strict rules and tight timelines. If this might be you, loop in your tax/exchange professional early.
Is the property in probate?	Probate adds extra steps and discussions — especially with a probate attorney. The path is different, and we'll plan around it.

The bottom line

Be honest with your agent. Be honest with your buyers. Be honest with yourself about what should and shouldn't be done. Get the house presentable, fix what needs fixing — the right way — disclose what you know, and let's have the real conversations early. Do that, and you're already ahead of most sellers out there.

Ready to talk it through? No pressure, just straight answers.

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