



HOME SELLER FAQS

COMMON QUESTIONS SELLERS HAVE

Q: How do I price my home competitively in today's market?

A: We'll determine the right listing price together using a comparative market analysis (CMA), considering recent sales of similar properties, current market trends (like rising or falling prices and inventory levels), and your home's unique features. Avoid overpricing – it can deter buyers in today's market.

Q: What updates should I prioritize to maximize my home's value?

A: Focus on updates that offer the best return on investment (ROI). Prioritize necessary repairs, then consider cosmetic updates like fresh paint, updated fixtures, and curb appeal enhancements. We'll analyze your home and the local market to recommend the most impactful projects.

Q: How do I navigate a market with fluctuating interest rates?

A: We'll factor current interest rates and their potential impact on buyer demand into your pricing and marketing strategies. We'll also discuss strategies for attracting buyers in a higher-rate environment, such as highlighting energy-efficient features or offering seller concessions.

Q: What are my closing costs as a seller?

A: Seller closing costs typically include real estate agent commissions, escrow fees, title insurance, transfer taxes, and any agreed-upon concessions to the buyer. We'll provide a detailed estimate of your closing costs upfront so you're prepared.

Q: How long does the selling process typically take?

A: The timeline varies depending on market conditions, the property's condition, and the specifics of the transaction. From listing to closing, it can typically take anywhere from a few weeks to several months. We'll work with you to create a realistic timeline based on your individual circumstances.

Q: How do I negotiate offers effectively?

A: We'll guide you through the offer negotiation process, leveraging our experience to secure the best possible terms. We'll analyze each offer carefully, considering price, contingencies, closing date, and other factors, and develop a negotiation strategy tailored to your goals.

Q: What are my responsibilities during escrow?

A: We'll guide you through the offer negotiation process, leveraging our experience to secure the best possible terms. We'll analyze each offer carefully, considering price, contingencies, closing date, and other factors, and develop a negotiation strategy tailored to your goals.