THE SUN CITY AGENT

Before You List

El Paso Home Seller Checklist

Set a pricing strategy, estimate what you'll keep, and gather the paperwork before your El Paso home goes on the market.

Assess the property and prioritize repairs

- ☐ Walk through the home with your agent and make a list of known issues, deferred maintenance, and cosmetic updates. Decide what to repair before listing, what to get a contractor's estimate for, and what to leave as is and account for in your pricing. If you're unsure about a major issue, consider a specialist evaluation or a pre-listing inspection.

Choose a listing price

- ☐ Review recent neighborhood sales with your agent. Compare size, condition, upgrades, lot features, and location. Look at active listings separately to see what buyers can choose from today.
- ☐ Agree on a listing price and a date to review it. Use showing activity, buyer feedback, and new comparable sales to decide whether to adjust.

Estimate what you'll keep

- ☐ Ask for a seller net sheet at two or three possible sale prices. Include estimated mortgage and other lien payoffs, negotiated agent compensation, title and closing charges, prorations, HOA charges, and any buyer credits you might offer.
- ☐ Budget separately for repairs, cleaning, moving, and storage you'll pay for out of pocket. Confirm the payoff and final charges with the title company as closing approaches.

Gather your property records

- ☐ Find your existing survey, repair and improvement receipts, permits, warranties, and service records. Note any additions, fences, or other changes made since the survey.
- ☐ If you have an HOA, gather the contact information, dues, governing documents, and any notices about assessments. Flag missing documents for your agent.

Prepare the Seller's Disclosure Notice

- ☐ Review the Texas Seller's Disclosure Notice with your agent to confirm whether it applies. If required, fill it out based on what you know about the home, including known issues and relevant repairs. Keep supporting records handy.

Set a listing timeline

- ☐ Work backward from your target listing date. Decide what needs attention before photos, who will handle it, and when the home will be ready for showings.

Target listing date _____ **Pricing review date** _____

Proposed list price $_____ **Estimated net $**_____

Documents to locate _____

TREC Seller's Disclosure Notice

Use the Texas Real Estate Commission form to review the property disclosures that may apply to your sale.

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