

SELLERS GUIDE

1. Calculate your home equity - to calculate your home equity, simply take the market value (similar homes as yours in the neighborhood that have sold in the last six months) of your home and subtract any outstanding mortgages or liens.

2. Calculate Potential Selling Expenses:

Here are the typical upfront expenses when selling a home.

- **Painting**
- **Window cleaning**
- **Roof repair or replacement**
- **Fix-ups - Repairs**
- **Landscaping** – have the grass cut regularly and have all shrubs and trees trimmed
- **Stage Your Home** if you have moved out
- **Pay Utility Bills** if vacant
- **Get a Professional Home inspection**

3. Hire a Reputable Full-time Jacksonville Florida Realtor®

“When you deal with someone who is going to help you buy or sell a piece of property, you’d better find someone that knows what they’re doing,” says Donald Brenner, professor emeritus at American University.

Kevin Pepperall is an experienced **Jacksonville Realtor®** with strong communication skills who will ensure that you receive the best possible real estate transaction. The first step in the selling process is to provide you with an in-depth comparative market analysis (CMA) on your home. A real estate agent charges a sales commission that varies depending on where you live and the sale price of the property. An agent can be well worth the commission when they can get you a good sale price and save you a lot of stress.

4. Ask for a Comparable Market Analysis (CMA) of the sold’s in your neighborhood for the last six months

5. Set a Listing price

6. Home listed on the MLS to feed most other internet sites

7. Negotiate Offers

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8. Order a Change of address

9. Close on the property

10. Closing expenses to expect:

Standard costs associated with closing the deal,

Deed stamps,

Owner's title insurance policy,

Title search,

Closing attorney/settlement fee,

Real estate brokerage fee,

Survey,

Satisfaction of mortgage and recording fee,

SELLER's courier fees,

(Wood-destroying organism report for VA sales only),

All mortgage payments, condominium or homeowners association fees and assessments,

Community Development District and government special assessments due and payable as outlined on your HUD 1 statement.

11. Bring to Closing:

Government issued photo ID

The **Deed** to your property

Paid receipts for Utilities and proof of Assoc. fees are paid if applicable

All house Keys

Garage door openers Codes for keyless entry and or alarm system

Certified check payable to the title company if the above costs are not being deducted from the sale of the home