Selling your property in Coastal Delaware

A preparation guide, decision checklist, and seller worksheet



Know what matters before you spend.

A thoughtful sale begins before the listing goes live. Use this guide to organize your documents, decide which preparation deserves attention, and weigh offers against your timing and next move with Joe Sterner.

2 Define your goals · 3 Prepare with purpose · 4 Build the listing plan
5 Compare offers and closing steps · 6 Your seller worksheet

Set the goal before the list price.

The best plan connects the property, the market, and the move you want to make.

Start with your timing.

Write down your ideal settlement date, any hard deadlines, and the date you need to leave the home. If you are buying next, discuss the order of the two transactions and your options if their dates do not align.

Ask for a property-specific pricing review.

Compare relevant recent sales, current competition, condition, location, layout, and ownership obligations with Joe. Ask how each comparison differs from your home and what would prompt a pricing review after launch.

Estimated sale proceeds	Notes / amount
Potential sale price	
Less mortgage payoff and other liens	
Less agreed selling and settlement costs	
Less credits, repairs, prorations, and other obligations	
Working estimated proceeds	

This is a planning worksheet, not a settlement statement. Ask the appropriate professionals for current payoff figures, a written estimate of transaction costs, and advice about your tax position. Compensation and other service terms should be discussed and agreed in writing.

Prepare the things buyers will notice.

Prioritize clarity, condition, and presentation before committing to major projects.

Start here	A practical approach
Repair and document	Identify active leaks, safety concerns, and unfinished work. Get appropriate professional advice and keep invoices, warranties, and permits.
Clean and simplify	Clear surfaces, reduce visual clutter, organize storage, and make each room's purpose easy to understand.
Light and access	Check lighting, windows, entryways, paths, and access to major systems. Plan a reliable showing process.
Exterior first impression	Tidy the entrance and landscaping. Ask Joe which improvements are likely to matter for your specific property.
Pause before renovating	Get a market-informed opinion before large upgrades. Cost does not guarantee the same increase in sale price.

Build a property file.

Gather system ages, service records, improvement details, permits, warranties, utility information, surveys if available, and association contacts. For rented property, gather leases and management agreements. For leased land, gather the land-lease documents and fee information.

Complete disclosures with care.

Discuss the applicable Delaware disclosure forms and timing with Joe and, where needed, your attorney. Answer from your knowledge, clarify uncertainties, and update material changes. Disclosures do not replace a buyer's independent inspections.

Official reference: Delaware Real Estate Commission forms.

Give the listing a clear story.

Show buyers what the property offers and make the details easy to verify.

Agree on the launch plan.

Review photography, property description, measurements and features, showing availability, and the intended marketing schedule. Confirm what is included in the sale and avoid making claims that cannot be supported.

Coastal-property detail	Prepare an accurate answer
Water and flood information	Available records of water events, flood information, drainage work, and insurance documentation.
Community and association	Current dues, what they cover, rules, assessments, documents, and the relevant manager or contact.
Utilities	Water source, sewer or septic, service records, and any known limitations or planned changes.
Access and use	Parking, beach or water access, easements, rental restrictions, and any claimed dock rights or permits.
Improvements	Permits, warranties, contractor records, and the distinction between finished and unfinished space.

Decide how you will evaluate the response.

Set a check-in with Joe to review showing feedback, buyer questions, competing listings, and any offers. Agree on what evidence would lead to a change in presentation, access, or price.

An offer is more than a headline price.

Compare the whole agreement with your expected proceeds and timing.

Compare	Questions to work through
Price and credits	What is the likely net after requested credits, included items, and anticipated transaction costs?
Financing and contingencies	What financing, appraisal, inspection, home-sale, or other conditions apply? What are the deadlines and possible outcomes?
Deposit and dates	What is the deposit structure? Does the proposed settlement and possession schedule work with your next move?
Property obligations	How will repairs, association documents, leases, title matters, and any other identified issues be handled?

After accepting an offer

Keep deadlines visible. Coordinate access for inspections and appraisal, respond to agreed requests, and retain receipts for completed work. Review the settlement figures and clarify possession, keys, utilities, and move-out expectations before closing.

If you are also buying

Build a backup plan for a delay in either transaction. Discuss temporary housing, storage, financing, and any negotiated occupancy arrangements with the appropriate professionals before depending on them.

General planning information only. Your signed agreement controls the transaction; consult Joe and qualified legal, tax, lending, inspection, and insurance professionals for advice about your circumstances. No sale price, timing, or return on improvements is guaranteed.

Your seller worksheet

Bring your priorities and questions to the first planning conversation.

Property address and current use

Ideal timing, hard deadlines, and next-home plans

Recent improvements / known issues to discuss

Documents to gather and preparation budget

My top priority / biggest unanswered question

Make your next step a useful one.

Share your address and timing with Joe to start a property-specific discussion about preparation, pricing, and the sequence of your move. Keep account numbers and sensitive financial documents out of social messages.

Joe Sterner
Coastal Homestead Group at McWilliams Ballard Coastal
717-991-5470 | joe@coastalhomesteadgroup.com
coastalhomesteadgroup.com