

FREE PLANNING GUIDE



South Mississippi Seller Starter Kit

A practical first step toward a well-planned sale.

Prepare with purpose. Understand your pricing choices. Get a clearer picture of your potential proceeds and what happens next.

Inside this kit

- 01** Preparation checklist
- 02** Pricing conversation prompts
- 03** Estimated proceeds worksheet
- 04** The 12-stop selling roadmap

Make a thoughtful first impression

Use this checklist to plan what matters before photos, showings, and launch. Ask your REALTOR® which items are worth your time and money.

Condition and presentation

- ☐ Address obvious maintenance and safety concerns.
- ☐ Clear surfaces and storage areas so rooms feel usable.
- ☐ Deep clean kitchens, baths, floors, windows, and high-touch areas.
- ☐ Tidy the entry, lawn, landscaping, and outdoor living spaces.

Photos and showings

- ☐ Remove personal or valuable items before marketing photos.
- ☐ Plan for pets, access, lights, and comfortable temperatures.
- ☐ Keep a simple reset routine for short-notice showings.

Information to gather

- ☐ Make a list of improvements, ages of major systems, and known issues.
- ☐ Locate permits, warranties, surveys, and other helpful records.
- ☐ Identify items that will stay with the property or be excluded.

Before a major renovation:

Talk with us first. Some improvements may help your sale; others may not return what you spend.

Plan a price with the market

A listing price is a strategy, not an online estimate. We look at verified sales, current competition, condition, and buyer demand with you.

Start with a home value estimate: realteamsite.com/seller/homeestimate/default/

Recent comparable sales

What did similar homes actually sell for, and how recently?

Current competition

What will buyers see alongside your home right now?

Your property

Which features, condition issues, updates, and location details matter?

Your goals

How do timing, move-out plans, and acceptable terms affect the strategy?

Questions to ask before choosing your list price

- ☐ What price range does the current evidence support?
- ☐ What would make us revisit the price after launch?
- ☐ How will we measure showing activity and buyer feedback?

My priorities

Timing: _____ Move-out needs: _____

Questions for The RealTeam: _____

Estimate what you may take home

Enter positive dollar amounts in the boxes below. The net estimate updates after you leave a box. Your REALTOR® and closing professional can refine the numbers.

Start with a home value estimate: realteamsite.com/seller/homeestimate/default/

Potential sale and costs

Expected sale price	\$	
Less: seller-paid buyer costs or concessions	\$	
Less: brokerage compensation (per agreement)	\$	
Less: title and closing charges	\$	
Less: prorated taxes and other adjustments	\$	
Less: mortgage payoff and other liens	\$	
Less: agreed repairs or credits	\$	
Less: other estimated costs	\$	

Estimated net proceeds

Remember: an estimate can change with the final price, negotiated terms, payoff amount, tax proration, and closing statement.

Questions to bring to our conversation

- ☐ Do you have a mortgage, HELOC, or other lien to pay off?
- ☐ Will timing, repairs, or seller-paid costs affect your goal?

From planning to Closing Day

The full Seller Roadmap explains each stop in detail. Here is the journey at a glance.

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| 01 Choose the Right REALTOR® | 07 Review, Compare, and Negotiate Offers |
| 02 Understand Your Home's Value | 08 Under Contract and Managing the Timeline |
| 03 Estimate Your Net Proceeds | 09 Inspections, Repairs, and Due Diligence |
| 04 Prepare Your Home for the Market | 10 Appraisal, Title and Financing |
| 05 Present and Market Your Property | 11 Prepare for Closing |
| 06 Go Live and Welcome Showings | 12 Closing Day |

Read the full Seller Roadmap

realteamsite.com/learning-center/home-selling-roadmap/

Ready for a plan that fits your property?

Tell us what you are considering. We can talk through preparation, market value, timing, and a customized estimate of your proceeds.

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