LISTING CHECKLIST:

Your A-to-Z Guide to Selling Your Las Vegas Home

Selling your home can feel like a big project, but with us by your side, it's going to be a smooth ride! This checklist breaks down every step of the process, from thinking about selling to handing over the keys. We'll tell you not just what to do, but also what to expect as you navigate the unique Las Vegas real estate market.

Phase 1: Pre-Listing Prep - Getting Ready to Shine

Step 1: The "Why" & The "When": Defining Your Selling Goals

What to do: First, let's chat about why you're selling. Are you relocating, upsizing, downsizing, or looking to cash in on a successful investment? Understanding your motivation helps us build the best strategy. Also, think about your ideal timeline for moving out.

What you should expect: We'll have a casual but important conversation to understand your goals. This sets the foundation for everything else, making sure we're always working towards your best outcome.

Step 2: Team Up! Find Your Real Estate Strategist (That's Us!)

What to do: Choose one of our real estate agents who truly know the Las Vegas market, have proven track records, and make you feel comfortable. We'll discuss our marketing plan, commission, and answer all your questions.

What you should expect: You'll feel relieved to have an expert guiding you. We'll be transparent about our process and how we plan to get your home sold quickly and for the best possible price.

LISTING CHECKLIST:

Your A-to-Z Guide to Selling Your Las Vegas Home

Step 3: What's Your Home REALLY Worth? The Vegas Market Check

What to do: We'll put together a Comparative Market Analysis (CMA) for you. This means looking at recently sold homes that are similar to yours in your specific Las Vegas neighborhood. We'll also look at current listings and expired ones to see what the competition is doing. Along with your personalized CMA, we will provide you with a netsheet showing an estimate of what your proceeds would look like after calculating all of your closing costs.

What you should expect: This is where we determine the sweet spot for your listing price. You might feel a little surprised (either good or bad!) by the numbers, but we'll walk you through why your home is valued where it is based on real data. **Pricing correctly from day one is HUGE in Vegas to avoid your home sitting on the market.**

Step 4: Property Spruce-Up: Making Your Home Welcoming

What to do: We'll walk through your home together and make a list of recommendations. This could be anything from minor repairs, fresh paint, decluttering, or even light staging. Think about what Vegas buyers are looking for: clean spaces, good light, and sometimes, a great outdoor area for those sunny days!

What you should expect: It might feel like homework, but trust us, these improvements pay off! Buyers often want "move-in ready," especially with so much new construction in areas like Henderson and North Las Vegas. We'll help you prioritize fixes for the best return on your investment.

LISTING CHECKLIST:

Your A-to-Z Guide to Selling Your Las Vegas Home

Step 5: Declutter, Depersonalize, and Deep Clean!

What to do: This is crucial. Box up personal photos, clear off counters, organize closets, and remove excess furniture. You want buyers to imagine their life in your home, not yours. Then, clean, clean, clean!.

What you should expect: This can be exhausting, but it's incredibly effective. You'll likely need to rent a storage unit. Buyers are easily distracted by clutter and dirt, and they might mentally "dock" your home's value.

Step 6: Curb Appeal Crew: First Impressions Matter

What to do: Make sure the outside of your home is inviting. Trim bushes, pull weeds, power wash the driveway, and make sure the front door looks welcoming. ***In Las Vegas, this also means making sure your desert landscaping or turf looks maintained, or if you have grass, that it's green and healthy.***

What you should expect: This is the first thing buyers see online and in person. A great first impression encourages them to step inside. A little effort here goes a long way!

Step 7: Gather Your Docs: The Paperwork Prep

What to do: Start gathering important documents: any past renovation permits, appliance manuals, utility bills (for potential buyer info), and especially **all your HOA documents if you live in a master-planned community**

What you should expect: This might take some digging, but having these ready streamlines the process later.

LISTING CHECKLIST:

Your A-to-Z Guide to Selling Your Las Vegas Home

Phase 2: Lights, Camera, Action! - Marketing & Showings

Step 8: Professional Photos & Videos: Your Home's Glamour Shot!

What to do: We'll arrange for a professional photographer to capture your home's best angles. This often includes stunning photos, virtual tours, and sometimes drone footage if your property has unique outdoor features or views.

What you should expect: This is non-negotiable. **Over 90% of buyers start their search online, and bad photos kill interest fast.** Your home will look amazing, and it's exciting to see it presented so well!

Step 9: Crafting Your Home's Story: The Listing Description

What to do: We'll write a compelling description that highlights all the best features, recent upgrades, and benefits of living in your specific Las Vegas neighborhood. We ask for your help by thinking about what makes your home unique and share those details with us!

What you should expect: We'll make your home sound desirable.. This is where we paint the picture for buyers and pique their interest to schedule a showing.

FIRST FULL SERVICE
REALTY

LISTING CHECKLIST:

Your A-to-Z Guide to Selling Your Las Vegas Home

Step 10: MLS & Beyond: Maximum Exposure!

What to do: Your home officially goes "live" on the Multiple Listing Service (MLS), which feeds to thousands of websites like Zillow, Realtor.com, and others. We'll also promote it on social media, create flyers, and use targeted advertising.

What you should expect: Your phone might start buzzing with showing requests! This is when your home gets exposure to real estate agents and potential buyers everywhere.

Step 11: Showing Time! Presenting Your Home

What to do: Keep your home show-ready at all times: clean, tidy, and smelling fresh. Turn on all the lights, open blinds, and make sure pets are secured or taken out. Be prepared for last-minute showing requests.

What you should expect: This can be inconvenient, but it's essential. You'll get feedback from agents, and sometimes buyers, which can be helpful. Remember, every showing is a step closer to an offer!

Step 12: Seller Disclosures: Being Transparent

What to do: You'll need to complete a Seller's Real Property Disclosure Form, which details any known issues with the home. Honesty is the best policy here to avoid issues down the road.

What you should expect: This form covers everything from the roof to the plumbing. It might feel like you're listing every flaw, but it protects you legally and builds trust with buyers.

FIRST FULL SERVICE
REALTY

LISTING CHECKLIST:

Your A-to-Z Guide to Selling Your Las Vegas Home

Phase 3: Offers, Negotiations, and Escrow - The Heart of the Sale

Step 13: Offers Rolling In! Let's Talk Deals

What to do: As offers come in, we'll present each one to you, explaining all the terms: price, contingencies (like inspection, financing, appraisal), earnest money, and closing date.

What you should expect: This is an exciting moment! You might get multiple offers, especially in a competitive Las Vegas market. We'll break down the pros and cons of each, not just the price.

Step 14: Negotiation Nation: The Back-and-Forth

What to do: We'll strategize and counter-offer to get you the best possible terms. This might involve price, repairs, closing credits, or even a different closing date.

What you should expect: This can be a bit of a dance. You might feel a mix of excitement and tension. We'll be your strong advocate, pushing for your best interest.

Step 15: Offer Accepted! Welcome to Escrow!

What to do: Once you accept an offer, it's official! We'll open escrow with a title company, and the buyer will typically deposit their earnest money.

What you should expect: A huge sigh of relief! But the work isn't over. This is when the buyer's "due diligence" period begins, and a series of deadlines kick in.

LISTING CHECKLIST:

Your A-to-Z Guide to Selling Your Las Vegas Home

Step 16: The Home Inspection & Repair Requests

What to do: The buyer will hire a professional inspector. Once the report comes in, they might send a "request for repairs" or ask for a credit.

What you should expect: Don't be surprised if they find things. No home is perfect! We'll help you evaluate their requests and decide what to agree to, remembering your goal is to keep the deal moving forward.

Step 17: The Appraisal: The Bank's Seal of Approval

What to do: The buyer's lender will order an appraisal to ensure the home's value supports the loan amount.

What you should expect: This generally happens behind the scenes. If the appraisal comes in lower than the sales price, we might need to renegotiate the price or the buyer may need to bring more cash. We'll guide you through those discussions if they arise.

Step 18: Buyer's Financing Confirmation

What to do: The buyer will be working with their lender to finalize their loan. We'll monitor their progress to ensure they're on track to secure financing.

What you should expect: We'll keep you updated on the buyer's loan status. Delays can happen, but we'll work to keep things moving

FIRST FULL SERVICE
REALTY

LISTING CHECKLIST:

Your A-to-Z Guide to Selling Your Las Vegas Home

Phase 4: Closing & Beyond - Handing Over the Keys

Step 19: Pre-Closing Preparations: Getting Ready to Go

What to do: Start packing! Coordinate your move, and make arrangements for utilities to be transferred out of your name on the day of closing.

What you should expect: This is where the reality of moving hits! Stay organized, and make sure your belongings are out by closing.

Step 20: The Final Walkthrough

What to do: The buyer will typically do a final walkthrough a day or two before closing to ensure the home is in the agreed-upon condition and that any agreed-upon repairs have been made.

What you should expect: This is usually a quick check. Make sure the home is clean and empty (unless otherwise agreed upon).

Step 21 :Closing Day! Congrats, You Did It!

What to do: Head to the title company (or sometimes your signing can be done remotely). You'll sign a lot of paperwork – the deed, closing statements, and more.

What you should expect: A lot of signing! It's the final legal step. Once everything is signed, funds are disbursed, and the deed is recorded, your home is officially sold! You'll receive your proceeds shortly after.

Step 22: Post-Closing: New Beginnings!

What to do: Hand over all keys, garage door openers, and any important property information to the new owners.

What you should expect: A sense of accomplishment! You've successfully navigated the sale of your Las Vegas home, and now you can focus on your next adventure.

Have any questions? Reach out at ruchelle@ffsrealty.com