Shaune Corbett Group

Your Home Sold Guaranteed Realty

DentonCountyHomeAnswers.com

A PRACTICAL GUIDE FOR DENTON COUNTY HOMEOWNERS

The Denton County Home Seller Guide

Selling a home involves decisions you may make only once or twice in your life. Use these five stages to see what is coming, choose what deserves your attention and prepare for a conversation about your home.

STAGE 1

Decide what you are solving for

Before thinking about paint colors, decide what matters most: price, a specific move date, certainty or minimal disruption. Those goals can pull in different directions. Rank them so later decisions have a clear starting point.

STAGE 2

Understand your home's realistic value

Value is informed by the alternatives available to buyers: recent sales and current listings in your area. Online estimates are a starting point. A walkthrough-based opinion can account for condition and updates that data may miss.

STAGE 3

Prepare without overspending

Address visible neglect, such as leaks, stains, broken fixtures and dirty filters. Declutter so photos show space and light. Gather HVAC service and repair records. Before a major remodel, compare the cost and timing with relevant nearby sales rather than assuming the work will pay for itself.

Start here: What matters most for your move?

FROM LAUNCH TO CLOSING

Know what comes next

Compare the full offer, keep track of contract deadlines and confirm the details for your particular transaction.

STAGE 4

Listing showings and offers

At launch, focus on pricing, photography and availability for showings. When offers arrive, compare estimated net proceeds, financing strength, the option period and the closing date - not just the headline price.

STAGE 5

Option period appraisal and closing

A contract may include a negotiated option period. Inspections can lead to requests for repairs or changes to the terms. If the buyer is financing, the appraisal can also affect the transaction. Your title company coordinates closing and provides the official settlement figures.

Common questions

What is the option period in Texas?

It is a negotiated contract term, not an automatic right in every sale. When the contract requirements are met, including the option fee and required notice, the buyer can terminate within the agreed period. Inspections and repair discussions often take place then. Confirm the exact deadlines and terms in your signed contract. TREC guidance

Do I have to disclose problems?

A Seller's Disclosure Notice is generally required for covered Texas home sales and describes known property conditions; exceptions exist. Ask a Texas real estate attorney about your specific obligations rather than assuming an exception applies. TREC disclosure guidance

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Your preparation checklist

Make a short plan before committing to a price, a repair budget or a listing date.

Before choosing a listing plan

- [ ] Rank price, timing, certainty and disruption in order of importance.
- [ ] Write down your preferred move date and any dates that cannot change.
- [ ] Review recent nearby sales and competing listings with a walkthrough.
- [ ] Separate condition or safety questions from cosmetic preferences.
- [ ] Gather service records, repair receipts and known-condition information.
- [ ] Plan for photos and showings, including pets, work and household needs.
- [ ] Request current payoff figures and a property-specific net estimate.
- [ ] Review offer terms, contract deadlines and questions with the right professional.

A few decisions to write down

My top priority

My preferred move date and any fixed deadlines

The repair or preparation decision I need help with

Bring this page to the conversation. You do not need every answer before you call.

BLANK PLANNING WORKSHEET

Estimate what you may keep

Use property-specific estimates. No standard fees or assumed percentages are built into this worksheet.

Home or scenario _____ **Estimate date** _____

	Item	Your estimate
A	Expected sale price	$
B	Mortgage and other loan payoffs	$
C	Other selling expenses	$
D	Seller credits or concessions	$
E	Other property-specific charges or adjustments Subtract charges; add credits to the seller	$
	Estimated net proceeds A - B - C - D +/- E	$

Avoid double-counting: Keep seller credits separate from other selling expenses. Confirm which charges are already included in each estimate. The title company's final settlement figures control; this worksheet is not a quote or a closing statement.

Talk it through with Shaune

Compare your likely price range, preparation choices, offer trade-offs and timing. No form is required - call with a question.

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Adapted from the online Denton County Home Seller Guide. Planning pages added for your use. Equal Housing Opportunity.