The Seller's Guide to South Metro Denver

What selling really costs, how to get closing-ready, and how to keep the surprises out

LITTLETON / HIGHLANDS RANCH / KEN CARYL / CENTENNIAL



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JohnnyD REALTOR®
Integrity first

WHO THIS IS FOR

Homeowners in Littleton, Highlands Ranch, Ken Caryl, and Centennial who are weighing a sale, including owners thinking about downsizing.

WHAT YOU GET

How pricing works, what selling costs, a start-to-keys timeline, and a repair list sorted the way a buyer's inspector will sort it. No pressure, no pitch.

01 What your home is really worth, and who decides

A buyer decides. Online estimates and neighbors' stories only start the conversation. Recent comparable sales, your home's condition, and current competition set the price.

Comparable sales: homes like yours, sold recently, close by.

Condition: buyers price in every repair they can see.

Competition: what else is on the market this month.

COMMUNITY	MEDIAN PRICE	SOURCE	WHAT IT MEANS FOR YOU
Littleton	~$617K range $235K–$759K by neighborhood	Zillow, Aug 2026	Wide range: your street matters more than the city median
Highlands Ranch	~$710K	Redfin, Aug 2026	HOA amenities are part of what buyers pay for
Ken Caryl	~$575K	Redfin, Aug 2026	Very competitive: ~19 days on market
Centennial	~$641K	Zillow, Jul 2026	Central location is the selling point

DO THIS Medians are not your price. Ask me for a written comparable-sales review of your street before you decide anything.

02 What selling really costs

COST	WHAT IT IS	YOUR MOVE
Agent commission	Negotiable; agreed in writing before you list	**Ask every agent what's included**
Closing costs	Title, escrow, and transfer-related fees	**Ask the title company for an estimate early**
Repairs and prep	Fixes, cleaning, light staging	**Sort by return, see Section 4**
Moving and overlap	Movers, storage, a second housing payment	**Plan the sale and the next home together**
Payoff and taxes	Your mortgage balance; possible tax effects	**Ask your lender and a tax professional**

DO THIS Work backward from what you need to walk away with. I'll give you a net-proceeds estimate on paper, with your numbers.

03 The timeline, start to keys

STAGE	WHAT HAPPENS	YOUR MOVE
1. Decide and plan	Set your goal, timing, and next home	**Talk to a lender if you're buying again**
2. Get ready	Repairs, decluttering, photos	**Finish before you list, not after**
3. List and show	Home goes on the market; buyers tour	**Keep it show-ready and be flexible**
4. Offers	You compare price and terms	**Read every offer in full**
5. Under contract	Buyer inspection, appraisal, loan approval	**Track every deadline**
6. Close	Sign, funds transfer, keys change hands	**Final walkthrough, then move out on time**

Rule of thumb: an issue a buyer will find anyway is cheaper to fix, quote, or disclose now than to negotiate later.

04 Get it closing-ready: fix, skip, or disclose

I ran punch lists for other agents' listings, so I know what a buyer's inspector tends to flag. Sort every issue three ways:

Fix before listing

Leaks, loose or missing handrails, electrical hazards, broken door hardware, caulk and paint touch-ups. Cheap to fix, expensive to argue about.

Get a quote first

Roof condition, furnace age, water heater age, drainage. Know the number before a buyer names one.

Disclose, don't hide

Known defects, past leaks, work done without permits.

DO THIS Walk your home with a notepad and photograph every issue. Send me the list and I'll mark what's worth fixing.

I'm not a licensed inspector. A pre-listing inspection is your call, and I'll tell you when I'd get one.

05 Prep and showings that sell

Declutter: clear counters, closets, and entryways. Buyers need to see space, not your things.

Clean: deep clean the kitchen, baths, and windows. It costs little and shows care.

Light and neutral: open blinds, swap dead bulbs, touch up scuffed paint.

Curb appeal: trimmed yard, clear walkway, working porch light.

Showings: leave for showings and keep pets out of the way. Buyers speak freely when you're not there.

Photos: shoot on a bright day with the house tidy. Most buyers see your listing online before they ever see the front door.

Repairs buyers notice first: dripping faucets, sticking doors, and burnt-out bulbs read as neglect, even when they're not.

DO THIS Skip big remodels. Fix, clean, and declutter first.

06 Pricing and offers

Price to the market	Overpricing costs you time, and stale listings invite lowball offers.
Read beyond price	Compare financing type, inspection and closing timelines, and what the buyer asks you to repair.
Earnest money and contingencies	They show how committed a buyer is. Ask me what each one means for you.
Counter with a reason	Every counteroffer should tie to a fact, not a feeling.

DO THIS Before we list, decide your walk-away number and your must-have dates. Offers get easier to judge.

07 Downsizing: the decisions nobody warns you about

Sale and next home together	Decide whether to buy first, sell first, or rent in between. Your lender can help you model each.
Sort belongings early	Start with one room a week. It's the part that takes longest.
Pick your must-haves	Stairs, yard work, and distance to family matter more than square footage.
Bring in your professionals	Ask your tax advisor and, if needed, an attorney about tax effects and any family or estate questions. I'll coordinate; I won't advise on those.
Go at your pace	No one should rush a decision this size.

08 Mistakes sellers make here

i. **Trusting an online estimate:** it isn't a valuation.

ii. **Picking the highest listing price:** an agent who says yes to any number isn't working for you.

iii. **Ignoring small repairs:** a $20 fix becomes a $500 negotiation.

iv. **Hiding known problems:** they surface at inspection, when you have the least leverage.

v. **Going silent on repairs:** if the inspector finds it, buyers assume there's more. Answer requests quickly and in writing.

vi. **Skipping the paperwork review:** read the listing agreement and disclosures before you sign. Ask questions first.

vii. **Listing before planning the move:** know where you're going before you sell.



About John DeLue

Background: 27 years as a Colorado deputy sheriff, retired in 2014, then sales work. Licensed as a REALTOR® in 2025.

Hands-on experience: founded Bald Eagle Home Services in 2022 and ran punch lists for other agents getting listings closing-ready. Home inspection training on top of that.

Proof: Bald Eagle Home Services holds a 5.0-star rating across 24 Google reviews, built on the same honesty I bring to sellers.

Who I help: owners who want a straight answer on price, prep, and timing, and downsizing seniors making a big move.

"I already know what a house needs to sell, so you're never surprised. Honest and straightforward, always with your best interest in mind."

YOUR NEXT STEP

Call or text (720) 773-9955, or email johnnydsellshomes@gmail.com.

Tell me: your address and when you'd like to be settled in your next place.

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You can count on me.

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