



Selling in the Black Hills

A practical plan from your first step to closing.

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Start with a selling plan

Align your property, timeline and next move.

Your local advisor

Rich Hegre is a Rapid City native and real estate advisor with over 15 years of experience in residential and commercial transactions across the Black Hills. Start with a conversation about your property, your priorities and your next chapter.

Set your goals

Discuss your preferred listing date, target closing date, possession needs and next-home plans. Identify what matters most: timing, proceeds, convenience or another priority.

Clarify services and compensation

Review the listing agreement, representation, marketing services, communication plan and negotiated compensation. Ask how inquiries, showings, offers and contract deadlines will be handled.

Gather the basics

Collect ownership and loan information, repair records, warranties, utility details, HOA or covenant documents and any existing surveys. For land, include available access, utility and permitted-use information.

Price with market evidence

Build your strategy around the property and current conditions.

Review comparable properties

Discuss recent comparable sales, competing listings, property condition and features with Rich. Asking prices and automated estimates provide context but do not establish what a buyer will pay.

Consider your timeline

The right strategy depends on your goals and the available market evidence. Evaluate how pricing may affect interest, negotiations and time on the market without relying on a promised outcome.

Plan a review point

Agree on how Rich will share showing feedback and market changes. Reassess pricing, presentation and marketing when evidence supports a change.

Estimate proceeds

Request an itemized estimate of loan payoffs, negotiated compensation, closing charges, concessions and other costs. The worksheet at the end is for planning; actual settlement figures come from the closing provider.

Prepare your property

Focus on presentation, maintenance and clear information.

Prioritize improvements

Walk through the property with Rich. Discuss which repairs or presentation changes may help buyers understand its value. Avoid assuming that every improvement will return its cost.

Make rooms easy to understand

Declutter, clean, improve lighting and arrange furniture to show usable space. Address visible maintenance issues and make entrances, outdoor areas and outbuildings accessible for agreed showings.

For acreage and land

Organize available maps and documents, identify access routes and clarify what improvements are included. Verify boundaries and permitted uses with qualified professionals rather than making unsupported claims.

Presentation and launch

Review photographs and listing details for accuracy. Agree on showing notice, access, pets and security. Schedule regular feedback reviews with Rich.

- [] Gather records and prioritize repairs.
- [] Clean and declutter.
- [] Prepare photography and showing access.
- [] Verify listing facts and included items.

Disclose and document

Clear records help buyers evaluate the property.

Review disclosure requirements

Most owners selling residential homes in South Dakota must provide a Seller's Property Condition Disclosure Statement, subject to exceptions. Ask Rich which forms apply to your transaction and complete them based on your knowledge.

Organize supporting records

Keep repair and maintenance invoices, permits, warranties and available inspection or survey documents. Do not guess about the condition or legal status of a property feature; identify unanswered questions.

Clarify included items

Discuss appliances, fixtures, leased equipment, outbuildings and personal property so the listing and eventual contract reflect your intentions.

Useful resources

South Dakota Real Estate Commission consumer information:
dlr.sd.gov/realestate/consumer_information.aspx

Transaction forms:
dlr.sd.gov/realestate/real_estate_transaction_forms.aspx

Compare offers as a whole

Price is one part of your decision.

Compare net and terms

Review offer price, requested concessions, earnest money, financing, contingencies, included items and proposed dates. Consider estimated net proceeds alongside timing and contract risk.

Understand conditions

Ask how inspection, appraisal, financing and other contingencies could affect the transaction. Review all deadlines and any requested obligations before accepting.

Negotiate deliberately

You may accept, reject or counter according to the situation and applicable agreements. Work with Rich to document changes clearly and evaluate them against your priorities.

Offer comparison checklist

- ☐ Price and estimated net proceeds.
- ☐ Financing and supporting information.
- ☐ Contingencies and deadlines.
- ☐ Repairs, credits and inclusions.
- ☐ Closing and possession dates.

Manage the contract period

Keep the details moving toward settlement.

Coordinate inspections and appraisal

Provide agreed access and respond to inspection requests within the contract timeline. Discuss any repairs, credits or other proposed changes with Rich before committing.

Track required documents

Work with the closing provider on title matters, loan payoffs and other settlement requirements. Supply requested information securely and confirm who will resolve each open item.

Document agreed work

Keep receipts and any required permits for agreed repairs. Confirm completion and access for the buyer's walkthrough as specified by the contract.

Plan your move

Coordinate packing, service changes, utility arrangements and the condition in which the property must be delivered. Verify whether possession occurs at closing or at another agreed time.

Close and hand over the property

Review the settlement and confirm the handoff.

Review settlement figures

Check the sale price, payoffs, negotiated compensation, concessions, prorations and other charges with the closing provider. Request clarification of differences from earlier estimates.

Confirm signatures and funds

Ask which identification and documents are required and how proceeds will be delivered. Verify payment instructions independently using a trusted contact method.

Complete the handoff

Follow the agreed possession terms and property condition requirements. Collect keys, remotes and agreed manuals; remove personal items unless the contract says otherwise.

Keep your records

Retain closing documents and records relevant to your sale. Ask your tax professional about your individual reporting needs.

This guide is general planning information. Your signed agreements and professional advice determine your transaction requirements.

Your planning worksheet

Use this page to prepare for a conversation with Rich. Estimates are for planning only.

Property address

Target listing / closing dates

Estimated sale price

Loan payoff(s)

Negotiated brokerage compensation

Estimated closing charges / prorations

Repairs / seller credits / other costs

Estimated net: sale price minus all costs

Possession / next-home plan

Questions to discuss with Rich

Let's plan your next move.

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