



SELLER GUIDE

Selling in the *Black Hills.*

A practical plan from preparation to handoff.

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A NOTE FROM LORI

Your next chapter, *with a clear plan.*

Selling a home involves more than choosing a price. A useful plan connects your goals, the property's condition, the market and the details of your move. Start with what you can control and make each decision with clear information.

YOUR PATH

01 GOALS & PRICING

Define your goals and a pricing strategy.

02 PREPARATION & RECORDS

Prepare the home and gather records.

03 MARKETING & OFFERS

Launch marketing, manage showings and compare offers.

04 CONTRACT TO HANDOFF

Navigate deadlines, complete closing and hand over the property.

Work through the checklists, then use the final worksheet to discuss your estimated proceeds and next move.

Lori Barnett

ENGEL & VÖLKERS BLACK HILLS

Set a strategy around your priorities

Begin with your reasons for selling, preferred timing and plans after the sale. Your pricing strategy should reflect the property and current competition as well as the tradeoffs you are willing to make.

01 DEFINE A SUCCESSFUL OUTCOME

Discuss your target move date, flexibility, preparation budget and any need to coordinate another purchase. Identify a practical backup plan if the sale takes longer or closes sooner than expected. Separate the proceeds you hope to receive from a market-supported estimate of the home's value.

02 USE RELEVANT EVIDENCE

Review recent comparable sales, competing listings and the differences in condition, location, size and features. An online estimate is a starting point for discussion, not a guaranteed sale price. The list price is a marketing decision; the eventual result depends on buyer demand, negotiated terms and the transaction reaching closing.

03 PLAN HOW YOU WILL RESPOND

Agree on how often you will review showing activity, feedback, new competition and offers. Discuss which findings would justify a change in price, presentation or access. Choose a review process in advance so later decisions are based on evidence rather than a single comment.

START YOUR CONVERSATION

- ☐ My timing and flexibility
- ☐ My preparation budget and move plan
- ☐ My likely selling costs and mortgage payoff

FOCUS ON PROCEEDS AS WELL AS PRICE

Compare the amount you may retain after expenses and obligations. An attractive headline price can come with meaningful costs or conditions.

Make the home easy to understand

A thoughtful preparation plan helps buyers see the property's features and gives you time to gather important information. Prioritize useful work within your budget; every project does not need to happen before listing.

START WITH THE ESSENTIALS

Address immediate safety or maintenance concerns with qualified help. Clean thoroughly, reduce clutter, improve lighting and make rooms easy to navigate. Prepare the entrance and outdoor areas. Discuss cosmetic projects with your agent before spending heavily, since cost recovery is not guaranteed.

GATHER RECORDS EARLY

Collect available repair invoices, warranties, permits, equipment details and relevant inspection reports. Locate HOA information, dues and assessments where applicable. Note any leased equipment and identify fixtures or personal property you intend to exclude. Tell your agent about title, ownership or timing issues that could require extra coordination.

COMPLETE DISCLOSURES CAREFULLY

Required disclosures and their timing vary by jurisdiction and property. Work with your agent or attorney to identify the correct forms and answer accurately based on what you know. Ask how to update information if something changes. Federal lead-based paint disclosure requirements generally apply to most housing built before 1978, with exceptions.

BEFORE YOU MOVE FORWARD

- ☐ Finish priority cleaning and preparation.
- ☐ Remove visible personal documents and valuables.
- ☐ Confirm excluded items and property details.

CONSIDER A PRELISTING INSPECTION

Discuss whether an inspection would help your planning, what it would cost and how its findings could affect repairs and disclosures.

Evaluate the complete opportunity

Agree on a marketing and showing plan that presents the property accurately and fits your circumstances. Once offers arrive, compare their financial and practical terms together rather than looking only at price.

01

MAKE THE LAUNCH DELIBERATE

Review photos, property facts, descriptions and the planned marketing channels with your agent. Confirm showing hours, notice requirements, pet arrangements and access instructions. Keep valuables, medications and sensitive documents secure. Ask how feedback will be collected and when you will receive updates.

02

COMPARE OFFERS CONSISTENTLY

Look at price, financing or proof of funds, deposit, contingencies, requested credits, included items, closing date and possession. Discuss the likelihood and consequences of inspection or appraisal issues. Financing evidence is useful, but it does not guarantee a buyer will close. Consider the estimated net proceeds alongside the timing and remaining uncertainty.

UNDERSTAND COMPENSATION CHOICES

Real estate compensation is negotiable and is not set by law. You may choose whether to offer buyer-agent compensation; it is not mandatory. Discuss the terms and required written authorization with your agent. Buyer closing-cost concessions are a separate consideration and may be subject to loan-program limits.

TRACK THESE TERMS

- ☐ Estimated proceeds after requested costs
- ☐ Conditions, deadlines and financing details
- ☐ Closing and possession dates that fit my move

DECIDE WITH CONTEXT

Ask your agent to explain counteroffer options and deadlines before you respond. A signed agreement creates obligations that deserve careful review.

Keep the final steps organized

After accepting an offer, continue maintaining the property and meeting your contract obligations. Keep a shared calendar for key dates and identify who is coordinating each part of the closing process.

01

MANAGE THE REMAINING CONDITIONS

Arrange agreed access for inspections, appraisal and other visits. Review any buyer requests with your agent before responding. Document agreed repairs or credits through the appropriate process and retain supporting receipts. An issue does not always end a sale, but your options depend on the contract, deadlines and facts.

02

PREPARE DOCUMENTS AND PROCEEDS

Work with the closing professional on payoff information, title questions and required paperwork. Review the proposed settlement figures, including credits, fees, prorations and any holdbacks. Ask about differences from earlier estimates. Confirm your identity and payment procedures directly with a trusted closing contact; verify unexpected requests independently.

03

MAKE THE HANDOFF CLEAR

Confirm when the buyer is entitled to possession and whether funding or recording must occur first. Complete your move and property preparation as required by the agreement. Coordinate utility changes, keys, remotes, access codes, manuals and warranties. Discuss any post-closing occupancy in a written agreement before relying on it.

FINAL CHECKLIST

- ☐ Confirm agreed work and move-out condition.
- ☐ Remove personal belongings as required.
- ☐ Save signed documents and closing records.

PROTECT THE TRANSFER OF FUNDS

Use previously verified contact details to confirm payment instructions or changes. A familiar name on an email is not enough to establish authenticity.

Estimate your proceeds, then refine

Use this worksheet for planning. Obtain current payoff and closing estimates from the appropriate professionals. Avoid counting the same expense twice; some items may already be included in another fee or credit.

Expected sale price

Less mortgage payoff and other liens

Less agreed brokerage compensation

Less buyer credits and agreed concessions

Less seller-paid closing fees and prorations

Less repairs or other sale expenses not above

Estimated proceeds before personal taxes

Keep a separate allowance for moving and your next home. Ask a tax professional about any taxes related to the sale. Final proceeds depend on actual terms, charges and adjustments.

CREATE YOUR PROPERTY-SPECIFIC PLAN

Bring this worksheet and your preferred move date to a conversation with your real estate professional. Review comparable sales, preparation priorities and the information needed to refine your estimate.

Good questions. *Reliable resources.*

Use these links as a starting point, then confirm how the details apply to your property, financing and agreement.

01 **NAR: Pricing your home**

Factors to discuss when developing a property pricing strategy.

02 **NAR: Seller disclosures**

An overview of disclosures and the questions to raise with your advisor.

03 **NAR: Offers of compensation**

A consumer guide to compensation options and related discussions.

04 **EPA: Lead-based paint disclosure**

Federal information for sales of certain housing built before 1978.

05 **CFPB: Closing scams**

How to recognize and avoid fraud around closing payments.

This guide offers general U.S. education, not individualized legal, tax or financial advice. It is not a property valuation. Requirements vary by location, property and contract.

For a Black Hills property, discuss local requirements with your real estate professional and take financing, title, inspection and tax questions to the appropriate specialists.



Your next chapter starts with a *conversation.*

Bring your goals, your questions and your preferred timing. Together, we can outline a plan for preparing and selling your Black Hills property.

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