

The Home Seller Roadmap

From "thinking about it" to closing day in Central Texas

10 clear steps • 4 worksheets • No jargon

Austin • Round Rock • Georgetown • Cedar Park • Leander • Bryan-College Station

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Selling your home is a series of small, clear steps.

This Roadmap follows the same 10 steps as my online Seller's Guide, so you always know what's next. Work through it at your own pace, and call or text me at (512) 629-9050 whenever a question comes up.

1

Decide why and when

Write down why you're selling, where you're moving and when you need to be there. Decide whether you'll buy your next home first, sell first or do both at once.

2

Know your home's value

Online estimates are only a starting point, especially in Texas, where sale prices aren't public record. A comparative market analysis (CMA) uses recent nearby sales, adjusted for your home's size, updates and condition.

Read more: southernluxegroup.com/evaluation

3

Know your costs

Use Worksheet 1 to estimate what you'll walk away with: your payoff, closing costs, the owner's title policy, prorated taxes, repairs and the commission in your listing agreement.

4

Choose your listing agent

Ask how they'll price, market and show your home, and how they'll keep you updated. The listing agreement spells out the services, the term and the commission, which is negotiable. Worksheet 3 has questions to ask.

5

Prep and repairs

Fix what an inspector will flag, declutter and deep-clean. Paint, lighting and curb appeal usually pay off; big remodels usually don't. Worksheet 2 is your prep checklist.

6

Complete your disclosures

Most Texas sellers fill out a Seller's Disclosure Notice about what they know of the home's condition. Homes built before 1978 also need a lead-based paint disclosure.

7

Photos and marketing

Professional photos are your home's first showing. Your home then goes on the MLS and out to the major home-search sites.

8

Showings

Keep your home show-ready, leave during showings and put away valuables and medications. Turn off audio on cameras and smart speakers. Worksheet 4 is your before-every-showing checklist.

9

Review offers and negotiate

Compare price, financing, option period, earnest money, closing date and any requests, not just the price. After the buyer's inspection, you can agree to repairs, offer a credit or decline.

10

Close and move out

Confirm your closing time, review your settlement statement, leave the home clean and empty by the agreed time, and bring all keys, openers and warranties to closing.

Texas terms you'll hear

Option period

A set number of days after the contract is signed when the buyer can inspect the home and end the contract for any reason, paid for with a separate option fee.

Seller's Disclosure

The form where you share what you know about the home's condition, like past leaks, repairs or flooding.

Owner's title policy

Title insurance for the buyer, customarily paid by the seller in Texas, though it's negotiable.

T-47 affidavit

A form that lets you reuse an existing survey when nothing on the property has changed.

Proration

Splitting the year's property taxes so you pay for the part of the year you owned the home.

WORKSHEET 1

My estimated net proceeds

Fill in estimates to see your bottom line. I'll give you an exact net sheet before you list and update it when offers come in.

ITEM	MY ESTIMATE (\$)
Expected sale price	
Minus mortgage payoff (all loans and liens)	
Minus commission (per your listing agreement)	
Minus owner's title policy and title/escrow fees	
Minus prorated property taxes	
Minus HOA resale and transfer fees	
Minus repairs, prep, credits or seller concessions	
Estimated net to me	

WORKSHEET 2

Pre-listing prep checklist

- ☐ Fixed leaks, broken fixtures and anything an inspector will flag
- ☐ Serviced the HVAC and replaced the filters
- ☐ Decluttered counters, closets and the garage
- ☐ Deep-cleaned, including windows, grout and carpets
- ☐ Touched up or repainted scuffed or bold walls
- ☐ Replaced burned-out bulbs so every room matches
- ☐ Mowed, edged, mulched and cleaned the front entry
- ☐ Gathered my survey, HOA info, warranties and repair receipts

WORKSHEET 3

Questions to ask a listing agent

Ask each agent the same questions so you can compare fairly. Jot their answers below each one.

How did you arrive at your suggested price, and which sales did you use?

How will you market my home: photos, video, online sites, social media?

How will showings be scheduled, and how will I get feedback?

What does your listing agreement cover, and what's the term?

How will you handle multiple offers and negotiations?

How often will we talk, and who is my main contact?

WORKSHEET 4

Before every showing

☐ Blinds open and every light on

☐ Beds made, counters clear, trash emptied

☐ Thermostat set to a comfortable temperature

☐ Valuables, medications, mail and papers put away

☐ Audio off on cameras, doorbells and smart speakers

☐ Pets out of the home, or crated with a note

☐ Out the door so buyers can talk freely

MEET TRINA

A patient guide for your sale.

Trina Heinmiller and the Southern Luxe Group team help homeowners across Central Texas sell with a clear plan, honest pricing and steady communication from the first walk-through to closing day.

"I've been an agent for going on seven years. My clients tell me I'm patient and there every step of the way."

Ready for step one?

Book a free, no-pressure call. We'll talk about your timeline, walk through your home's value and map out your next steps together.

(512) 629-9050

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This guide is general information, not legal or tax advice. Costs vary by property, contract and title company. Southern Luxe Group | eXp Realty, 9600 Great Hills Trail, Ste 150W, Austin, TX 78759.