Selling Your Home

A Comprehensive Seller's Guide for Durango-Area Homes

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Prepared by

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Brokerage

Blackmore Group

With you from the first text to closing day.







Meet Your Local Expert

Meet Ashley Blackmore, your dedicated local expert in the Durango real estate market. She's with you every step of the way, ensuring a smooth selling experience.

Home Value Insights

Factors Influencing Home Pricing

Understanding your home’s value is essential in the **selling process**. Several factors influence this assessment, including recent comparable sales in your neighborhood, the condition of your home, its location, and current market timing. By analyzing these elements, we can gauge a suitable price range that attracts potential buyers while ensuring you receive a fair value for your property. Knowing your home's value empowers you to make informed decisions and set realistic expectations throughout the selling journey.

Ashley Blackmore offers a **complimentary home value report** tailored specifically for your property. This personalized service provides insights into your home's worth based on the latest market trends and data. With a deep understanding of the local real estate landscape, Ashley ensures the report highlights key aspects that affect your home’s value, guiding you toward a successful sale. Don’t hesitate to reach out for this invaluable resource as you prepare to list your home.

Key Steps for a Successful Listing

Preparation Helps Your Home Stand Out

Essential Preparation Steps for Sellers

Preparation Matters

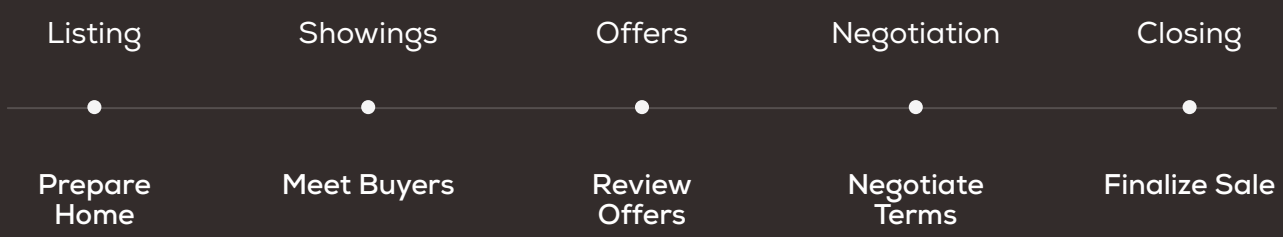


Thorough decluttering opens up space



Professional staging enhances buyer appeal

The Selling Timeline



The selling timeline outlines the essential phases for a successful home sale. It begins with the **listing phase**, where your property is prepared and marketed to attract potential buyers. Next, **property showings** take place, allowing interested parties to see your home. Once offers are received, you'll **review offers** carefully. This is followed by the **negotiation process**, where terms are discussed to meet both parties' needs. Finally, the **closing phase** solidifies the sale, ensuring everything is finalized and documented for a smooth transition. Each step is crucial for achieving your selling goals.

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