

PREPARE YOUR NEXT MOVE

St Louis Seller Preparation Guide

A practical plan for pricing, preparing, and selling your home with Legacy Heir Realty.

Selling starts with decisions about your home and your next move. Before you spend on improvements or choose a listing date, clarify your timeframe, priorities, and the amount you hope to keep after the sale.

Your route from planning to closing

- 01 Plan** Set your timeframe and organize property information.
- 02 Prepare** Choose practical work before spending on upgrades.
- 03 Price** Use current comparable sales and estimate proceeds.
- 04 Launch** Prepare the listing and a workable showing plan.
- 05 Negotiate** Compare offers, manage deadlines, and close.

A plan for your property

At Legacy Heir Realty, we help St. Louis-area sellers understand their options and the next steps. Use this guide to prepare for a conversation about your home, whether you are ready to list or still exploring.

Complete the seller worksheet on page 6. You can bring estimates and unanswered questions; you do not need every detail before contacting us.

Building Legacies. One Home at a Time.

Wise Investments. Strong Foundation. Faithful Service.

01 PLAN

Start with your selling goals

Connect the sale to your next move

Write down your preferred listing, closing, and moving dates. Note any lease, work, or purchase deadlines. If you also need to buy, discuss how the two transactions could fit together before committing to dates.

Gather information early

Ownership and authority Identify everyone whose approval or signature may be needed. Tell your agent about a trust, estate, divorce, power of attorney, or other ownership issue. Ask the title company or an attorney what documents are needed; do not assume one owner can sign for everyone.

Property records Collect available surveys, permits, warranties, service records, repair invoices, and association documents. Make a list of known issues and past repairs to discuss when completing disclosures.

Financial information Identify mortgages, home-equity loans, liens, association balances, or other obligations that may affect proceeds. Obtain current payoff information through the closing process; a statement balance may differ from the payoff.

Questions for a St Louis seller

Which city or county has jurisdiction over the address? Does it require an occupancy inspection, permit, or other approval? Who is responsible for the work, fees, and timing? Confirm directly with the applicable authority and address responsibilities in the contract.

If tenants occupy the home, discuss leases, deposits, access, and possession before marketing. Get appropriate legal guidance for tenancy questions rather than promising a move-out date that has not been established.

Your next step

Bring your preferred timeline, property questions, and any unusual ownership or occupancy circumstances to your consultation.

02 PREPARE

Prepare with a clear purpose

Before starting a renovation, discuss how the home compares with competing properties. The right preparation depends on condition, likely buyers, your budget, and the time available. No improvement guarantees a particular sale price.

Start with manageable work

Clean, reduce clutter, organize rooms, and make the entrance easy to access. Consider lighting and landscaping so the home photographs clearly. Decide what furniture or personal items to store before photography. [1]

Get information before approving repairs

For a major concern such as a roof or heating system, obtain a qualified estimate. Knowing the likely scope and cost helps you compare doing the work with marketing the property in its present condition. A prelisting inspection may help identify issues, but discuss its benefits and disclosure implications first. [1]

Be clear about condition

Discuss known defects, repair history, and required disclosures with your agent. Use the applicable forms accurately and seek legal advice when an answer or obligation is unclear. Selling in present condition does not mean you should conceal information or assume all disclosure obligations disappear.

For most homes built before 1978, federal lead disclosure requirements apply. These can include known lead information and available reports, the required pamphlet and contract language, and a buyer inspection opportunity. Review the applicable requirements and exceptions before signing. [2]

Make a preparation list

Do now Choose a few achievable tasks that improve access, cleanliness, or presentation.

Get estimates Price significant repairs before deciding what to undertake.

Discuss first Review costly upgrades, uncertain defects, or work involving permits before committing.

03 PRICE

Price the home and plan proceeds

Use evidence for the asking price

Review recently sold comparable homes, current competition, and pending sales where information is available. Consider differences in location, condition, size, features, and timing. Your goals and the current market help shape the recommendation. [3]

An online estimate or tax assessment is a starting reference, not a substitute for a property-specific analysis. Ask what supports the proposed price range and what feedback would lead you to revisit it. You make the final asking-price decision. [3]

Ask for an estimated net sheet

The sale price is not the amount you take home. Request an estimate that accounts for mortgage and other payoffs, agreed brokerage compensation, closing charges, prorations, any seller credits, and repair commitments. Ask which figures remain estimates.

For planning only: estimated proceeds equal the sale price minus payoffs and selling costs. Do not subtract a credit or charge twice. The closing statement and final payoff figures determine the actual amount.

Discuss compensation and credits clearly

Review the listing agreement, services, duration, cancellation terms, and compensation before signing. Brokerage compensation is negotiable. Discuss any proposed buyer-agent compensation separately from buyer closing-cost concessions and authorize agreed terms in writing. [4]

Seller concessions can help with certain buyer costs, but their usefulness and limits depend on the transaction and financing. Compare the effect on your proceeds and the buyer's ability to complete the purchase. [4]

Your next step

Ask for a price range and a net estimate based on your property. Review your questions before relying on a particular proceeds amount for your next purchase.

04 AND 05 MARKET AND NEGOTIATE

Launch and evaluate offers

Agree on the launch plan

Confirm the listing information, photographs, included items, showing instructions, and any access restrictions before publication. Decide how pets, valuables, medications, and personal documents will be secured. Agree on how feedback and progress updates will be shared.

Compare the whole offer

Look at price alongside financing or proof of funds, earnest money, contingencies, requested credits, closing date, and possession. The highest price may come with terms that do not fit your priorities. [5]

Ask for a side-by-side comparison of expected proceeds, unresolved conditions, and key dates. Discuss counteroffers carefully; do not assume you can accept another offer or cancel after signing without consequences. [5]

Manage the contract through closing

Keep a calendar of inspection, financing, appraisal, title, closing, and possession dates that apply to your signed agreement. Review repair requests promptly. Put agreed changes in writing, and keep records of completed work and payments.

Ask the closing team about title requirements, payoff authorizations, and any outstanding documents. Verify the settlement figures, including credits and prorations. Direct tax questions about your sale to a qualified tax professional.

Prepare the handoff

Confirm walkthrough access, agreed property condition, the possession date, and what remains with the home. Plan for keys, remotes, utility transitions, and move-out. Ask when closing requirements and funding must be complete before possession changes.

Protect your proceeds

Confirm payment and disbursement instructions directly with the closing company using a trusted phone number. Treat unexpected requests to change banking details as a reason to call and verify. [6]

BRING THIS TO YOUR CONSULTATION

Your seller planning worksheet

Use estimates and brief notes. Keep account numbers and sensitive personal or financial documents off this worksheet.

Property address and current occupancy

My preferred listing date and moving timeframe

My next move and any related purchase or lease deadlines

My preparation budget and known repairs to discuss

Ownership, association, or title questions

My proceeds goal and payoff questions

My biggest concern about selling

Build a plan for your home

We can discuss your timeframe, preparation priorities, a property-specific pricing approach, and what the selling process could involve.

[Book a seller consultation](#)

[Visit legacyheir.homes/seller-consultation](https://legacyheir.homes/seller-consultation)

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KEEP THIS GUIDE HANDY

Resources and next steps

[1 NAR Preparing to sell your home](#)

[2 EPA Lead disclosure questions and requirements](#)

[3 NAR What goes into pricing your home](#)

[4 NAR Offers of compensation](#)

[5 NAR Navigating multiple offers](#)

[6 CFPB Mortgage closing scams](#)

Resources reviewed October 23, 2026. These links provide general education. Confirm the requirements, forms, and deadlines that apply to your property and transaction.

Legacy Heir Realty

Guided by Purpose. Focused on You.

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A useful first conversation

You can start with your goals and a few questions. Contact Legacy Heir Realty to discuss a selling plan that fits your property and your next move.

Educational guidance, not legal or tax advice, an appraisal, or a guarantee of price, proceeds, or timing. Your signed agreements and transaction-specific requirements control. Consult appropriate licensed professionals for your circumstances. Equal Housing Opportunity.