

Southwest Missouri Home Seller Checklist

A practical guide to preparing your home, making smart repair decisions, understanding selling costs, and keeping more of what's yours.

For homeowners in Springfield, Nixa, Ozark, and communities throughout Southwest Missouri.

1 | Get the property ready

- ☐ Start outside. Mow, trim, clear walkways, and make the front entrance inviting.
- ☐ Declutter room by room. Clear countertops and reduce excess furniture so rooms photograph well.
- ☐ Clean thoroughly. Focus on windows, floors, kitchens, bathrooms, vents, and light fixtures.
- ☐ Gather documents. Find warranties, utility information, permits, HOA details, and records of recent improvements.
- ☐ Plan photography. Replace burned-out bulbs, open window coverings, and put away personal items.

2 | Five things to consider before spending on repairs

- ☐ Is it a safety issue? Address hazards and seek qualified help for electrical, structural, or other serious concerns.
- ☐ Will buyers notice it immediately? Minor, visible defects can influence how well maintained the property feels.
- ☐ What will it cost versus what might it return? Ask for estimates before committing to major work.
- ☐ Would a buyer rather choose their own finishes? Large cosmetic remodels do not always recover their cost.
- ☐ Could selling as-is make more sense? Compare a realistic as-is price and timeline with the cost, time, and uncertainty of repairs.

A pre-listing walk-through can help prioritize work. Do not conceal known defects; discuss Missouri disclosure obligations and your property's circumstances with your agent or qualified adviser.

3 | Understand the costs of selling

- ☐ Ask for a written estimate of seller closing costs, which may include title-related charges, recording fees, prorations, and agreed buyer concessions.
- ☐ Review your mortgage payoff, any liens, and expected property-tax prorations.

- ☐ Compare listing-service fees and any buyer-agent compensation you may choose to offer. All commissions are negotiable and should be clearly agreed to in writing.
- ☐ Budget for moving, cleanup, repairs, and any carrying costs while the property is on the market.

4 | Rural Southwest Missouri property check

- ☐ Boundaries and access: Locate surveys, legal descriptions, easements, shared-driveway agreements, and recorded access information.
- ☐ Water and wastewater: Gather well, septic, inspection, and maintenance records if available.
- ☐ Land use: Identify fencing, gates, pasture, timber, drainage, and any known restrictions.
- ☐ Improvements: List shops, barns, sheds, RV hookups, outbuildings, and utility connections accurately.
- ☐ Seasonal conditions: Consider road access, drainage, creek crossings, and maintenance responsibilities.

Only advertise features you can substantiate. A survey, inspection, title review, or specialist opinion may be appropriate depending on the property.

5 | Your estimated seller proceeds worksheet

Use this worksheet as a planning tool. Actual figures depend on your contract, payoff statement, title charges, taxes, and negotiated terms.

Estimated selling price	\$ _____
Mortgage and other lien payoffs	– \$ _____
Listing brokerage compensation (negotiated)	– \$ _____
Any agreed buyer-broker compensation	– \$ _____
Other estimated closing costs / prorations	– \$ _____
Repairs, concessions, and other expenses	– \$ _____
ESTIMATED NET PROCEEDS	= \$ _____

Ready for a clearer number?

A checklist helps you prepare. A property-specific estimate can help you decide when to sell, what to ask, and what you may keep after expenses.

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Keep More of What's Yours.

Educational guide only; not a guarantee of value, sale proceeds, or legal/tax advice. Commission rates and services are negotiable. Consult qualified professionals as needed.