- SELLING YOUR GILBERT HOME IN 2026: THE SHORT GUIDE

By Tricia Manara, Broker/Owner, Manara Properties LLC

Here's my honest take after 19 years: sellers usually start with the wrong question. They ask, "What should I list it for?" when they should ask, "Who is my buyer, and what makes them pick my house?" This guide answers both, fast, with real numbers.

IS NOW A GOOD TIME TO SELL?

As of late October 2026, the 30-year fixed rate is 7.32%, down from 7.40% the week before. Gilbert's median home value is about $553,000, up about 2% year over year. The Phoenix market balances at a Cromford Index of 98.9, homes take about 50 days to sell, and sellers collect about 97% of list price. Balanced means no rush to the exits and no reason to wait. I don't forecast; I read the data for your actual street.

WHAT IS MY HOME REALLY WORTH?

Not the assessor's number and not an online estimate. Value is what a qualified buyer will pay, proven by sold comps. I start every listing with an AI-assisted pricing analysis through my AI Listing Advantage(TM) system, then layer on 19 years of East Valley market feel. You get a defensible number, not a guess.

WHAT SHOULD I FIX BEFORE LISTING?

Less than you think, and nothing that doesn't pay for itself. Prioritize the deep clean, decluttering, fresh paint where it's dingy, and curb appeal. Then fix what an inspection would flag, because buyers negotiate from the inspection report. I'll walk your home and give you a short list, in order of return.

HOW DO BUYERS SEE MY HOME?

The first photo is your first showing, and the video is your second. That's why every home I list gets the full AI Listing Advantage(TM) package: descriptions written for the buyers most likely to buy it, a professional property website, walkthrough video, and social marketing, plus a weekly seller report so you always know what's happening. AI is the tool; I'm the expert who steers it.

WHAT DOES IT COST TO SELL?

Let's run the real numbers: commission, title, escrow, and any concessions, against your expected sale price. I'll show you your net proceeds before you commit to anything, line by line, like a former accountant would. No surprises at closing, no drama.

WHAT HAPPENS AFTER THE OFFER?

Inspection, appraisal, paperwork, close. I quarterback the whole thing and keep you updated at every step so you never have to wonder what's happening. That's my job.

READY TO SEE WHAT YOUR HOME IS WORTH?

Pull up a chair, coffee's on me: text or call me at 480-273-6884, or book a free pricing consult at maricopacounty.yourhomeclass.com/book.

Tricia, Broker/Owner, Manara Properties LLC, Eastside Phoenix AI Certified Agent

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