



Home Seller Guide

Selling your home, made clear. A simple look at what to expect, and how we'll guide you from first conversation to closing day.

Your path to sold

Every home and every seller is different, but the journey follows a familiar path. Here's the big picture. Your Glasshouse agent fills in the details for your home, your market and your timeline.

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- Start with a conversation**

Talk through your goals, your timeline and what comes next. We'll walk your home with you and lay out your options, no pressure.
 - Price with purpose**

Pricing is part data, part strategy. We'll show you what comparable homes are really selling for nearby and build a plan around it.
 - Prepare for a great first impression**

Small, smart updates often matter more than big renovations. We'll tell you where your time and money go furthest.
 - Market with intention**

Professional photography, MLS exposure and targeted promotion put your home in front of the right buyers from day one.
 - Showings and open houses**

We coordinate the schedule around your life and share buyer feedback as it comes in, so you always know where things stand.
 - Review offers and negotiate**

Price is only one part of an offer. We'll help you weigh terms, contingencies and timing, then negotiate on your behalf.
 - Inspection and appraisal**

Two milestones that can shape the final deal. We'll prepare you for both and guide you through any requests that follow.
 - Closing day**

Sign, hand over the keys and move on to what's next. We keep every party on track so nothing catches you off guard.

Getting ready

Buyers decide quickly, often from the first photo. A little preparation goes a long way, and you don't have to figure out what matters on your own.

Declutter and depersonalize

Help buyers picture their own life in the space, not yours.

Deep clean, top to bottom

A clean home reads as a well-cared-for home.

Handle the obvious repairs

Fix what an inspector is sure to notice before it becomes a negotiation.

Boost curb appeal

First impressions start at the street, in person and online.

Let the light in

Open blinds, refresh bulbs and brighten darker rooms.

Plan for showings

Have a simple plan for pets, kids and leaving on short notice.

Ask your agent for our room-by-room prep list and photo-day checklist. We'll walk through it together.

Know your numbers

Your sale price is only part of the picture. Typical seller costs include:

Agent compensation

Title and closing fees

Ohio conveyance fees

Prorated property taxes

Mortgage payoff

Repairs and concessions

Moving costs

Every sale is different. Ask us for a **personalized net sheet** so you know what to expect to walk away with before you ever list.

Let's talk about your home.

Real estate is human. Homes are personal. Selling one is never just a transaction. It's family, finances and what comes next. That's why Glasshouse leads with clarity, care and real connection, so you feel informed and supported every step of the way.

One conversation gets you:

A pricing analysis

What homes like yours are actually selling for in your neighborhood right now.

A marketing plan

How we'll present your home and reach the buyers most likely to want it.

A net sheet

A clear estimate of your costs and what you can expect to walk away with.

Want the complete guide?

Connect with a Glasshouse agent for the full version, including a pricing analysis for your home, a custom marketing plan and a personalized net sheet.

glasshouserealty.com

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The Difference is **Clear**

An independent, locally owned brokerage with offices across Greater Dayton, Greater Cincinnati, Greater Cleveland, Akron-Canton, and Springfield & Columbus.

This guide is for general information only and is not legal, tax or financial advice.