

FROM THE LEWIS GROUP

The Northern Nevada Home Seller Guide

A practical guide to selling in Reno, Sparks, and the surrounding communities, from getting ready to handing over the keys.

Talk about selling your home ↗

STEP 01

Get ready to sell.

Start with your timeline, the condition of the home, and what you want from the sale.

Work backward from your move

Decide when you need to be out and how much flexibility you have. If you're also buying, talk through how the two closings could fit together.

Choose what's worth fixing

Walk through the home with your agent before spending on upgrades. List issues a buyer may notice, then compare the time and cost of fixing each one.

Gather the property records

Pull together permits, warranties, repair receipts, and any homeowners association (HOA) documents. Make a list of known issues for the disclosure.

BRING TO YOUR FIRST CONVERSATION

Bring your ideal move date, a list of recent improvements, and any open questions. Mention if you need to sell before you buy.

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STEP 02

Price and launch.

Use recent sales to set your price and give buyers a clear look at the home.

Compare homes that actually sold

Review recent comparable sales and nearby active listings with your agent. Factor in location, condition, lot, and features as you set a list price.

Get ready for photos and tours

Clear counters, clean windows, and open blinds. Agree on showing hours, a plan for pets, and a secure place for valuables and paperwork.

Decide when you'll review pricing

Set a check-in after launch. Look at the number of tours, buyer feedback, and new comparable sales before deciding whether to adjust.

BEFORE YOU GO LIVE

Review services, compensation, and timing in the listing agreement. Check that the photos and listing details accurately represent the home.

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STEP 03

Compare offers.

Look at what each offer could leave you with and what has to happen before closing.

Weigh the terms alongside price

Compare financing, deposit, inspection and appraisal terms, seller credits, and closing date. Ask how each term affects your timing and risk.

Ask for an estimated net sheet

Start with the offer price and subtract estimated costs, credits, compensation, and any mortgage payoff. Ask escrow to verify the final amounts.

Agree on what stays and when

Confirm included appliances and fixtures, any agreed repairs, and the possession date. Keep a copy of the signed agreement and calendar its deadlines.

A QUESTION TO ASK YOUR AGENT

Which offer best fits my move date and estimated proceeds, and what could change those numbers before closing?

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STEP 04

Close the sale.

Stay ahead of the paperwork, inspections, and handoff.

Handle disclosures and inspections

Review Nevada’s seller disclosure form early and tell your agent about new or worsening issues. Track inspection deadlines and document any agreed repairs.

Confirm the final figures and handoff

Review the payoff and final statement with escrow. Schedule your move and confirm when the buyer gets the keys, remotes, and access codes.

VERIFY PAYMENT INSTRUCTIONS

Call escrow at a trusted number you obtained in advance before sharing or changing instructions for your sale proceeds.

FURTHER READING

Nevada disclosure forms
EPA lead paint disclosures
CFPB closing and wire fraud guidance

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