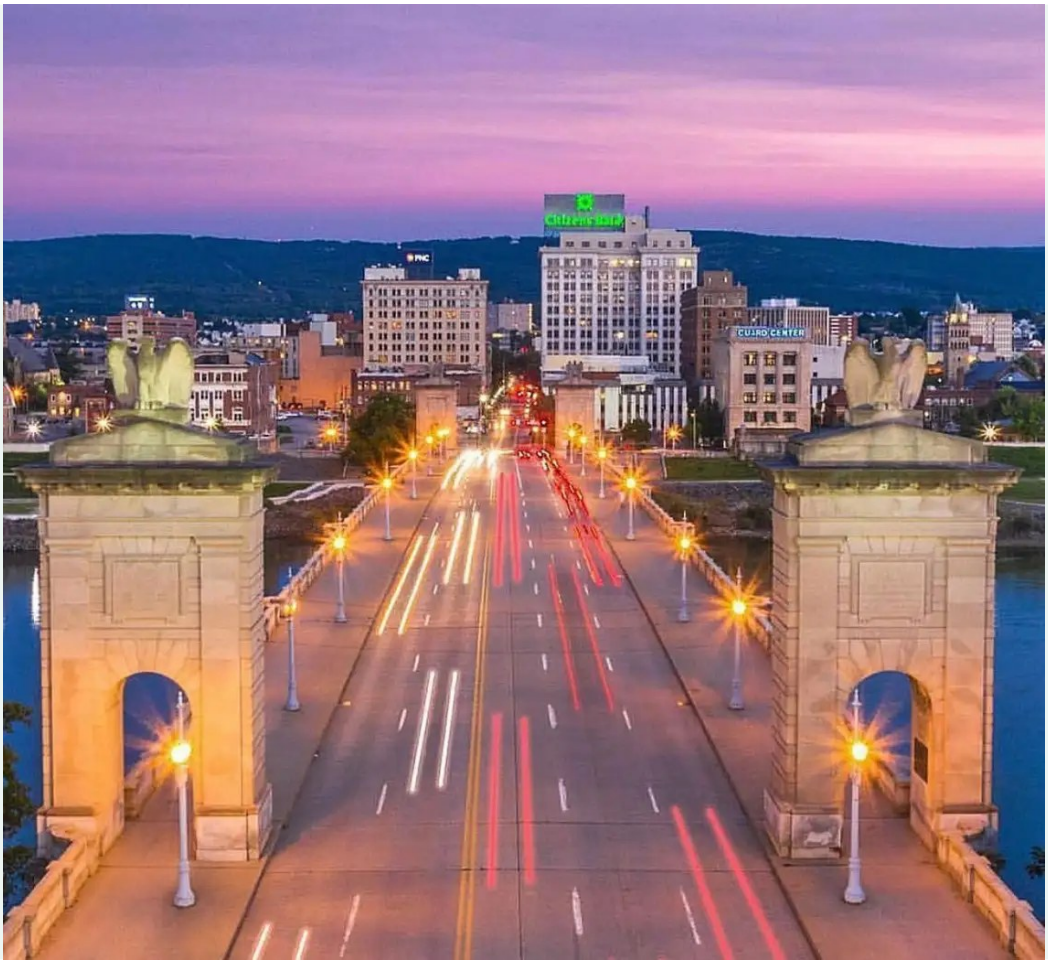
NEPA / SELLER GUIDE

A stronger plan. A clearer next move.

A visual home-selling guide for Northeastern Pennsylvania.



Market Street Bridge toward downtown Wilkes-Barre. Diamond City Partnership / Downtown Wilkes-Barre, 2021. Used with permission.

Photo source

A practical plan for your next move. Updated September 2026.

01 / PLAN AND PRICE

Start with what matters.

Build the sale around your property, priorities and next move.

- [ ] Timing
- [ ] Convenience
- [ ] Preparation budget
- [ ] Coordinating a purchase

PROPERTY ADDRESS

DESIRED SELLING TIMELINE

MAJOR IMPROVEMENTS AND QUESTIONS

Price with local insight.

Comparable sales

Location, type, size, layout, condition and sale timing.

Current competition

The other homes buyers can choose from today.

Your home

Features and improvements that an automated estimate may miss.

A pricing review differs from an independent appraisal. Neither guarantees a future sale price.

02 / BEFORE YOU SPEND

Prepare with purpose.

Prioritize what helps buyers understand the home and its condition. Evaluate larger projects before committing.

01

Start here

- ☐ Clean and declutter
- ☐ Improve lighting
- ☐ Make access easy

02

Review together

- ☐ Known defects
- ☐ Visible maintenance
- ☐ Repair estimates

03

Evaluate first

- ☐ Major renovations
- ☐ Cost and timing
- ☐ Permit requirements

Gather the records you already have.

- ☐ Repair invoices, warranties and equipment information
- ☐ Permits and relevant inspection records
- ☐ Available records for radon, well, septic or mine-subsidence coverage

A better first question

What will this work cost, how long will it take, and how might it help the sale? Presentation improvements do not always return their full cost.

03 / DISCLOSURES AND MARKETING

Launch with clear expectations.

Prepare accurate information and agree on the listing plan before going live.

Pennsylvania property disclosures

For transfers covered by Pennsylvania's Seller Disclosure Law, disclose known material defects in an appropriate signed and dated statement before the parties sign the agreement of transfer. Exceptions apply. Discuss the requirements with your agent, answer accurately and raise changes before settlement. Selling "as is" does not automatically remove disclosure duties.

Read Pennsylvania's Seller Disclosure Law

Homes built before 1978

Federal lead-based paint disclosure requirements apply to most pre-1978 housing. Review the applicable documents with your agent.

EPA: lead-based paint disclosures

Agree on the launch plan.

Photography

Show the home accurately.

Property details

Highlight verified features.

Showings

Set access expectations.

Feedback

Choose a communication rhythm.

Review listing services, duration, compensation and other obligations before signing. Raise title, estate, boundary or intended-use questions early.

04 / TERMS AND PROCEEDS

Compare the whole offer.

The headline price is one part of the decision. Consider the practical tradeoffs together.

Financing & deposit

Understand the proposed financing and deposit terms.

Contingencies

Review inspections, financing conditions and other contingencies.

Credits & concessions

Include requested credits when comparing the offers.

Timing & possession

Coordinate settlement and move-out with your plans.

Your estimated proceeds

+	Agreed sale price
-	Mortgage payoff and applicable liens
-	Selling expenses, taxes, credits and adjustments
=	**Estimated proceeds**

Ask for an itemized net sheet. Actual charges, transfer taxes and prorations depend on your transaction; this framework is not a quote or guaranteed amount.

05 / CLOSING AND YOUR NEXT MOVE

Coordinate the finish.

Keep responsibilities, agreed repairs and deadlines organized through settlement.

- [ ] Track inspection responses and repair agreements.
- [ ] Confirm included items, removals, utilities and possession.
- [ ] Coordinate any required municipal steps with the responsible parties.
- [ ] If you are buying too, build both calendars and a backup plan together.

MY MAIN QUESTION ABOUT PRICING, PREPARATION OR PROCEEDS

Let's make this specific to your home.

Share your property address, timing and main priority so your Dream Homes agent can prepare for the conversation.

Scan for a pricing review

REQUEST MY HOME PRICING REVIEW

Serving all Northeastern Pennsylvania.

Kingston, Wyoming, Dallas and Wilkes-Barre are starting points. We can help you explore your plans throughout NEPA.

Read the full seller guide online

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Updated September 2026. This planning guide does not replace transaction documents or property-specific professional advice.