

A GUIDE FROM TROY KNIGHT & ANDREA CORRALES

The Austin Seller Guide

What we tell friends before they list: the price, the prep, the paperwork, and what you actually walk away with.

Troy Knight & Andrea Corrales
GLOBAL REAL ESTATE ADVISORS

ENGEL&VÖLKERS®

Read this before you call anybody. Including us.

Most sellers we meet have sold a house before, just not lately. Last time, buyers were lined up, the buyer's agent fee sat in the MLS, and a sign in the yard did most of the work.

That isn't this market. Austin has more homes for sale than it's had in years, buyers take their time, and the paperwork changed twice since 2024. None of that is bad news. It means the sellers who do well are the ones who walk in knowing how it works.

So here's how it works, in the order it happens. Every chapter opens with why it matters to your sale and closes with a short list of what to do about it. In between are the real numbers, because we'd rather show you than tell you.

There's nothing in here to sign. Read it with whoever else gets a vote, mark it up, and bring us your questions.

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HOW TO READ THIS GUIDE

Why this matters to you
The short answer to "why should I care?"

By the numbers
Charts and real figures, with sources.

Your move
What to actually do, in plain steps.



WHO'S WRITING THIS

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We've been selling homes together since 2019, first in Seattle and now back home in Austin, where our family has lived for five generations. Between the two of us we've helped buyers and sellers through more than $100 million in sales, and everything in this guide comes from doing it, not reading about it.

$100M+
in sales across Austin and Seattle

Since 2019
selling homes together

5 generations
of our family in Austin

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BY THE NUMBERS · AUSTIN, FALL 2026

Buyers have choices. Price like it.

Before we get into your house, here's the market it's walking into. Inventory is high, homes take longer to sell, and buyers expect to negotiate. A house that's priced and prepped right still sells. One that isn't sits.

$550,000
Median sale price, City of Austin, Oct. 2026. Flat with last year.

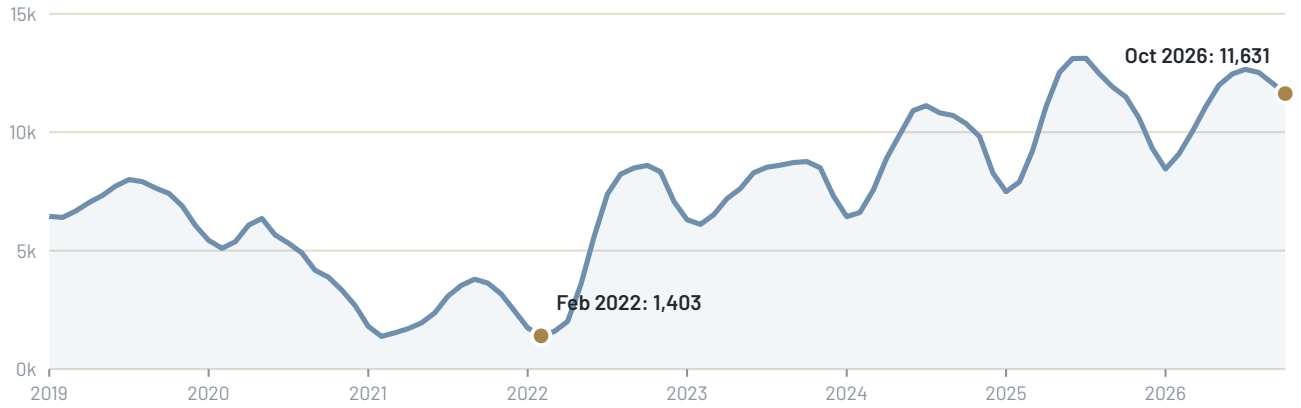
5.7 mo
Inventory in the City of Austin, Oct. 2026. About six months is usually called balanced.

92.2%
Average sale price as a share of list price, Austin metro, Oct. 2026.

73 days
Average time on market, Austin metro, Sept. 2026.

CHART 1

Homes for sale across the Austin metro



Active listings each month. In February 2022 buyers had about 1,400 homes to choose from. This October they had more than 11,000.

WHAT THIS MEANS FOR YOU AS A SELLER

You have competition

Eight times as many homes for sale as early 2022 means buyers compare. Yours has to win the comparison online first.

Expect to negotiate

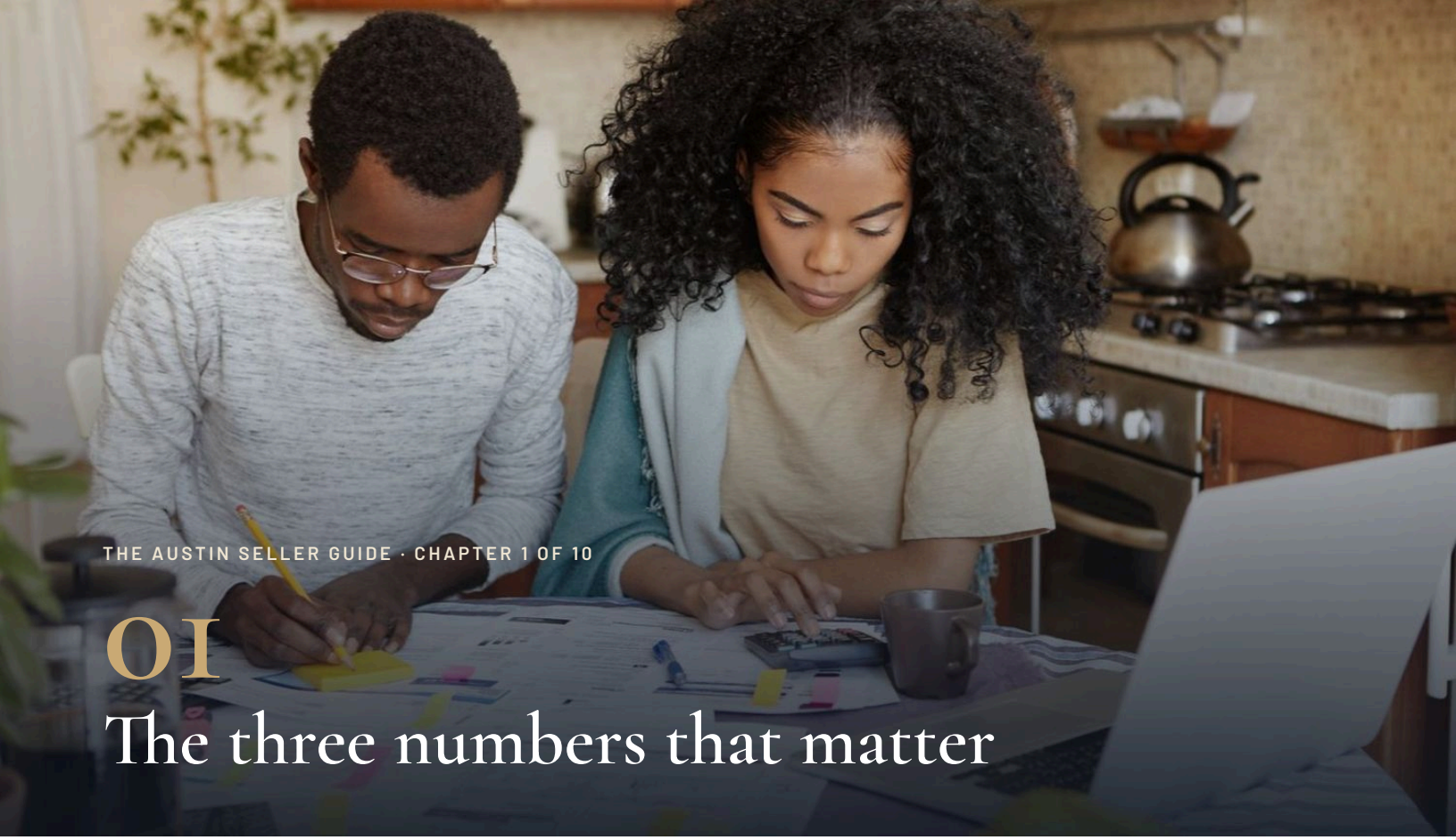
Homes are closing a little over 92% of list on average. Plan your bottom line with that in mind, not the asking price.

Time costs money

Every extra month on the market is another mortgage payment, tax bill and lawn to mow. Priced right, you skip most of them.

Sources: tiles, Unlock MLS Central Texas Housing Reports (Sept. and Oct. 2026); charts, Realtor.com Housing Inventory data for the Austin-Round Rock metro via FRED, Federal Reserve Bank of St. Louis, Jan. 2019 to Oct. 2026.

The first price you pick matters more than it did a few years ago. Chapter 2 shows why.



01
The three numbers that matter

WHY THIS MATTERS TO YOU

Every decision in this guide, from repairs to which offer to take, comes back to one question: what do you walk away with? Get that number first and the rest gets easier.

Before anyone talks about paint colors or open houses, you need three numbers: what you owe, what it will sell for, and what you keep.

What you owe

Ask your lender for a payoff statement, not the balance on your app. The payoff includes interest through the payoff date and sometimes a small fee. A home equity line or a solar loan comes off the top too.

What it will sell for

Not the Zestimate, and not what your neighbor listed for. Texas is a non-disclosure state, so sold prices don't show up in public records, and the online estimates are guessing more here than in most places.

A real number comes from MLS sales of homes like yours, adjusted for what matters: square footage, lot, updates, school district and how long they sat.

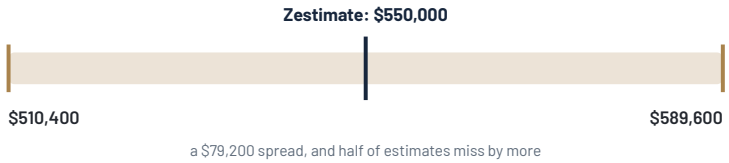
WORKSHEET

Your net, roughly

Expected sale price	$ _____
Mortgage payoff and any liens	– _____
Listing fee (we cover it in person)	– _____
Buyer's agent pay, if offered	– _____
Owner's title policy	– _____
Escrow and closing fees	– _____
Prorated property taxes	– _____
Repairs or credits	– _____
What you walk away with	**$ _____**

BY THE NUMBERS

How far off can a Zestimate be?



Zillow says its median error for homes that aren't on the market is **7.2%**.

On a $550,000 Austin house, that's about **$39,600** either way. In a state where sale prices are private, we wouldn't bet your move on it.

Source: Zillow Zestimate accuracy data, nationwide median error for off-market homes, Aug. 2026. $550,000 is the City of Austin median sale price, Oct. 2026 (Unlock MLS).

What you keep

Sale price, minus payoff, minus costs. Texas has no transfer tax and no state income tax, which helps. What's left is our fee, any buyer's agent compensation you agree to, the owner's title policy, your share of this year's property taxes, and whatever you agree to repair or credit.

We build this out for you line by line before you list. The worksheet on the previous page is the short version. Fill in what you know in pencil. The blanks are the questions to bring us.

The number that matters isn't the sale price. It's the one at the bottom of the worksheet.

GOOD TO KNOW

Title insurance rates in Texas are set by the state, so the premium is the same at every title company.



YOUR MOVE

- [ ] **Call your lender this week** and ask for a written payoff statement. Do the same for any HELOC or solar loan.
- [ ] **Find your paperwork from when you bought:** the survey and the owner's title policy. Chapter 5 explains why they matter.
- [ ] **Ask us for a net sheet.** We'll pull real sales and fill in every line before you decide anything.



02
Price it for the first three weeks

WHY THIS MATTERS TO YOU

Your listing will never get more attention than it does in its first 21 days. The price you launch at decides whether buyers spend that attention on your house or on the one down the street.

When a home hits the market, every buyer searching in that price range gets an alert the same day. They look. If the price makes sense, they book a showing. If it doesn't, they file the house under "too much" and move on.

They don't come back when you drop the price three weeks later. They just get another alert, this time with the word "reduced" on it.

That matters more now than it did in 2021. Austin-area homes are averaging 73 days on the market, and the city has close to six months of inventory. Buyers have choices, and they're using them.

Mind the search brackets

$500,000 and $505,000 sound almost the same. To a buyer whose search tops out at $500,000, the second one doesn't exist.

THE BRACKET PROBLEM

Same house, $5,100 apart

A buyer's saved search: **$400,000 to $500,000**

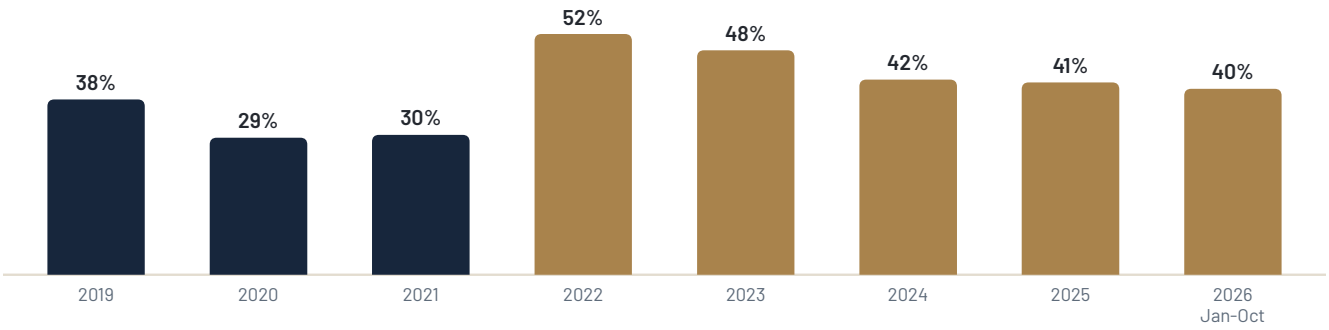
Listed at $499,900	Shows up
Listed at $505,000	Never appears

Price just under a round number and you show up in two sets of searches instead of one.

Buyers don't come back for the price cut. They get an alert that says "reduced" and wonder what's wrong.

BY THE NUMBERS

How often Austin listings cut their price



Average share of active Austin-area listings carrying a price reduction in a given month. Since 2022 it has run around four in ten. One reduction is common. Needing two or three is what costs sellers real money.

Source: Realtor.com Housing Inventory data for the Austin-Round Rock metro via FRED, Federal Reserve Bank of St. Louis, Jan. 2019 to Oct. 2026.

How we land on a price

- Recent closed sales near you, not active listings. Actives tell you what people are hoping for.
- Pending sales, because they're the newest proof of what buyers will pay.
- Listings that expired or got pulled. That's where the market said no.
- The search brackets buyers actually use.

Pricing a little high "to leave room to negotiate" usually leaves room for nothing. The negotiating happens with buyers who showed up, and an overpriced house doesn't get many of them.

A price reduction isn't a failure

Waiting too long to make one is. One clean adjustment beats three small ones, because each small cut sends a fresh "reduced" alert to the same buyers who already passed.

WATCH FOR THESE

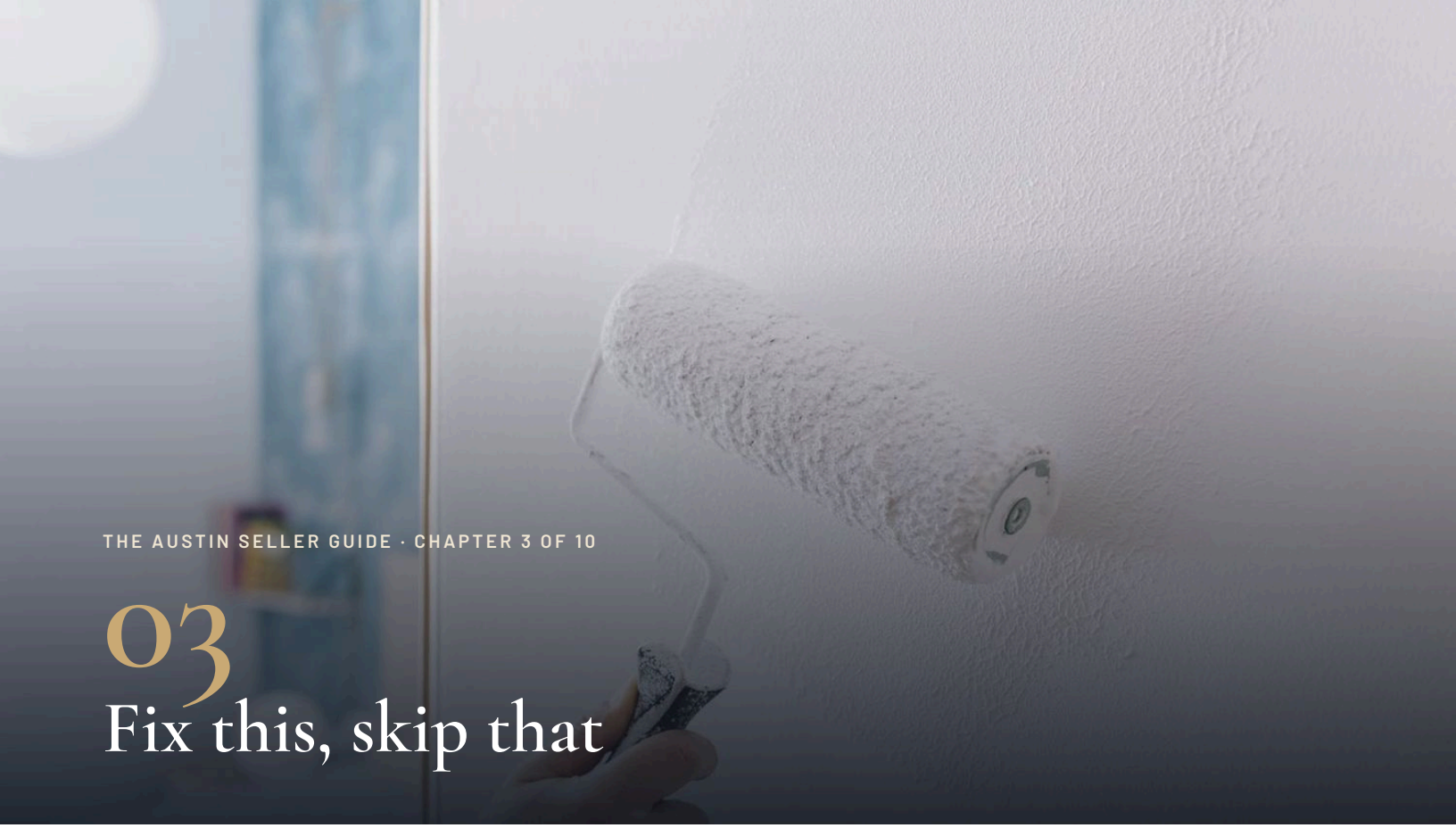
Signs the price is off

- Lots of online views, few showings
- Showings, but no second visits
- Feedback that says "nice house" and nothing else
- Two weekends with no offer

Any two of these in the first 21 days and we'll call you before you call us.

YOUR MOVE

- [ ] **Decide your price from closed and pending sales,** not from what your neighbor is asking.
- [ ] **Price to the bracket.** If you're near a round number, land just under it.
- [ ] **Put a day-21 check-in on the calendar now,** and agree ahead of time what we'll do if the signs show up.



03 Fix this, skip that

WHY THIS MATTERS TO YOU

Every dollar you put into the house before listing should come back to you at closing. Some projects pay you back two or three times over. Others lose you more than half.

The goal is to remove reasons for a buyer to say no, not to remodel the house for someone else.

Worth doing

- **Paint.** Fresh, light, neutral walls do more per dollar than anything else here.
- **Light.** Swap dead bulbs, match the color temperature, and replace any fixture that looks like 1994.
- **Caulk and grout.** Cheap, fast, and the first thing an inspector photographs.
- **The yard.** Mulch, edges, trimmed shrubs. Cut back anything touching the roof or siding.
- **Service the HVAC.** In Austin, buyers ask how old the AC is before they ask about the kitchen. Have the receipt ready.
- **Fix what you already know about.** Small stuff on an inspection report makes buyers wonder about the big stuff.

AUSTIN DEAL KILLERS

The four we see most

Foundation

Our clay soil swells and shrinks, and houses move with it.

Roof

Age, and especially hail damage.

AC

Anything past about 15 years is living on borrowed time.

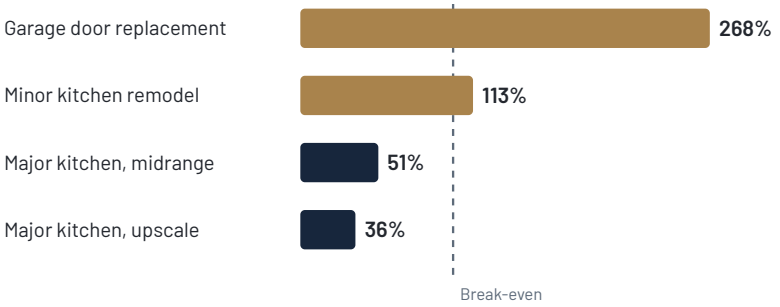
Drain lines

Old cast iron under the slab in older homes.

If you suspect any of these, it's better to know before a buyer does.

BY THE NUMBERS

What remodeling projects get back at resale



The share of each project's cost that shows up in the home's resale value.

Cheap, visible projects pay you back. A big kitchen gut mostly pays the contractor, and the next owner may rip out your choices anyway.

Source: Zonda, 2025 Cost vs. Value Report, national averages.

Usually not worth it

- A kitchen or bath remodel right before you sell. You rarely get the money back, and the buyer may hate your picks.
- New flooring throughout, unless it's damaged or truly dated carpet in the main rooms.
- Replacing a roof or AC that still works. Get a quote instead, so you know what a credit would cost.

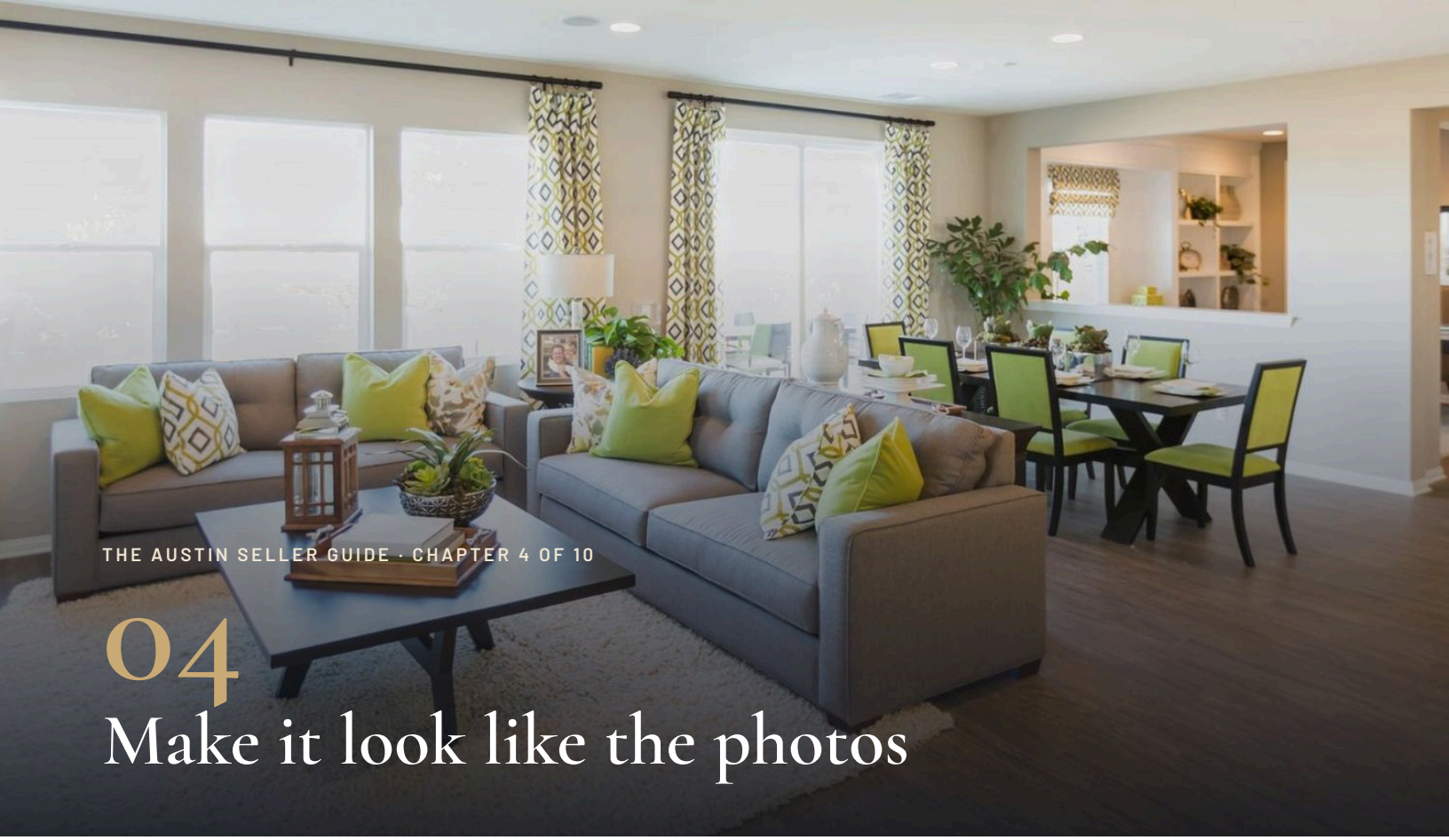
Consider a pre-listing inspection

A few hundred dollars buys you the buyer's inspection report before the buyer has it. You fix things on your schedule, at your price, instead of negotiating them in a five-day option period (chapter 8).



YOUR MOVE

- [ ] **Walk the house with a notepad** and list every small thing you've been meaning to fix. Fix them.
- [ ] **Book an HVAC service visit** and keep the receipt for the listing file.
- [ ] **Ask us about a pre-listing inspection,** especially if the house is over 20 years old or has an older roof.



04 Make it look like the photos

WHY THIS MATTERS TO YOU

Nearly every buyer meets your house online before they ever park out front. The photos are the first showing, and you don't get to redo it.

Before the photographer comes

- Clear every counter down to one or two things
- Take down family photos, kids' art and fridge magnets
- Pull a third of the furniture out of each room, especially the big pieces
- Turn on every light and open every blind
- Hide trash cans, hoses, pet bowls, toothbrushes and the dish rack
- Make the beds with plain, light bedding
- Park the cars somewhere other than the driveway

What we bring

Professional photos, a floor plan, and video when the house calls for it. We schedule the shoot for the light your house looks best in, which for a west-facing yard means late afternoon, not 9 a.m.

LAUNCH WEEK

Why we go live on a Thursday

Thu	Fri	Sat	Sun
Goes live	Buyers book	Showings	Showings

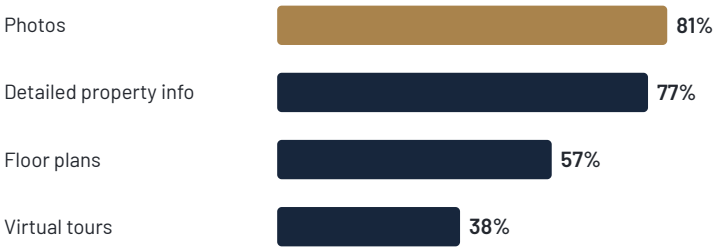
Two days of online buzz, then a full weekend of showings while the listing is still new.

STORAGE IS YOUR FRIEND

A portable container or a month in a storage unit costs less than a single price reduction. Whatever you'd pack first when you move, pack now.

BY THE NUMBERS

What buyers say helps them most online



Share of recent buyers who called each website feature **"very useful."**

Photos beat everything else on the list. That's why we treat the photo day like the first open house.

Source: National Association of Realtors, 2025 Profile of Home Buyers and Sellers.

Launch day

We like to go live on a Thursday. Buyers see it Thursday and Friday, book showings for the weekend, and the first weekend becomes an event instead of a trickle.

Living there while it's listed

This is the hard part. Keep a basket per person for the morning sweep. Leave for showings, because buyers won't open closets while you're standing in the kitchen. Plan on a few weeks of slightly inconvenient tidiness. It ends.



YOUR MOVE

- [ ] **Start packing this weekend.** Everything you won't use in the next two months goes in a box.
- [ ] **Book a storage unit or container** for the big furniture.
- [ ] **Set a showing routine:** one basket per person, lights on, blinds open, everybody out.



05 The paperwork

WHY THIS MATTERS TO YOU

Texas asks you to tell buyers what you know about the house. Done right, the paperwork protects you after closing. Done sloppy, it's how sellers end up talking to lawyers.

The listing agreement

This is your contract with us: how long we list it, what we'll do, and what it costs. Brokerage fees aren't set by law and are negotiable. We walk through every line before you sign.

Seller's Disclosure Notice

The Texas Property Code requires most resale sellers to fill out a disclosure about the home's condition: the roof, the foundation, past water or flood damage, repairs, permits and more.

Answer what you know. If you're unsure whether something counts, disclose it.

Survey and the T-47.1

If you have the survey from when you bought, find it. With a signed affidavit (the T-47.1) saying nothing has changed, the buyer may be able to use it instead of paying for a new one.

A buyer who hears about a problem from you is negotiating. One who finds it after closing is calling a lawyer.

DEPENDING ON THE HOUSE

Other forms you may need

- **HOA:** the resale certificate and the subdivision documents
- **MUD or PID:** a notice to the buyer about the district and its tax rate
- **Built before 1978:** the lead-based paint disclosure

START A FOLDER NOW

Everything you'll be asked for

- Survey and owner's title policy from when you bought
- Mortgage and HELOC account numbers
- HOA contact and dues
- Receipts: roof, AC, water heater, foundation work
- Warranties that transfer to the buyer
- Utility providers and average monthly bills

Every document here takes longer to find than people think.

Starting now means nothing holds up the listing, and nothing surprises the buyer's lender three days before closing.

Why the survey matters

A usable old survey can save the buyer a few hundred dollars and a week or more of waiting. Both of those make your deal easier to close.

When in doubt, disclose

We'll review your Seller's Disclosure with you before it goes to anyone. The point isn't to scare buyers off. It's to make sure nothing comes back to you after the house is theirs.



YOUR MOVE

- [ ] **Make the folder today,** paper or digital, and drop in what you can find.
- [ ] **Start the Seller's Disclosure** while the house is fresh in your mind. We'll review it with you.
- [ ] **Tell us about an HOA, MUD or PID** so we can order the right documents early.



06
Who pays the buyer's agent

WHY THIS MATTERS TO YOU

This changed in 2024 and again in 2026, and it's the question sellers ask us most. How you handle it changes how many buyers walk through your door, and what you net.

Until August 2024, the seller's listing agreement usually set the buyer's agent's pay, and it showed up in the MLS. A national settlement ended that. The MLS no longer shows it, and every piece of it is negotiable.

Then on January 1, 2026, a new Texas law took effect. Before a buyer's agent shows a buyer a home, the agent needs a written agreement with that buyer. It spells out the services and says, in plain language, that broker compensation isn't set by law and is fully negotiable.

Your fee and theirs are separate

What you pay us covers our side of the sale. Anything paid to a buyer's agent is its own line, and you decide it.

SO WHO PAYS NOW?

Three ways it can work

1. **The buyer pays their own agent**
   Some can. Many can't, because the down payment already took everything.
2. **You offer to pay it**
   Up front in the listing, or as part of the negotiation.
3. **The buyer asks inside the offer**
   Same way they'd ask for help with closing costs.

Paragraph 12 of the Texas resale contract handles all three.

WHAT CHANGED

Two rule changes in two years

Before Aug. 2024
Seller sets it in the listing; shown in MLS

Aug. 2024
National settlement takes it off the MLS

Jan. 1, 2026
Texas requires a written buyer agreement

Today
All of it is negotiable

What we usually recommend

It depends on your price range and your neighborhood. In a market with five-plus months of inventory, being open to paying some or all of it usually brings more buyers through the door, especially first-time buyers who are stretching to cover the down payment.

We'll show you what comparable listings near you are doing, so you decide with real information and not a rule of thumb.

PLAIN ENGLISH

Offering to help with the buyer's agent isn't charity. It opens your door to buyers who can afford your price but can't also cover their own agent.

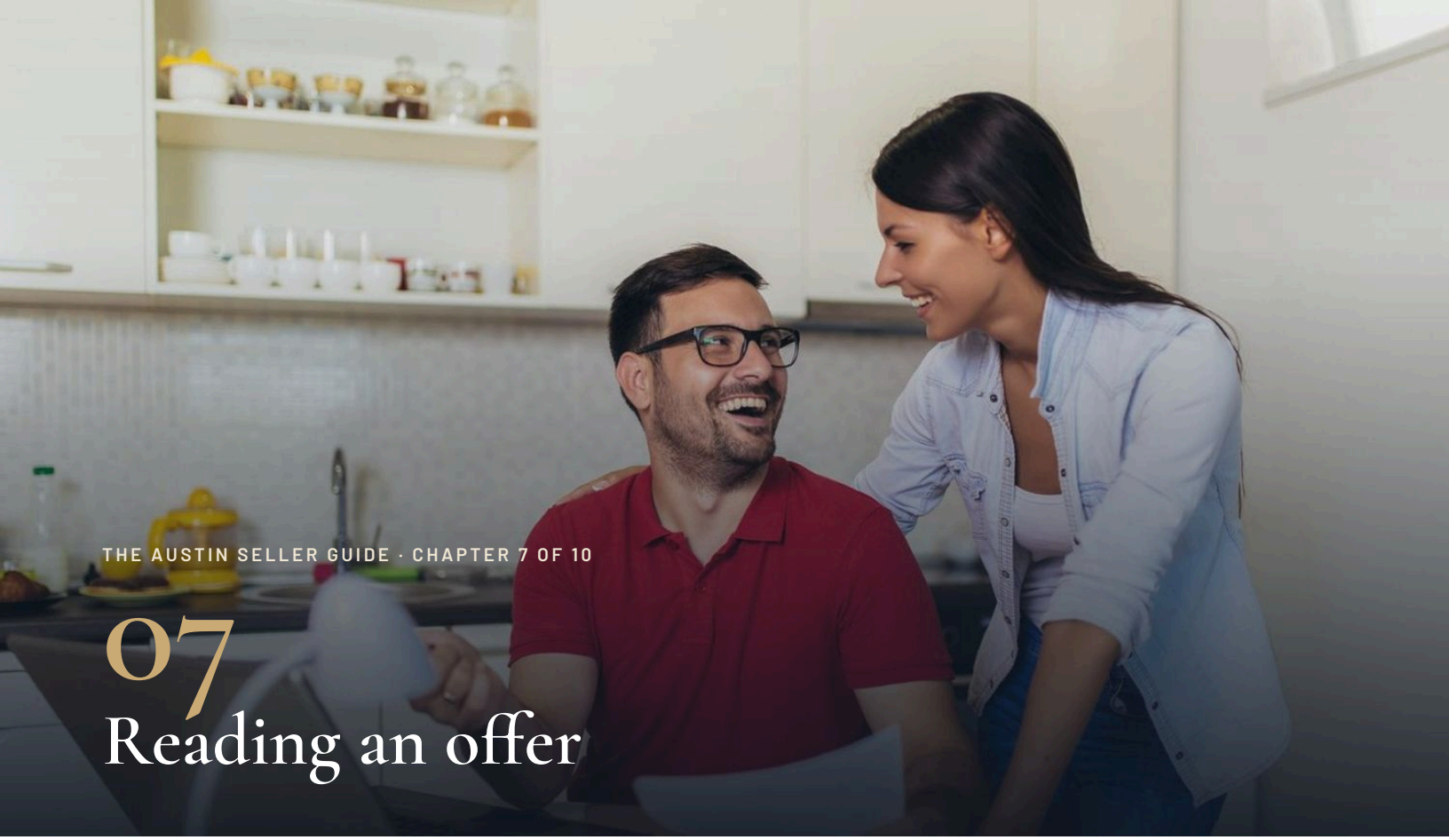
See the flowchart

We built a one-page visual that walks through every version of this. It's free and there's no form: **raineypropertygroup.com/guides/who-pays-the-buyers-agent**



YOUR MOVE

- [ ] **Ask us what nearby listings are offering** before you decide.
- [ ] **Decide your position before you list:** offer up front, stay open in negotiation, or decline.
- [ ] **Read the flowchart** with whoever else is on the title.



07 Reading an offer

WHY THIS MATTERS TO YOU

The biggest number on the first page isn't the offer. The best offer is the one that actually closes, on terms you can live with, with the most money left for you.

Texas uses a standard contract written by the state (TREC's One to Four Family Residential Contract), so every offer looks about the same on paper. The differences are in a handful of blanks. These are the ones we read first:

- **Financing.** Cash, conventional, FHA or VA. Each has its own appraisal and repair rules. Ask to see the pre-approval letter.
- **Down payment.** A buyer putting 20% down has more cushion if the appraisal comes in low than one putting down 3%.
- **Appraisal addendum.** Some buyers agree to cover part or all of a gap between price and appraisal. That's worth real money.
- **Option period and fee.** How many days they get to back out for any reason, and what they pay for that right.
- **Earnest money.** More earnest money means a buyer with more to lose.

ALSO IN THE BLANKS

Seller-paid costs. Closing costs, a rate buydown, or their agent's fee. A $500,000 offer asking for $15,000 is a $485,000 offer.

Closing date and possession. If you need a few weeks after closing to move, a seller's temporary lease can cover it.

An offer you don't like is still an opening. Most deals that close started with a counter.

BY THE NUMBERS

Two offers on the same $500,000 house

	Offer A	Offer B
Price on the offer	$500,000	$492,000
Asks you to pay	$15,000 in costs	Nothing
Financing	FHA, 3.5% down	Conventional, 20% down
If it appraises low	No coverage	Buyer covers up to $10,000
What you actually get	**$485,000**	**$492,000**

Illustration only. Your actual offers will vary.

Offer A has the bigger number on top.

Offer B leaves you **$7,000 more**. The buyer has a bigger down payment and will cover a low appraisal, so it's also the one more likely to close.

Multiple offers?

Less common this year, but it still happens with the right house at the right price. We lay them side by side on one page, net to net, so you're comparing what you keep and not just the headline number.

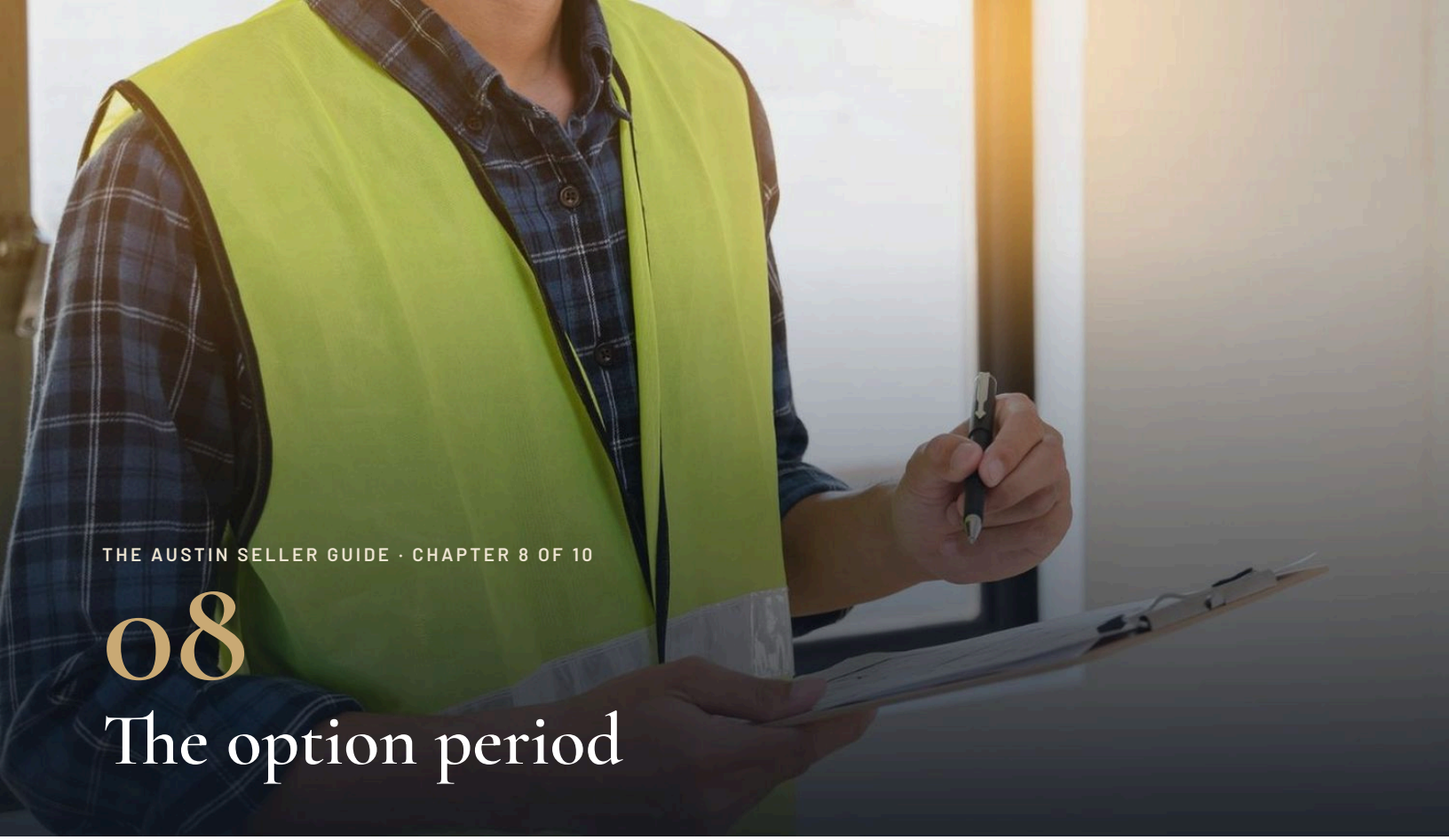
Counter everything

A counter costs you nothing and keeps the buyer at the table. Tell us the two or three terms that matter most to you, whether that's price, timing or repairs, and we'll build the counter around those.



YOUR MOVE

- [ ] **Ask for the pre-approval letter** with every offer, and let us call the lender.
- [ ] **Compare offers net to net** on our one-page sheet, not by the price at the top.
- [ ] **Counter instead of rejecting.** Tell us which terms matter most to you.



08
The option period

WHY THIS MATTERS TO YOU

Once you sign, the buyer gets a few days to inspect and walk away for any reason. How you handle the repair request in that window decides whether you keep the deal and what it costs you.

The buyer pays you an option fee for the right to terminate during the option period, usually somewhere from 5 to 10 days. They must deliver that fee and their earnest money to the title company within 3 days of the contract.

During the window they'll have the home inspected, and often get a termite inspection and a sewer scope too.

Then comes the request

Most buyers come back with an amendment asking for repairs, a credit, a lower price or some mix. You can say yes, say no, or counter. You're not required to fix anything. The buyer isn't required to stay.

WHAT THE OPTION FEE IS

It's yours if the buyer walks during the option period. If they close, it's usually credited to them at closing.

DON'T TAKE IT PERSONALLY

Inspection reports are long on purpose. A 60-page report on a well-kept house is normal. It isn't a verdict on how you took care of the place.

BY THE NUMBERS

A typical 7-day option period



Calendar days, weekends included. Once the deadline passes, the buyer's easy exit is gone and the deal gets a lot steadier.

How we usually handle it

- **Separate the real items from the wish list.** A failing water heater is real. A loose cabinet hinge isn't.
- **Offer a credit over repairs when you can.** It's simpler, it closes faster, and the buyer gets to pick their own contractor.
- **If you do repairs, use licensed pros and keep receipts.** The contract requires licensed providers for work that needs a license, and the buyer will want proof.

The goal is an amendment both sides sign before the option period ends.



YOUR MOVE

- [ ] **Keep your calendar open** the first week under contract so inspectors can get in fast.
- [ ] **When the request comes, sort it into must-fix and nice-to-have** before you react.
- [ ] **Price out a credit** before agreeing to do repairs yourself.



09 Appraisal, title and the last two weeks

WHY THIS MATTERS TO YOU

After the option period, the deal moves to the lender and the title company. Most of the work is ours, but a few things you do (or don't do) in these weeks can delay your closing.

The appraisal

If the buyer is financing, their lender orders an appraisal. Because Texas doesn't publish sold prices, appraisers lean on MLS data, and we send them our comps and a list of your updates before they visit.

If it comes in low, there are three ways out: the buyer covers the gap, you lower the price, or you meet in the middle. The appraisal addendum in the contract decides who has which options.

Title

The title company checks that the house is yours to sell: liens, old loans that never got released, judgments, HOA dues. If something turns up, they'll tell us what's needed to clear it.

CHECKLIST

Your last two weeks

- Book movers
- Schedule utilities to transfer the day after closing
- Gather keys, garage remotes, gate codes and manuals
- Set up mail forwarding
- Finish any agreed repairs and get receipts
- Confirm how you'll sign and how you want your money sent

NOT YET

Don't do these until it funds

- × Cancel your homeowner's insurance
- × Shut off the utilities (the buyer gets a final walk-through)
- × Haul off anything the contract says stays, like the fridge

BY THE NUMBERS

How the property tax credit works

Jan 1 — You close Jun 30 — Dec 31

Your 181 days	Buyer's 184 days
You credit ~$4,959	**Buyer pays the bill**

Example: $10,000 yearly tax bill, due by January 31

Texas property taxes are paid in arrears. This year's bill shows up in the fall and is due by January 31, so at closing you credit the buyer for your share of the year so far. The buyer then pays the whole bill when it comes.

Where the estimate comes from

The proration at closing uses the best number available, usually last year's bill. If this year's bill comes in different, the contract says how that gets settled. We'll point it out on your closing statement so it isn't a surprise.

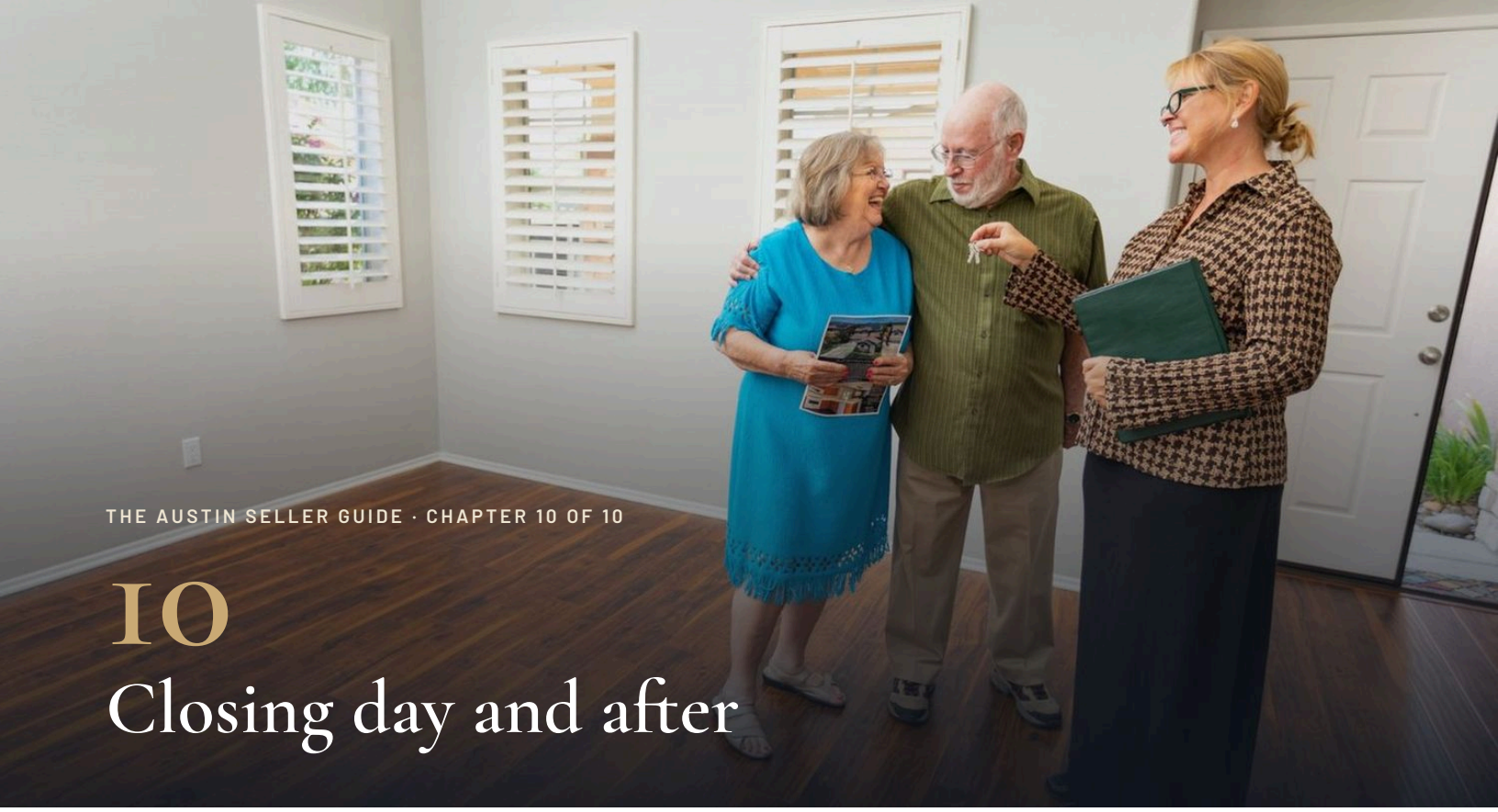
Your part in these weeks

Answer the title company quickly, keep the house in the condition it was in at signing, and send us repair receipts as you get them. Most late closings come from one missing document, not one big problem.



YOUR MOVE

- [ ] **Book movers now.** Good ones fill up two to three weeks out.
- [ ] **Leave the insurance and utilities alone** until the sale funds.
- [ ] **Put every repair receipt in your folder** and send us copies.



10
Closing day and after

WHY THIS MATTERS TO YOU

Closing is mostly signing your name and handing over keys. The part that can really hurt you is the money transfer, and criminals know exactly when it happens.

The signing

You'll sign at the title company, or with a mobile notary if that's easier. Bring a photo ID. Your part usually takes 30 to 45 minutes. In most cases the sale funds the same day, and your proceeds go out by wire or check.

A word on wire fraud

Criminals send fake emails that look like they're from title companies, asking you to "update" where your money goes. Never change wiring instructions based on an email. Call the title company at a number you looked up yourself.

After the keys

- Cancel your homeowner's insurance once the sale has funded
- Stop automatic mortgage payments after the payoff is confirmed
- Keep your closing statement. Your CPA will want it.
- Expect leftover escrow money back from your lender, usually within a few weeks

CAPITAL GAINS

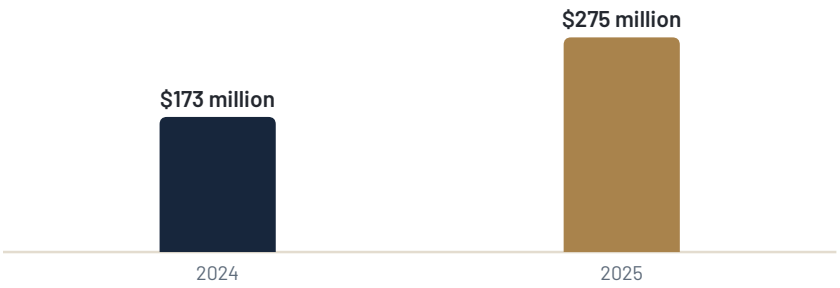
The federal home sale exclusion

$250,000	$500,000
tax-free gain, single filer	married, filing jointly

If this was your main home and you lived in it two of the last five years, federal law lets you exclude this much gain. Above that, or for a rental or second home, talk to your CPA before you list, not after.

BY THE NUMBERS

Real estate fraud losses reported to the FBI



Reported losses jumped about **59%** in one year, across 12,368 complaints in 2025.

The fix is boring and it works: confirm wiring instructions by phone, every time, using a number you found yourself.

Source: FBI Internet Crime Complaint Center, 2025 Internet Crime Report.

Buying next?

Selling and buying at the same time is a timing puzzle, not a crisis. We can line up both closings, use a leaseback, or plan a short stay in between. Ask us for the buyer guide too.

Over 65 and buying again in Texas?

Your school tax ceiling can move with you. Our Rightsizing Playbook explains how: **raineypropertygroup.com/nextmove**



YOUR MOVE

- [ ] **Save the title company's phone number now,** from their website, before any email about wiring arrives.
- [ ] **Talk to your CPA** if your gain could top the exclusion or the house was ever a rental.
- [ ] **Keep the closing statement** with your tax records.

THE WHOLE THING ON ONE PAGE

From first call to closing

Every house is different, but most of our listings follow something close to this.

4 TO 6 WEEKS OUT — We walk the house with you, pull comps and build your net sheet. You decide whether it's time.

3 TO 4 WEEKS OUT — Repairs, paint and a pre-listing inspection if you want one. Start the paperwork folder and the Seller's Disclosure.

2 WEEKS OUT — Declutter, stage and clean. We set the price together using the newest sales.

LAUNCH WEEK — Photos, floor plan and video. The listing goes live on a Thursday, with showings starting that weekend.

DAY 21 — Check-in. If the signs from chapter 2 show up, we adjust once and cleanly.

UNDER CONTRACT — Option period, inspection and repair negotiation. Usually 5 to 10 days.

THE NEXT 3 TO 5 WEEKS — Appraisal, title, the buyer's loan approval and your move.

CLOSING DAY — Sign, fund and hand over the keys.

QUESTIONS TO ASK ANY AGENT

- How did you arrive at this price?
- What happens if we don't have an offer in 21 days?
- Who takes the photos?
- How will you reach buyers who aren't on Zillow yet?
- How often will I hear from you, and how?
- What does your fee include, and what's extra?

Ask us too. We'd rather you hire us with your eyes open.

WHEN YOU'RE READY

Want the real numbers for your house?

Everything in this guide is general. Your house isn't. Here's what we'll do, at no cost and with no obligation:

1. **A real market analysis.** Not an algorithm. We pull the sales ourselves and walk you through them. Start at raineypropertygroup.com/value.
2. **Your net sheet.** Every cost, line by line, so you know what you'll walk away with.
3. **A prep list for your house.** What's worth fixing, what to skip, and who we'd call to do it.
4. **A plan for what's next.** Buying in Austin, moving out of town, or not sure yet. We'll help with the next house too.
5. **No pressure on timing.** If the answer is "not yet," that's a fine answer. We'll check back when you want us to.



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ENGEL&VÖLKERS®

Over $100 million in sales across Austin and Seattle since 2019.

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