

A PRACTICAL GUIDE FOR EVERYDAY OWNERS

Home Selling Game Plan

Prepare your home. Understand the numbers.
Take the next step with a clear plan.

NORTH CAROLINA / FILLABLE WORKBOOK

START WITH ONE USEFUL RESULT

01

Make the money clear

Estimate what you may keep after a sale.

02

Choose the next task

Use examples, worksheets and clear steps.

03

Know when to get help

Prepare on your own; recognize the limits.

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Educational planning tools. Not a substitute for advice about your situation.

Type in the outlined fields and save a copy, or print and write. Fields do not calculate.

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01 / Your first 30 minutes

Make the sale serve your next move. Start with constraints, not paint colors.

Minutes 0-10: write your real deadline

Separate the date you would like to move from a date you cannot miss. Add the reason: new housing, work, carrying costs or another commitment. If two owners must agree, settle the decision process now.

Desired move date / hard deadline / reason

Minutes 10-20: define the money boundary

Pull your latest mortgage balance, but request an actual payoff estimate before relying on money left after the sale. List cash available for preparation separately from money you need at closing. Do not assume equity is spendable cash today.

Preparation cash available / money I need when the sale finishes / monthly cost to keep the home

Minutes 20-30: assign the first action

Choose the bottleneck: missing records showing who owns the home, uncertain price, major condition issue, or preparation overload. Assign one owner, one action and one deadline. A useful action ends with evidence: a booked call, written estimate or saved document.

My first action / responsible person / completion date

What you can start yourself

Gather bills and records, set a budget, clean, compare homes for sale and plan your move. For pricing advice about your home, contract questions, ownership problems or serious repairs, bring in the right professional. You can use the preparation steps whether or not you hire an agent.

04 / Compare the homes buyers can choose

Allow 45 minutes. You need a home-search website, your property facts and this worksheet.

1. Start with the closest matches

Search your area on a home-search website. Choose homes with a similar size, layout, condition and type of property. If nearby homes differ greatly, expand the area carefully and write down the difference. Use the same website for your first pass so the displayed information is easier to compare.

2. Record five homes, not just the highest price

For each home, save its link, date checked, price, whether it is sold or still for sale, and the biggest difference from yours. Do not treat an asking price as a completed sale. Leave an unknown sale price or seller-paid buyer costs marked "unknown" rather than guessing.

Home / source / date	Price / sold or for sale	Important difference
Example only: Home A / saved link / today	\$315,000 / for sale	New kitchen; smaller yard
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____

3. Write the buyer's choice in one sentence

Example: "My home has more outdoor space, but the other home has a newer kitchen." This explains a choice; it does not prove how many dollars either feature is worth. Do not invent dollar adjustments from online photos.

What my home offers / what buyers can get elsewhere

You are done when...

You have five saved comparisons, their dates and statuses, and one honest sentence about your home's strengths and tradeoffs. Use this work to ask better pricing questions. For a property-specific price recommendation, get qualified advice rather than treating the worksheet as a valuation.