

YOUR SPACE COAST HOME SELLING GUIDE

A step-by-step roadmap for selling a home in Brevard County, Florida

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Start with a clear plan

Selling is more than putting a sign in the yard. The right sequence helps you protect your equity, avoid preventable delays, and make confident decisions.

This guide covers single-family homes, townhomes, and condos, with special attention to coastal property considerations.

How to use this guide: Work through each step with your agent, gather documents early, and keep your goals, timeline, estimated net proceeds, and risk tolerance in view as the sale progresses.

1 - Define your goals and timeline

Before choosing a list date, decide what a successful sale looks like.

- [ ] **Closing date:** Identify your preferred closing date and whether you need to buy or rent next.
- [ ] **Financial targets:** Estimate your mortgage payoff, moving expenses, and minimum acceptable net proceeds.
- [ ] **Logistics:** Discuss repairs, occupancy, pets, showing availability, and any relocation deadlines.

SPACE COAST NOTE: Military PCS orders, remote moves, and leaseback needs may affect contract timing and possession.

2 - Review the local market and price strategically

Build a pricing plan from current comparable sales and competing listings—not automated estimates alone.

- [ ] **Review:** Recent closed sales, pending contracts, active competition, and days on market.
- [ ] **Adjust for:** Condition, renovations, lot, waterfront access, age of roof, and insurance-related features.
- [ ] **Set expectations:** Agree on a launch price and a specific date to reassess feedback and activity.

SPACE COAST NOTE: Beachside, mainland, waterfront, and condo micro-markets can behave differently even within the same ZIP code.

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3 - Prepare the property for buyers

Focus first on safety, function, cleanliness, and presentation.

- [ ] **Complete visible work:** Address obvious maintenance items and document completed work and permits when applicable.
- [ ] **Improve presentation:** Declutter, deep clean, improve lighting and landscaping, and secure valuables and medications.
- [ ] **Gather records:** Warranties, appliance information, survey, utility averages, HOA/condo documents, and improvement records.

Consider a Pre-Listing Home Inspection: *Identifying potential issues before listing allows you to address repairs proactively, avoid surprises during the buyer's inspection, and reduce the risk of delays or renegotiations once under contract.*

SPACE COAST NOTE: Buyers may ask about roof age, wind-mitigation features, flood history, elevation, seawalls, docks, and storm protection.

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4 - Understand disclosures and property-specific obligations

Accurate, timely information helps reduce disputes and surprises.

- [ ] **Disclose known issues:** Discuss known material defects and required disclosures with your agent; do not conceal known issues.
- [ ] **Confirm community requirements:** Verify any HOA or condominium approval, fee, document-delivery, inspection, or reserve requirements.
- [ ] **Ask about lead-based paint:** For pre-1978 housing, ask about federal lead-based-paint disclosure rules.

- [ ] **Verify records:** Permits, liens, special assessments, rental restrictions, and insurance claims or repair history.

Evaluate cast iron plumbing: *Cast iron waste lines can be a significant concern for buyers, particularly in older Space Coast homes. If your property has cast iron plumbing, be prepared to provide documentation of any previous repairs or replacements. A pre-listing sewer scope inspection and report can help identify potential issues, provide buyers with greater confidence, and reduce the likelihood of surprises during negotiations.*

SPACE COAST NOTE: Condo milestone inspections, structural integrity reserve studies, and assessments can materially affect buyer financing and confidence. Requirements vary by building and transaction.

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5 - Build a strong marketing launch

Make it easy for qualified buyers to understand the property and schedule a visit.

- [ ] **Present accurately:** Use professional-quality photography, accurate room and property details, and a compelling MLS description.
- [ ] **Highlight meaningfully:** Describe location, upgrades, storm protection, and lifestyle without overstating claims.
- [ ] **Coordinate the launch:** Plan MLS syndication, signage, digital marketing, broker outreach, and an open-house plan when appropriate.
- [ ] **Set communication:** Agree on a showing process and how feedback and performance will be reported.

SPACE COAST NOTE: For coastal listings, clearly describe beach access, waterways, and flood-zone information only when verified.

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6 - Evaluate offers beyond the headline price

The strongest offer is the one most likely to close on terms that work for you.

- [ ] **Compare the full offer:** Price, financing or cash proof, earnest money, contingencies, appraisal terms, closing date, and concessions.
- [ ] **Review conditions:** Inspection periods, requested personal property, possession, and any home-sale contingency.
- [ ] **Understand risk:** Buyer financing, VA/FHA appraisal requirements, and insurance availability can affect the transaction.
- [ ] **Negotiate from a plan:** Keep estimated net proceeds and risk tolerance in view.

SPACE COAST NOTE: A higher price with uncertain financing or extensive concessions may net less than a cleaner offer.

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7 - Navigate contract to closing

Once under contract, the focus shifts to deadlines and problem-solving.

- [ ] **Track milestones:** Escrow deposit, inspections, repair negotiations, appraisal, title work, loan approval, and HOA/condo steps.
- [ ] **Respond promptly:** Complete document requests and keep the home in the contractually agreed upon condition.
- [ ] **Maintain services:** Keep utilities and insurance through the appropriate transfer date.
- [ ] **Confirm the handoff:** Review the closing statement, verify wire instructions independently, and confirm the final walkthrough, keys, and possession arrangements.

SPACE COAST NOTE: Flood insurance, wind coverage, roof condition, and condo lender reviews can create timing issues. Address questions early.

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8 - Close and transition smoothly

Plan the final week so the handoff is straightforward.

- [ ] **Coordinate the move:** Schedule movers and service transfers; remove agreed personal property and debris.
- [ ] **Review settlement details:** Verify prorations, payoffs, fees, and agreed credits on the settlement statement.
- [ ] **Prepare for signing:** Bring required identification and follow closing-agent instructions.
- [ ] **Transfer access:** Provide keys, codes, remotes, manuals, and access credentials as agreed.
- [ ] **Keep records:** Retain closing records for taxes and future reference.

SPACE COAST NOTE: Ask a qualified tax professional about potential capital-gains exclusions, homestead implications, and other tax questions.

What might it cost to sell?

Your actual costs depend on your contract and property. Common items may include brokerage compensation (negotiable), title/settlement charges, documentary stamp taxes, mortgage payoff, prorated taxes and HOA dues, repairs, concessions, and moving expenses.

Request a written seller net sheet before listing and update it when offers arrive.

Seller launch checklist

- [ ] Set timeline and desired net proceeds
- [ ] Review comparative market analysis and pricing plan
- [ ] Gather permits, survey, HOA/condo and insurance documents
- [ ] Complete agreed preparation and photography
- [ ] Approve marketing details and showing instructions
- [ ] Review offers and negotiate terms
- [ ] Track inspection, appraisal, title, and financing deadlines
- [ ] Review closing statement and arrange move-out

Questions to ask your agent

- What comparable homes are buyers choosing instead of mine?
- What is our price-adjustment trigger if activity is weak?
- What insurance, flood, roof, or condo issues could limit the buyer pool?
- How will you communicate showing feedback and next steps?
- What is my estimated net at several likely sale prices?

Ready to plan your sale?

I can help you move from planning and pricing to a confident closing across Brevard County.

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