



Home Selling Guide

Your step-by-step roadmap to selling a home in Western Massachusetts

"For Sale" to "Sold" with Grace

Proudly Serving Western Massachusetts

Sell your home with confidence

Selling is one of the biggest financial decisions you'll make. Here's what you need to know — from picking the right moment to pricing it right the first time — based on how the Hampden County and Western MA market actually moves.

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Step 1: Decide on timing

Spring is historically the strongest season for sellers across Western MA — longer days, peak curb appeal, and motivated buyers. But your own readiness matters as much as the calendar.

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Step 2: Prepare your home

Small repairs, decluttering, and a deep clean pay off in both time on market and final sale price. You don't need a renovation — buyers need to walk in and picture themselves there.

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Step 3: Get a market analysis

A no-pressure, no-obligation valuation tailored to your specific home and neighborhood. The Hampden County market moves differently than statewide trends — local knowledge protects your investment.

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Step 4: Price it right on day one

Serious buyers watch MLS alerts, and most of the people who could buy your home see it within the first 48 hours. Price too high and they scroll past; price too low and you leave money on the table.

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Step 5: List on a Thursday or Friday

Homes listed mid-to-late week consistently sell faster and for slightly more. Buyers plan weekend tours around what's newly listed.

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Step 6: Show your home

Buyers tour the property while your agent tracks feedback and interest to guide pricing and next steps in real time.

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Step 7: Review offers and negotiate

Offers are compared on price, terms, and contingencies — not just the top-line number. Your agent negotiates on your behalf to protect your bottom line.

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Step 8: Close and hand over the keys

Once paperwork is finalized, the transaction completes and the sale is official. That's going "For Sale" to "Sold" — with Grace.



Ready to find out what your home is worth? I'll walk you through a no-pressure market analysis tailored to your home and neighborhood — serving Ludlow, Wilbraham, Chicopee, Springfield, Longmeadow, and all of Hampden County. Call (413) 330-1458 or email Evette@GraceGroupRealty.com.

Evette Rodrigues — Realtor & Associate Broker, Grace Group Realty

Your Complete Home Selling Checklist

Use this from your first thought of listing all the way through handing over the keys.

I'm here to help you through every item on this checklist. If anything is unclear or you need a hand at any stage, call (413) 330-1458 or email Evette@GraceGroupRealty.com — anytime.

Getting Ready to List

- ☐ Get a market analysis from your agent
- ☐ Decide on timing — season and your own readiness
- ☐ Declutter every room, including closets and the garage
- ☐ Deep clean carpets, floors, and windows
- ☐ Fix minor repairs — leaky faucets, cracked caulk, loose handles
- ☐ Freshen paint in high-traffic areas if needed
- ☐ Boost curb appeal — lawn, mulch, walkway, front door

Massachusetts Paperwork to Line Up Early

- ☐ Schedule your Smoke Detector & Carbon Monoxide Alarm Certificate of Compliance with your local fire department
- ☐ Schedule a Title V inspection if your home has a septic system
- ☐ Pull together your lead paint disclosure if the home was built before 1978
- ☐ Locate your property survey, deed, and any permits for past renovations
- ☐ Gather utility account information to prepare for final readings

Listing & Marketing

- ☐ Approve professional photos and the listing description
- ☐ Set your final list price with your agent
- ☐ List on a Thursday or Friday for maximum weekend traffic
- ☐ Put away personal photos and valuables before photos and showings

During Showings

- ☐ Turn on all lights and open the blinds
- ☐ Set a comfortable temperature
- ☐ Clear kitchen counters and bathroom surfaces
- ☐ Take pets, litter boxes, and pet bowls off-site if possible
- ☐ Do a quick once-over: beds made, dishes away, trash out
- ☐ Leave the home during showings whenever possible

Reviewing Offers & Under Agreement

- ☐ Compare offers on price, terms, and contingencies
- ☐ Accept an offer and sign the purchase & sale agreement
- ☐ Cooperate with the buyer's inspection and negotiate repairs or credits if needed
- ☐ Cooperate with the buyer's appraisal

Before Closing

- ☐ Call utility companies to schedule final readings and your service end date
- ☐ Complete your Smoke/CO Certificate of Compliance if not already done
- ☐ Cancel or transfer homeowner's insurance effective the closing date
- ☐ Gather all keys, garage remotes, and warranty documents for the buyer
- ☐ Confirm your move-out date and time with your agent

Closing Day

- ☐ Do a final walkthrough with the buyer if applicable
- ☐ Sign your closing documents
- ☐ Hand over keys, remotes, and any warranty paperwork
- ☐ Confirm your mail forwarding is set up