



Missouri Home Seller's Guide

Selling a home doesn't have to be overwhelming. Here is a simple step-by-step guide to the home selling process.

Step 1: Choose a REALTOR®

Interview a few agents and select one who knows your local market, has a marketing plan, communicates well, and explains the selling process clearly. A good agent helps you price strategically, market effectively, negotiate offers, and navigate paperwork.

Step 2: Determine Your Home's Value

Your agent will prepare a Comparative Market Analysis (CMA) by reviewing recent sales, active competition, pending sales, and current market conditions. Pricing correctly from the start often leads to more showings and stronger offers.

Step 3: Prepare Your Home for Sale

Before listing, declutter, deep clean, complete minor repairs, improve curb appeal, touch up paint if needed, and remove excess personal items. First impressions matter.

Step 4: Complete Required Missouri Disclosures

Missouri sellers are required to disclose known material defects and property conditions. Common disclosures include structural issues, water intrusion, mechanical problems, previous insurance claims, and environmental concerns. Honesty protects everyone involved.

Step 5: Photography and Marketing

Your agent should create a marketing plan that will include photos, MLS exposure, social media marketing, online advertising, open houses, and email marketing to other agents. Most buyers see your home online before they ever see it in person.

Step 6: List Your Home

Once everything is ready, listing paperwork is signed, photos are uploaded, the property goes live on the MLS, and showings begin. Your home is officially on the market!

Step 7: Showings and Buyer Feedback

During this stage, buyers tour the property, your agent gathers feedback, and adjustments can be made if needed. Keep the home clean, be flexible with showing times, and leave during showings whenever possible.

Step 8: Review Offers

When offers arrive, you'll evaluate the purchase price, financing type, earnest money, closing date, contingencies, and seller concessions requested. The highest offer isn't always the best offer.

Step 9: Negotiate and Accept an Offer

Your agent will help negotiate price, repairs, closing costs, possession dates, and other contract terms. Once both parties agree, the home goes under contract.

Step 10: Buyer Inspections

The buyer may conduct a general home inspection, radon testing, pest inspection, sewer inspection, and/or other specialty inspections. The buyer may request repairs or credits based on findings.

Step 11: Appraisal

If the buyer is obtaining financing, the lender typically requires and orders an appraisal. The appraiser determines whether the home's value supports the loan amount.

Step 12: Prepare for Closing

Before closing, complete agreed-upon repairs, schedule moving arrangements, gather garage door openers, keys, and manuals, and transfer utilities.

Step 13: Closing Day

At closing, documents are signed, funds are transferred, and ownership changes hands. Congratulations, your home is sold!

Seller's Quick Checklist:

- Hire a REALTOR®
- Price the home correctly
- Prepare and stage the property
- Complete disclosures
- Photos are taken
- List on MLS
- Begin showings
- Accept an offer
- Complete inspections and appraisal
- Finalize closing paperwork
- Move out
- Celebrate your successful sale

For questions about listing a property for sale, contact:



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