THE HIDALGO REAL ESTATE GROUP

with EveryPlace

ARIZONA / OCTOBER 2026

Your next chapter.

THE SELLER GUIDE

A considered approach to selling your Arizona home.

WHY REBECCA

Experience. In your corner.

Rebecca Rei Hidalgo

Arizona Associate Broker
Hidalgo Real Estate Group at EveryPlace

More than three decades in Arizona housing, with experience in resale, relocation, new-home sales and brokerage leadership.

Builder-side experience helps her look beyond the model home. Local market knowledge helps put the property, the contract and your next move in context.

A BROADER PERSPECTIVE

Rebecca has appeared on HGTV's House Hunters and hosts Rooted in Gratitude. Her real estate work starts with your priorities and the questions that make a decision clearer.

Meet Rebecca / Media & Press

"They were professional, knowledgeable, accessible, and supportive."

Dette1441 / August 20, 2024
Zillow review via FastExpert.

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Start with the roadmap on page 3. Keep your own notes on the planning worksheets.

THE PATH

One move.
A clear sequence.

The order may overlap. Your signed agreements set the actual dates and responsibilities.

01

Set the destination

Define timing, proceeds goals and what comes after the sale.

02

Read the market

Review property-specific evidence and agree on a pricing strategy.

03

Prepare with purpose

Prioritize condition, presentation and the records buyers will need.

04

Launch & learn

Confirm the marketing plan, showing logistics and review checkpoints.

05

Evaluate & negotiate

Compare the full offer, then manage inspections and other contingencies.

06

Close & move forward

Confirm payoff figures, closing requirements and the possession handoff.

YOUR BRIEF

What would a good sale make possible?

Start with the outcome you need. Then build the schedule and decisions around it.

IDEAL CLOSING DATE / FLEXIBILITY

WHERE YOU PLAN TO GO NEXT

PROCEEDS GOAL / OBLIGATIONS TO CONFIRM

PREPARATION BUDGET / AVAILABLE TIME

SHOWING NEEDS / PETS / ACCESS CONSIDERATIONS

THE BIGGEST QUESTION TO SOLVE FIRST

If another purchase depends on this sale, tell your agent and lender early. Plan for the possibility that the two closings will not happen on the same day.

PRICING

Start with evidence. Stay responsive.

A pricing conversation should connect your home's condition and location to what buyers can choose today.

The comparison set

Ask for recent comparable sales, competing active listings and relevant pending activity. Discuss differences in condition, lot, layout, improvements and location rather than relying on a simple price-per-square-foot average.

The opening position

Agree on a list price and the reasoning behind it. Online estimates can be a reference point, but they do not replace a property-specific analysis. An asking price is a strategy; it is not a promised outcome.

The review point

Set a date to review buyer feedback, showing activity, competing inventory and any offers. Decide what evidence would lead you to change presentation, access or price.

ASK FOR A DATED MARKET SNAPSHOT

Request a fresh analysis when you are ready to list. This guide intentionally avoids fixed rates, appreciation forecasts and statistics that can go stale.

PREPARATION

Make the home easy to understand.

Choose work that improves presentation or resolves a real concern. Get estimates before committing to major projects.

01

Repair & document

Identify known maintenance issues. Gather receipts, warranties, permits and useful records for work already completed.

02

Edit & clean

Reduce clutter, clear surfaces and organize storage. Clean windows and high-touch areas; address odors at their source.

03

Light & photograph

Check bulbs, open appropriate window coverings and simplify visual distractions. Plan the property’s appearance for photography and showings.

04

Welcome & secure

Tidy the entry and outdoor areas. Secure valuables, medications and sensitive documents; make a practical plan for pets.

SPEND WITH A REASON

Ask which tasks are necessary, which are optional and which may not earn back their cost. There is no universal renovation return.

THE LAUNCH

A clear story.
A considered launch.

Your marketing plan

Confirm the services selected for your listing: photography, floor plan, 3D tour, video, digital and print marketing, and open houses. Agree on the deliverables, costs, owners and launch dates. Every service is not included with every listing.

Feedback & follow-up

Review the property facts, included items and public materials with Rebecca. Agree on showing access, how buyer feedback will be collected, when you receive reports and when you will review activity, presentation or price together.

Presentation can help buyers understand a property. Marketing reach, sale price and time on market are not guaranteed.

Good records answer real questions.

Start gathering information before the listing goes live so the transaction is easier to manage.

Disclose what you know

Arizona's seller disclosure advisory explains that sellers must disclose material facts, even if the buyer does not ask. Discuss known issues with your agent and seek legal advice when needed. A sale described as "as is" does not remove that duty.

Create a property file

Collect available repair records, warranties, insurance-claim information, permits, association documents, equipment details and any leases or service agreements. Answer accurately; distinguish what you know from what needs verification.

Flag special arrangements

Identify solar financing or leases, leased equipment, tenant rights, shared access, well or septic systems, and work completed without records. Ask your team which documents and specialists are needed.

USE THE CURRENT FORMS

Ask your agent for the documents appropriate to this property and transaction. The live Arizona REALTORS® form index is linked on page 15.

Source: Arizona REALTORS® Residential Seller Disclosure Advisory.

OFFER COMPARISON

Compare the whole offer, side by side.

Use net proceeds, certainty, timing and obligations together. The largest headline price may not be the best fit.

TERMS TO REVIEW	OFFER A	OFFER B
Price		
Financing / down payment		
Earnest money		
Requested credits / costs		
Inspection terms		
Appraisal / loan terms		
Sale contingency		
Closing / possession		

Review requested compensation and concessions as written. Compensation is negotiable. Ask Rebecca and escrow for an updated estimated net sheet.

Accept, reject or counter: Review the offer and response deadline with Rebecca. Accept the terms as written, decline, or propose changed terms in a written counteroffer. A counteroffer is not an accepted deal. Once fully accepted, confirm the contract calendar and next steps on page 10.

UNDER CONTRACT

Keep decisions tied to the contract.

A signed offer begins a new set of deadlines. Know what is due, who owns it and how changes must be documented.

01

After acceptance

Send signed documents to the closing team. Confirm escrow, deposit tracking and deadlines. Rebecca coordinates next steps; you provide records and agreed access.

02

Inspection decisions

Review findings and requests with Rebecca. Consider agreeing to repairs or credits, negotiating a different solution, or declining a request where permitted. The contract governs obligations and response deadlines.

03

Appraisal decisions

If value is below price, Rebecca and the lender review the issue. Discuss price changes, buyer funds or permitted review options. Financing and cancellation rights depend on the signed contract.

04

Keep the agreement current

Put changes in signed writing. Track agreed work, repair receipts, title questions and closing conditions. Confirm who owns each task and when it is due.

WHEN SOMETHING CHANGES

Ask: What does the contract require? What are our options? What is the deadline? Is a written amendment or specialist advice needed?

THE NUMBERS

What might you take with you?

Build an estimated net sheet with your agent and title or escrow contact. Replace assumptions with written quotes and payoff statements.

EXPECTED SALE PRICE

LESS: MORTGAGE / LIEN PAYOFFS

LESS: NEGOTIATED BROKERAGE COMPENSATION

LESS: SELLER CREDITS / CONCESSIONS

LESS: TITLE, ESCROW, TAXES, HOA & OTHER CHARGES

LESS: AGREED REPAIRS / OTHER OBLIGATIONS

ESTIMATED PROCEEDS BEFORE OTHER PERSONAL OBLIGATIONS

This worksheet does not calculate automatically. Actual proceeds depend on final payoffs, prorations, fees and signed terms. Ask a tax professional about your personal tax position.

Two moves. One coordinated plan.

Before committing to the next home, map the financial and timing dependencies of both transactions.

If you sell first

Discuss where you will live between homes, how you will store belongings and when sale proceeds will be available. Include temporary housing and a second move in your budget if needed.

If you buy first

Ask your lender whether you qualify while still owning the current home. Compare carrying costs and the consequences of a longer sale period. Do not assume future proceeds are available before closing.

If the closings are linked

Talk through sale contingencies, possession timing and a fallback plan. Any post-closing occupancy needs a written agreement that addresses timing, costs, responsibilities and insurance.

PLAN FOR A DELAY

Which closing depends on the other? Who needs funds first? Where will you stay if a date moves? Who needs to be notified immediately?

CLOSING WEEK

Finish with the details in order.

Coordinate the final sequence with your agent and title or escrow team.

- ☐ Confirm identity, signing requirements and any remote-signing arrangements.
- ☐ Review the settlement statement, payoffs, credits and prorations. Ask about discrepancies.
- ☐ Complete agreed work and provide the documentation required by the contract.
- ☐ Coordinate the buyer’s walkthrough and confirm the condition required at handoff.
- ☐ Verify how proceeds will be delivered through a trusted, independently established contact.
- ☐ Confirm recording, closing completion and the exact possession arrangement before releasing access.

PAYMENT INSTRUCTIONS DESERVE A PHONE CALL

Treat unexpected changes as a reason to stop and verify. Use a trusted number already on file, not one supplied in a new payment message.

Closing-funds security: CFPB resources, page 15.

THE HANDOFF

Leave it ready for the next chapter.

Schedule these tasks around the possession terms in your signed agreement.

- ☐ Arrange movers, access and any association reservations.
- ☐ Coordinate utility transfers around confirmed recording and contractual possession; keep required service active.
- ☐ Coordinate insurance changes with your provider around recording, possession and any occupancy agreement.
- ☐ Remove belongings and complete the agreed cleaning and property condition.
- ☐ Collect house and mailbox keys, remotes, access details and equipment manuals.
- ☐ Transfer or remove connected-home accounts and personal data as appropriate.
- ☐ Provide agreed warranties, repair receipts and service information; keep copies.
- ☐ Keep a secure copy of closing records and update your mailing address.

MY FINAL TASK BEFORE POSSESSION CHANGES

KEEP THIS HANDY

Good information. Straight from the source.

Use these live resources alongside the current documents supplied for your transaction.

Arizona resale forms & disclosures

Arizona REALTORS® • Current resale forms, SPDS and HOA addenda.

Seller property disclosure (SPDS)

Arizona REALTORS® • Seller disclosure forms and explanations.

HOA addendum & resale documents

Arizona REALTORS® • HOA form overview and common requirements.

Agency & seller compensation

Arizona REALTORS® • Agency disclosure and compensation forms.

Offers, inspections & responses

Arizona REALTORS® • Contract, BINSR and negotiation guidance.

Seller fraud & deed protection

Arizona REALTORS® • Seller impersonation and deed-fraud alerts.

Revised October 15, 2026. Educational planning guide; not a contract, lending commitment or legal or tax advice. Property details, fees, financing and market conditions must be verified for your situation. Signed agreements govern. Ask the appropriate licensed professional when a question falls outside real estate representation.

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with EveryPlace

Make room for what's next.

A good next step starts with a conversation.

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START YOUR CONVERSATION

Arizona real estate. Your priorities first.