VYLLA HOME

Arkansas Home Seller Guide

Information and tips for your next move

A practical guide to preparing, pricing and selling your Arkansas home. Begin with the result you need, understand your likely net proceeds and use market feedback to make decisions. The strongest plan connects presentation, price and contract execution.



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Prepared October 2026. Educational guidance; your signed agreements and property specific professional advice govern your transaction.

Build a sale plan and realistic net estimate

Set the objective

Decide your desired move window, financial priorities and any need to coordinate a purchase. Explain constraints early, including tenants, inherited ownership, divorce, trusts or mortgage distress. These may affect signing authority, title, showing access and timing.

Clarify representation and compensation

Review the listing agreement, services, duration, cancellation provisions and negotiated compensation. Arkansas requires disclosure of whom the agent represents. Discuss any proposed dual representation and understand the written terms before consenting.

Price using current evidence

Review recent comparable sales, pending activity where available and competing listings. Adjust your thinking for condition, size, location and features. An online estimate is a starting point, not a substitute for property specific analysis. Plan how and when pricing will be reviewed.

Calculate estimated proceeds

Subtract loan payoffs, selling expenses, negotiated compensation, possible concessions, repairs, prorations and moving costs from an estimated sale price. Get current payoff information. Ask a tax professional about your situation; do not treat the net estimate as tax advice or guaranteed proceeds.

Seller planning worksheet

Desired move date _____ Target list date _____
Estimated price $_____ Mortgage payoff $_____
Estimated selling costs $_____ Moving costs $_____
Estimated cash before taxes $_____
Important timing or ownership issue _____

Prepare the home and information

Prioritize repairs

Address active leaks, safety concerns and deferred maintenance. Obtain estimates for issues likely to affect buyers or financing. Ask Joyce before investing in extensive renovations; the goal is a sensible presentation budget, not a promise that every dollar spent will return.

Make the home easy to see

Clean thoroughly, reduce clutter, improve lighting and give each room a clear purpose. Maintain the entry and yard. Secure pets for showings and remove valuables, medication and personal paperwork. Avoid concealing a defect with temporary cosmetic work.

Assemble records

Collect surveys, repair invoices, warranties, equipment ages, association information and utility details when available. Tell your agent about known condition issues and answer disclosure questions accurately. Ask your agent or attorney which disclosures and documents apply; do not guess when information is unknown.

Resolve special property questions

Confirm what fixtures and personal property will stay. Identify leased equipment, solar obligations or other agreements. For rural homes, gather well, septic and access information. Ask the title professional to flag ownership, lien or boundary issues early.

Ready for marketing checklist

[ ] Preparation budget and priorities agreed.
[ ] Property facts and included items verified.
[ ] Required disclosures reviewed.
[ ] Photos scheduled after cleaning and preparation.
[ ] Showing instructions and pet plan established.

Market strategically and compare offers

Agree on the marketing plan

Discuss photography, listing accuracy, launch timing and how buyers will access the home. Ask how inquiries and showings will be handled and how often you will receive updates. Avoid exaggerated claims about measurements, schools, condition or future value.

Read feedback in context

Review showings, qualified interest, buyer comments and competing inventory together. Repeated concerns may point to price, condition or access. Agree on a review date and respond to evidence instead of repeatedly waiting without a decision.

Compare the entire offer

Consider price, likely net proceeds, financing, proof of funds, contingencies, earnest money provisions, requested concessions and closing or possession dates. Compensation and concessions should be understood in the written terms. The highest price is not always the offer most likely to close.

Negotiate with a clear objective

Decide what you can accept before responding. Use written counteroffers and track expiration times. Review inspection, appraisal and financing protections carefully. Ask what happens if a buyer cannot perform and how deposits are handled under the contract.

Offer comparison notes

Offer price $_____ Estimated net $_____
Financing _____ Contingencies _____
Concessions $_____ Closing date _____
Possession _____ Main execution risk _____

Manage the contract and closing

Track the deadlines

Create a calendar for deposits, inspections, repair negotiations, financing, appraisal, title work and closing. The signed contract controls the actual dates and remedies. Do not substitute a standard timeline for the terms you accepted.

Respond to inspection and appraisal issues

Review requests with your agent and obtain professional estimates when useful. Put agreed repairs or credits in writing and retain receipts. A low appraisal may require negotiation or other action depending on the contract and loan; do not assume the buyer must make up the difference.

Prepare the transfer

Confirm the final settlement statement, payoffs and proceeds instructions. Keep insurance and utilities coordinated with possession. Remove belongings as agreed and leave included items, keys, codes and manuals. Document any post closing occupancy in a written agreement with appropriate advice.

Protect closing proceeds

Confirm payment instructions using a trusted closing professional and a previously verified number. Be suspicious of sudden email or text changes. If you suspect a fraudulent transfer, contact the bank immediately. Retain the closing statement and tax related records.

Final seller checklist

[ ] Agreed work completed and documented.
[ ] Moving and possession dates confirmed.
[ ] Settlement figures and payoff details reviewed.
[ ] Keys, remotes and manuals ready.
[ ] Utilities, insurance and address changes arranged.

Your next steps with Joyce

Vylla Home

Bring your questions, priorities and timing. We can discuss the property, the choices in front of you and the next practical step.

Call 501-804-5287
Visit AskJoyceBaugh.com

Conversation planner

My main goal _____

My preferred timing _____

My biggest question _____

Documents I need to gather _____

My first action and target date _____

Sources and further reading

Arkansas Real Estate Commission | Agent Representation
https://arec.arkansas.gov/resources/agent-representation/

Consumer Financial Protection Bureau | Beware of mortgage closing scams
https://www.consumerfinance.gov/owning-a-home/beware-mortgage-closing-scams/

Official resources reviewed October 2026. Procedures and requirements can change. Verify current information with the relevant agency, lender, servicer or qualified professional.