NO. 01 · THE SELLER'S EDITION · 2026

NORTH CAROLINA

Haus of Sanctuary



THE GUIDE

Selling, *in order*

Eight steps from the price to the closing table. What you decide; what I handle.

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THE SELLER'S GUIDE · 2026

Selling in Charlotte, *in order.*

How we price your home, prepare it, market it and negotiate it, and what happens between the signed contract and the closing table. North Carolina has a due diligence period in every sale, and knowing how it works is how you protect the price you agreed.

01 At a glance: every step, one calendar

02 Step by step: what you do, what I handle

03 Checklists

04 Questions people ask

05 What stays with the house

06 One conversation, and the sources

THE SHORT ANSWER

A sale here runs in eight steps, and the price is set in the first one. I price from the homes that sold near you, the ones for sale now and the ones that did not sell, then adjust for your home's condition and how fast homes are moving.

After that, the work is **preparation, exposure and negotiation**. Every offer comes with a due diligence fee and period, so we compare offers on their terms as well as their price, and I manage the buyer's inspections, appraisal and deadlines through to the attorney closing.

8 steps, *one calendar.*

1

BEFORE WE LIST

Set the right price

I prepare a comparative market analysis: the homes that recently sold near you, the ones for sale now, and the listings that did not sell.

2

1 TO 3 WEEKS BEFORE LISTING

Prepare the home

Buyers decide in the first rooms they see.

3

BEFORE SHOWINGS START

The disclosures

North Carolina requires sellers of most homes to give buyers the Residential Property and Owners' Association Disclosure Statement and the Mineral and Oil and Gas Rights Mandatory Disclosure Statement.

4

LAUNCH WEEK

Market the home

Professional photography and video, the listing on the MLS and the major home-search sites, the sign, and my own channels: The Charlotte Letter and my social media.

5

WHILE LISTED

Showings and feedback

Buyers tour, and I report what they said, how many came and what the market is doing, so we can adjust quickly if we need to.

6

WHEN OFFERS ARRIVE

Compare the offers

Each offer has five terms that matter: the price, the due diligence fee, the earnest money, the length of the due diligence period and the settlement date, plus whether the buyer must sell a home first.

7

UNDER CONTRACT

The buyer's due diligence

The due diligence fee is yours.

8

SETTLEMENT DATE

Closing

An attorney runs the closing.



"The price is set in the first conversation. Everything after it is how we protect it."

What you do, *what I handle.*

01 BEFORE WE LIST
Set the right price

I prepare a comparative market analysis: the homes that recently sold near you, the ones for sale now, and the listings that did not sell. Then we adjust for your home's upgrades and condition and for how quickly homes are selling. Overpricing costs time; underpricing leaves money on the table.

YOU SEND AND SIGN

- Tell me about upgrades, repairs and what you love about the home
- Share your timing and your next move

I HANDLE

- Prepare the market analysis and walk you through it
- Recommend a price and a pricing strategy

02 1 TO 3 WEEKS BEFORE LISTING
Prepare the home

Buyers decide in the first rooms they see. Declutter and depersonalize, clean deeply, soften bold paint to light neutrals, open every curtain, and make the front walk and entry inviting. Put the effort where buyers look hardest: the living room, the kitchen and the primary bedroom.

YOU SEND AND SIGN

- Declutter, clean and make small repairs
- Decide on any pre-listing repairs with me

I HANDLE

- Walk the home with you room by room
- Recommend stagers, cleaners, painters and handymen
- Schedule photography once the home is ready

03 BEFORE SHOWINGS START
The disclosures

North Carolina requires sellers of most homes to give buyers the Residential Property and Owners' Association Disclosure Statement and the Mineral and Oil and Gas Rights Mandatory Disclosure Statement. We also agree what stays with the house, appliance by appliance, on the property checklist in this guide.

YOU SEND AND SIGN

- Complete the disclosure statements
- Fill in the property checklist

I HANDLE

- Explain each form
- Gather HOA documents, surveys and warranties for buyers

04 LAUNCH WEEK
Market the home

Professional photography and video, the listing on the MLS and the major home-search sites, the sign, and my own channels: The Charlotte Letter and my social media. Every price change or open house updates everywhere at once.

YOU SEND AND SIGN

- Keep the home show-ready
- Plan where you will be during showings

I HANDLE

- Write the listing and produce the photos and video
- Launch everywhere on one day
- Share the home with my audience and the agents I know

05 WHILE LISTED
Showings and feedback

Buyers tour, and I report what they said, how many came and what the market is doing, so we can adjust quickly if we need to.

YOU SEND AND SIGN

- Leave for showings and keep the home ready
- Tell me what you notice

I HANDLE

- Schedule and confirm showings
- Collect and share feedback
- Review the numbers with you every week

06 WHEN OFFERS ARRIVE
Compare the offers

Each offer has five terms that matter: the price, the due diligence fee, the earnest money, the length of the due diligence period and the settlement date, plus whether the buyer must sell a home first. The highest price is not always the strongest offer.

YOU SEND AND SIGN

- Decide with me which offer to accept or counter

I HANDLE

- Lay the offers side by side, terms and price
- Verify each buyer's financing
- Negotiate counteroffers

07

UNDER CONTRACT

The buyer's due diligence

The due diligence fee is yours. During the period the buyer inspects, appraises and may ask for repairs; you are not required to make them. You give reasonable access for inspections and the final walk-through. If the buyer ends the contract within the period, their earnest money is returned to them.

YOU SEND AND SIGN

- Allow access for inspections and the appraisal
- Decide on any repair request with me

I HANDLE

- Negotiate the repair request
- Meet the appraiser with the sales that support the price
- Keep every deadline on one calendar

08

SETTLEMENT DATE

Closing

An attorney runs the closing. Your attorney's settlement statement lists every charge and your net proceeds. You sign the deed, the loan is paid off, and the keys go to the buyer once the deed is recorded.

YOU SEND AND SIGN

- Review the settlement statement
- Sign the deed (your attorney can tell you whether you can sign ahead)
- Hand over keys, codes and remotes

I HANDLE

- Coordinate with the attorneys, lender and buyer's agent
- Confirm the walk-through and possession
- Make sure nothing is left open





03 · CHECKLISTS

Tick it off, *in order.*

Before photography

8 CHECKS

- ○ Counters and shelves cleared
- ○ Personal photos put away
- ○ Deep clean, windows included
- ○ Bold walls softened to light neutrals
- ○ Every bulb working and matching
- ○ Curtains and blinds open
- ○ Front walk, door and porch tidied; fresh flowers
- ○ Living room, kitchen and primary bedroom styled

Before every showing

6 CHECKS

- ○ Lights on, blinds open
- ○ Beds made, counters clear
- ○ Pets and pet items out
- ○ Valuables and medicines put away
- ○ Thermostat set comfortably
- ○ Leave 15 minutes early

Under contract

6 CHECKS

- ○ Disclosure statements delivered
- ○ Access given for inspections and appraisal
- ○ Repair request answered
- ○ Agreed repairs done with receipts
- ○ Utilities scheduled to transfer
- ○ Keys, codes and remotes gathered

The questions *people ask.*

How do you price my home?

From the homes that sold near you, the ones for sale now and the listings that did not sell, adjusted for your home's condition and upgrades and for how fast homes are moving. You see the comparison, not just the number.

Should I make repairs before listing?

Fix what a buyer's inspector would flag and what photographs badly; skip big renovations unless the numbers support them. We decide room by room on the walk-through.

What is the due diligence fee, and do I keep it?

A fee the buyer pays you directly for the right to investigate the home and end the contract during the due diligence period. It is generally yours to keep if the buyer ends the contract; if the sale closes, it is credited to the buyer.

Do I have to make the repairs a buyer asks for?

No. You can agree, offer a credit or a price change, or decline. We decide based on what the request is and what it would cost to lose the buyer.

What disclosures do I have to give?

For most homes, North Carolina requires the Residential Property and Owners' Association Disclosure Statement and the Mineral and Oil and Gas Rights Mandatory Disclosure Statement. I explain each form before you complete it.

Should I sell first or buy first?

It depends on your equity, your loan and how much risk you will carry. Read sell first, then buy, and we will plan the order together.



What stays with the house

Mark each item, and we attach it to the listing so buyers know before they offer.

Property address _____

ITEM	STAYS	GOES	N/A
Microwave	○	○	○
Refrigerator	○	○	○
Wine fridge	○	○	○
Washer	○	○	○
Dryer	○	○	○
Window treatments	○	○	○
Ceiling fans	○	○	○
Light fixtures	○	○	○
Gas logs	○	○	○
Fireplace screen	○	○	○
Security system	○	○	○
Surround sound	○	○	○

ITEM	STAYS	GOES	N/A
Wall-mounted TVs	○	○	○
TV mounts	○	○	○
Satellite dish	○	○	○
Outdoor furniture	○	○	○
Porch swing	○	○	○
Outdoor play set	○	○	○
Outbuilding or shed	○	○	○
Window A/C units	○	○	○
Outdoor grill	○	○	○
Outdoor refrigerator	○	○	○
Other	○	○	○
Other	○	○	○

SELLER · DATE _____ SELLER · DATE _____ RECEIVED · DATE _____





06 · ONE CONVERSATION

Start with *one conversation.*

> The price is set in the first conversation. Everything after it, the preparation, the exposure and the negotiation, is how we protect it.
>
> *Eri*

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Eridania M. Bonilla, NC Broker, REALTOR®. Better Homes and Gardens Real Estate Paracle. 25 years in brand and marketing, eight of them in New York commercial real estate; Charlotte, four years. One calendar with every date, shared with you; plain answers, the same day.

SOURCES

Offer to Purchase and Contract (Standard Form 2-T), jointly approved by NC REALTORS® and the North Carolina Bar Association. www.ncrealtors.org

NC REALTORS®, Risk Management Tools, "Due Diligence Period: Consumer Version" (paragraphs 1(j), 1(h) and 4, Form 2-T). www.ncrealtors.org

North Carolina Real Estate Commission: Residential Property and Owners' Association Disclosure Statement and Mineral and Oil and Gas Rights Mandatory Disclosure Statement (N.C.G.S. Chapter 47E). www.ncrec.gov

The NC REALTORS® consumer brochure on the due diligence period is published separately; ask me and I will send it to you.

This guide is general information about North Carolina practice, not legal advice; your contract and your attorney govern. Read October 2026.

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