

WITH SPENCER

Your Home Selling Timeline

A simple, no-pressure, step-by-step overview of
what's ahead

With Spencer | Elevate Realty, LLC
St. Louis Metro - West County - St. Charles County

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Step 1: Hire an Agent

Choosing the right agent to help you sell your home is the most important step to get started. Every decision you make will be affected by the advice your agent gives you.

Typical pace: this should be your first step!

Step 2: Prep & Strategy

This is when you and your agent decide on pricing, timing, and any updates or repairs that will help your home sell for the most money in the least time.

Typical pace: a few days to a couple weeks

Step 3: Professional Photos & Listing Launch

This is when your home is professionally photographed and goes live on the market, making that all-important first impression on buyers.

Typical pace: photos scheduled within days of prep being done

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Step 4: Showings & Open Houses

Buyers and their agents tour the home. The first two weeks typically see the most traffic and interest.

Typical pace: ongoing until an offer comes in

Step 5: Reviewing Offers

You and your agent evaluate offers on price, terms, financing strength, and timeline — not just the highest number.

Typical pace: offers often come in within the first 1–3 weeks

Step 6: Inspections

This is when the buyer's inspector examines your home, and you may need to negotiate repairs or credits based on their findings.

Typical pace: within the first couple weeks under contract

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Step 7: Loan & Appraisal

This is when the buyer's lender orders an appraisal to confirm your home's value supports the agreed-upon sale price.

Typical pace: loan commitment is usually met within a week before closing

Step 8: Title & Survey

This is when the title company digs into your property's history to clear up any liens or ownership issues before closing, and if the buyer chooses to order a survey, it may also confirm the property's boundaries.

Typical pace: title commitment is usually met within a week before closing

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Step 9: Final Walkthrough

This is when the buyer does a final check of the home before closing, so it's a good idea to make sure it's clean and any agreed-upon repairs are finished.

Typical pace: 1-4 days before closing

Step 10: Closing Day

Final paperwork is signed, funds are transferred, and keys change hands.

Typical pace: closing dates are set in your contract, commonly 30–45 days from acceptance

Every home sells on its own timeline — pricing, condition, and market conditions all shift the pace. This is a general timeline, not a guarantee.

LET'S TALK

Want a timeline built around your specific home?

**Call or text me at 314-947-3791 — happy
to walk through it with you directly.**

Spencer Argueta

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