



Illinois Home Seller's Guide 2025

MAGGIE POWER

Table of Contents

1. Welcome Letter
2. Meet Your Listing Agent
3. Understanding the Illinois Market
4. The Home Selling Journey: Step-by-Step
5. Preparing Your Home for Sale
6. Marketing Your Property Strategically
7. Navigating Offers & Negotiations
8. Inspection, Appraisal, and Due Diligence
9. Closing the Sale
10. Top FAQs from Illinois Sellers
11. Contact Information

Welcome Letter

Dear Homeowner,

Congratulations on deciding to take the next step in your real estate journey! Selling a home can seem overwhelming, but with the right guidance and strategy, it can be an exciting and rewarding experience.

This guide was created to walk you through every stage, provide transparency, and equip you to achieve the best results — maximizing your profit and minimizing stress.

I look forward to being your trusted partner.

Sincerely,

Maggie Power

Real Estate Agent at Harthside Realty

Midlothian, IL 60445

Meet Your Listing Agent

Maggie Power | Illinois Real Estate Specialist

Understanding the Illinois Market

Current Market Trends (2025):

- Median Sale Price: ~\$285,000
- Average Days on Market: 46
- Low inventory for homes between \$250K–\$350K
- Slight advantage for sellers, especially in suburban areas

Why It Matters:

Pricing, timing, and strategy directly impact how fast and for how much your home will sell.

The Home Selling Journey: Step-by-Step

1. Initial Consultation & Market Analysis

- ✓ Meet to discuss goals, timeframe, and needs
- ✓ Review Comparative Market Analysis (CMA) to determine a competitive price range
- ✓ Understand your bottom line after estimated closing costs

2. Sign a Listing Agreement

- ✓ Review listing terms, including commission, marketing plan, and listing duration
- ✓ Understand your rights and obligations under Illinois law

Tip: A professional listing agreement protects both you and your agent.

3. Prepare the Home for Market

- ✓ Repairs, staging, professional photography
- ✓ Pricing strategy finalized

4. Launch the Marketing Campaign

- ✓ MLS exposure, digital marketing, open houses, agent networking

5. Receive Offers & Negotiate

- ✓ Review offers based on price, terms, contingencies, and buyer qualification
- ✓ Negotiate repairs, timelines, and closing costs

6. Manage Inspections and Appraisal

- ✓ Navigate buyer's inspection requests
- ✓ Prepare for appraisal to confirm contract value

7. Closing and Moving

- ✓ Finalize paperwork
- ✓ Transfer keys and funds
- ✓ Celebrate your successful sale!

Preparing Your Home for Sale

Declutter and Depersonalize:

- Remove personal items (family photos, trophies)
- Minimize furniture to maximize perceived space
- Organize closets and cabinets

Minor Repairs That Pay Off:

- Patch walls, replace burnt-out bulbs, tighten loose handles
- Fresh coat of neutral paint

Professional Staging (Optional):

- Staged homes sell faster and for up to 5% more than non-staged homes

Photography and Virtual Tours:

- First impressions are online. Invest in professional photos and 3D tours.

Marketing Your Property Strategically

Multi-Channel Approach:

- MLS Listing with High-Quality Photos and Virtual Tours
- Featured on Zillow, Realtor.com, Redfin, and 100+ syndication partners
- Social Media Ads (targeted Facebook/Instagram ads)
- Google PPC Campaigns
- Email Marketing to Buyers' Agents

Open Houses & Private Tours:

- Hosted professionally to attract serious buyers

Navigating Offers & Negotiations

Offer Evaluation Checklist:

- Purchase price vs. list price
- Buyer pre-approval letter (proof of funds)
- Contingencies (inspection, financing, appraisal)
- Closing flexibility and timelines
- Requests for credits or repairs

Counteroffers:

- You can accept, reject, or counter any offer
- Common strategies: Request higher price, remove contingencies, shorten closing timelines

Pro Tip: The "highest" offer isn't always the best — consider overall terms and certainty of closing.

Inspection, Appraisal, and Due Diligence

1. Home Inspection

- ✓ Expect buyers to perform an inspection within the first 5–10 days.
- ✓ Be prepared for repair requests or credits.
- ✓ Option to "sell as-is" if priced accordingly.

2. Home Appraisal

- ✓ Required if buyer is financing
- ✓ Appraiser evaluates fair market value based on recent sales

If appraisal comes in low:

- Renegotiate
 - Lower price
 - Challenge the appraisal (rare but possible)
-

Closing the Sale

Final Steps:

- ✓ Clear any contingencies (title, inspection, financing)
- ✓ Schedule final move-out date
- ✓ Sign closing documents at the title company
- ✓ Transfer utilities and provide keys

Typical Seller Closing Costs:

- Real estate commissions (~5–6%)
- Title transfer taxes
- Attorney fees (optional but common in IL)
- Recording fees

Top FAQs from Illinois Sellers

Q: How long will it take to sell my house?

A: In Illinois, homes average 30–60 days on market, depending on pricing and condition.

Q: How much are closing costs for sellers?

A: Expect to pay about 6–8% of your home's sale price (commissions + fees).

Q: Do I need to fix everything before listing?

A: Not always. Focus on cosmetic repairs and critical systems. Your agent can advise what's necessary to sell quickly and profitably.

Contact Information

Maggie Power

Real Estate Agent at Harthside Realty

Midlothian, IL 60445

📞 708-830-3340

✉️ maggiempower911@gmail.com

🌐 <https://mpowerhousesales.com/>