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MCCORMICK RANCH / SCOTTSDALE

Seller’s guide

A practical guide to pricing, preparing, and marketing your Scottsdale home, then comparing offers through closing.



Mountain View Park · Photo by Curtis Hallatt

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Price and prepare

Choose a price using local evidence

Compare relevant closed sales, active competition, and pending listings where useful. Account for layout, condition, upgrades, location, and timing. Review an estimated net sheet alongside the proposed list price.

Decide what to do before photography

Start with cleaning, maintenance, decluttering, and lighting. Gather improvement records and discuss known issues and required disclosures. Review the cost and timing of larger projects before committing.

Agree on the listing terms

Broker fees and commissions are fully negotiable and are not set by law. Review your listing agreement for services, listing term, listing brokerage compensation, fees or expenses, and termination terms. Ask which marketing items are included and which would cost extra.

Consider a buyer-broker payment separately

You can choose whether to authorize an offer or agree to a requested payment. Review the amount and terms in writing. Offers of broker compensation are communicated outside the MLS. Buyer concessions, such as a credit toward eligible closing costs, are separate and subject to the contract and applicable loan rules.

Reference links

ARMLS | Buyer agreements and compensation

NAR | Offers of compensation

Present and launch the home

Build a plan around the property

Agree on photography, staging, floor plans, video, or aerial images as appropriate. Confirm where the listing will appear and whether additional advertising, signs, open houses, or agent outreach fit the plan. Discuss costs and permissions before work starts.

Describe what a buyer will actually see

Use accurate descriptions and confirm property details. If we use virtual staging or otherwise digitally alter listing media, follow applicable ARMLS disclosure requirements and show the property accurately.

Set up showings before launch

Agree on access hours, notice, pets, valuables, and any occupancy considerations. Secure documents and medications. Decide how you want to receive updates and what feedback we can reasonably collect.

Review the response

Look at showing activity, available comments, new competing listings, and offer activity. Use that evidence to decide whether to adjust price, presentation, or marketing.

Reference links

ARMLS | Digitally altered listing media

Compare offers and close

Look at net proceeds and risk together

Compare the price, proposed credits and compensation, financing, earnest money, contingencies, deadlines, and possession. An estimated net sheet shows how these choices could affect what you receive.

Track the signed terms

After acceptance, confirm deadlines for disclosures, inspections, responses, and agreed repairs. If the buyer is financing, an appraisal or lender condition can affect timing or terms. Discuss any change before agreeing in writing.

Confirm the handoff with escrow

Review the settlement statement and payoff information. Confirm signing, recording, possession, keys and remotes, and who handles utilities through the handoff. Verify any wiring or disbursement instructions directly with escrow using a known number.

Coordinate your next move

If you're buying another home, compare the timing and cash needs for both transactions. Plan a backup for moving, storage, or temporary housing if schedules shift.

Reference links

CFPB | Closing documents and wire safety

Your listing readiness checklist

Before the pricing conversation

[ ] Gather records for repairs, replacements, and improvements
[ ] Locate association documents and notices of dues or assessments
[ ] Note occupancy, ideal possession date, and any purchase plans

Before photos and showings

[ ] Clear counters, closets, patios, and walkways
[ ] Clean kitchens, baths, windows, and floors
[ ] Check lights, curb appeal, and pool or yard upkeep
[ ] Store valuables, private documents, and medications

Before accepting an offer

[ ] Review estimated proceeds for each offer
[ ] Compare financing, contingencies, credits, and timing
[ ] Confirm which fixtures and items are included

Talk through your next step

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Use your signed agreements to confirm services, terms, and deadlines for your transaction.