

2026

Nevada Seller's Guide

Everything You Need to Know to Sell Your Home for Top Dollar in
Henderson & Las Vegas

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SECTION 1

Why the 2026 Nevada Market Matters to Sellers

Greater Henderson and Las Vegas continue to attract buyers from California, the Pacific Northwest, and across the country — drawn by Nevada's zero state income tax, relative affordability, job growth, and quality of life. Understanding the current market puts you in a position of strength.

\$480K

Median Home Price Henderson 2026

28

Avg. Days on Market Greater LV Valley

Top 5

U.S. Cities for Net Migration

Key 2026 Market Conditions

- Inventory remains below the historical 6-month supply — meaning qualified sellers still hold leverage.
- Interest rates have stabilised, bringing sidelined buyers back to the market.
- New construction activity in Cadence, Summerlin West, and Henderson's southern corridor is adding competition — pricing and presentation matter more than ever.
- Cash buyers represent approximately 28% of Henderson transactions, particularly in the luxury and investor segments.
- Nevada's lack of state income tax continues to attract high-net-worth relocators from California.

The bottom line: a well-priced, well-presented home with aggressive marketing

sells faster and for more money — even in a normalising market.

SECTION 2

The Home-Selling Process: Step by Step

1

Initial Consultation

We meet (in person or virtually) to tour your home, discuss your goals, timeline, and net proceeds expectations. No obligation.

2

Comparative Market Analysis (CMA)

We prepare a detailed CMA using recent sales, active competition, and market trend data to determine your optimal listing price.

3

Listing Agreement

Once you're ready, we sign a listing agreement outlining our services, commission, and marketing plan.

4

Pre-Listing Preparation

Based on our home walk-through, we provide a punch list of repairs, staging tips, and improvements to maximise value.

5

Professional Photography & Marketing Launch

HDR photos, video walk-through, floor plan, and full MLS listing go live — syndicated to 200+ websites.

6

Showings & Open Houses

We coordinate all showings, gather feedback, and keep you informed on buyer interest and market response.

7

Offers & Negotiation

We present all offers, explain terms, and negotiate aggressively on price, contingencies, and closing timeline to maximise your net.

8

Under Contract

Buyer inspection period, appraisal, and loan approval. We manage every step and protect your interests throughout.

9

Closing

Sign final documents, transfer title, and receive your proceeds — typically within 30–45 days of going under contract.

SECTION 3

Pricing Your Home Right

Pricing is the single most important decision you will make as a seller. Overpriced homes sit on the market, accumulate days-on-market stigma, and ultimately sell for less than they would have at the right price from day one.

The Pricing Pyramid

Studies show that the highest buyer activity occurs in the first 7–14 days of a listing. Pricing within 2–3% of true market value generates the most showings, the most competition, and the best offers.

- **Priced at market:** attracts the widest pool of buyers, most likely to generate multiple offers.
- **Priced 5% above market:** 50% fewer showings, extended days-on-market.
- **Priced 10%+ above market:** minimal traffic, likely requires price reductions, signals desperation.
- **Price reductions rarely recover** the original opportunity — price right from day one.

What Goes Into Your CMA

- Recently sold comparable homes (last 90–180 days) within 0.5–1 mile radius
- Active competition — what buyers are comparing your home against right now
- Pending sales — the most current indicator of where the market is heading
- Price per square foot adjusted for lot size, upgrades, condition, and location
- Days-on-market trends and list-to-sale price ratios in your neighbourhood

Pro Tip from Michael Klinger: "We always tell our sellers: the market determines value — not what you paid, not what your neighbour thinks, not Zillow's Zestimate. Our job is to help you understand what today's buyers will actually pay, and position your home to attract the best of them."

SECTION 4

Preparing Your Home to Sell

Buyers decide within 8 seconds of entering a home whether they can see themselves living there. First impressions — online and in person — are everything. Our team walks every listing with a detailed pre-listing checklist.

High-Impact, Low-Cost Improvements

Deep clean + declutter

Hire a professional cleaning service. Remove personal photos, excess furniture, and all clutter. Buyers need to visualise their life there.

Fresh interior paint

Neutral tones (warm white, greige, light grey) appeal to the broadest range of buyers. One of the highest-ROI improvements.

Curb appeal

Power wash driveway, freshen mulch/rock, trim plants, clean windows. Buyers form their opinion before they walk through the door.

Lighting

Replace burnt bulbs, add lamps to dark corners, open blinds for showings. Bright homes feel larger and more welcoming.

Minor repairs

Fix leaky faucets, patch nail holes, lubricate squeaky doors. Deferred maintenance signals to buyers that bigger issues may exist.

Kitchen & bathrooms

Clean grout, re-caulk tubs and sinks, replace outdated hardware. These rooms sell homes.

Pre-Listing Checklist

- ✓ All light bulbs working and matching (warm white LED)
- ✓ All doors and windows opening/closing smoothly
- ✓ HVAC filters replaced, system serviced if overdue
- ✓ All personal items, medications, and valuables stored securely
- ✓ Pets secured or off-premises for showings
- ✓ Garage organised and swept
- ✓ Landscaping trimmed, rock/mulch freshened
- ✓ Front door cleaned or repainted
- ✓ Pool/spa clean and running (if applicable)

✓ All repairs from home inspection or walk-through completed

SECTION 5

Marketing Your Home: The NVDR Advantage

Over 97% of buyers begin their home search online. Professional marketing isn't optional — it's the difference between a mediocre offer and top dollar.

✓ **Professional HDR Photography**

Our photographer uses high-dynamic-range equipment and professional lighting. Listing photos are the #1 factor in whether a buyer requests a showing.

✓ **Cinematic Video Walk-Through**

A professionally edited video tour is distributed across YouTube, social media, and embedded in your MLS listing.

✓ **MLS + 200+ Website Syndication**

Your listing is distributed to Zillow, Realtor.com, Trulia, Redfin, Homes.com, and hundreds of additional portals within 24 hours of going live.

✓ **Targeted Facebook & Instagram Ads**

We run geo-targeted paid ad campaigns to reach buyers actively searching in Henderson and Las Vegas — including out-of-state relocators.

✓ **Google Search Ads**

Pay-per-click campaigns targeting buyers searching "homes for sale Henderson NV" and related terms.

✓ **Email Marketing to Buyer Database**

Your listing is emailed to our database of active buyers, investor clients, and agent network contacts.

✓ **Just Listed Postcards**

Direct mail to surrounding neighbours — many buyers come from neighbourhood referrals.

✓ **Open Houses**

Strategically timed open houses drive additional foot traffic and create a sense of urgency.

SECTION 6

Receiving & Negotiating Offers

An offer is just the beginning of the negotiation. Understanding the components of an offer — and knowing how to leverage them — is where experienced representation pays off.

What's in an Offer?

Purchase Price: The amount the buyer is offering. May be at, above, or below list price.

Earnest Money Deposit: Good-faith deposit (typically 1–3% of purchase price) held in escrow. Larger deposits signal stronger buyer commitment.

Down Payment & Loan Type: Cash offers close faster and have no appraisal risk. Conventional loans with 20%+ down are stronger than FHA/VA in competitive situations.

Contingencies: Inspection, appraisal, loan approval, and sale-of-current-home contingencies all affect risk and timeline. Fewer contingencies = stronger offer.

Closing Date: Flexible closing dates can be very valuable — especially if you need time to find your next home.

Personal Property: Buyers sometimes request appliances, window treatments, or other items. These have real monetary value.

Concessions: Closing cost credits requested by the buyer reduce your net proceeds — we factor these into every comparison.

"We never evaluate offers on price alone."

A higher offer with weak financing and multiple contingencies may net you less than a slightly lower all-cash offer. We do the math.

SECTION 7

Under Contract: What Happens Next

Once you accept an offer, the clock starts on a series of contract milestones. We manage every one of them on your behalf.

Days 1–3	Earnest money deposited. Escrow opened. Transaction timeline confirmed.
Days 1–10	Buyer's inspection period. Inspector examines home. Buyer may request repairs or credits.
Days 10–14	Negotiation of any inspection repair requests. We advise you on what's reasonable vs. what to decline.
Days 14–21	Appraisal ordered by buyer's lender. Our pricing strategy is designed to support the appraisal value.
Days 21–30	Loan underwriting and final approval. We stay in close contact with the buyer's lender.
Days 28–35	Final walk-through by buyer. Title search and title insurance issued.
Day 30–45	Closing day — sign documents, transfer title, receive funds.

SECTION 8

Closing Day: What to Expect

Closing typically takes 1–2 hours at the title company. You'll sign the deed, settlement statement, and any remaining documents. Funds are wired to your account the same day or next business day.

- Bring government-issued photo ID (passport or driver's licence)
- Review the Closing Disclosure (CD) 3 days before closing — we walk you through every line item
- Confirm wire instructions directly with the title company (never via email — wire fraud is common)
- Keys, garage door openers, HOA fobs, and mailbox keys are handed over at closing
- Utilities should be scheduled for transfer on the closing date

SECTION 9

Seller Costs & Net Proceeds Worksheet

Understanding your estimated net proceeds before you list is critical to your financial planning. Below is a typical seller cost breakdown. Your actual figures will be prepared in your personalized CMA.

ITEM	TYPICAL RANGE	YOUR ESTIMATE
Sale Price	—	\$ _____
Real Estate Commission	5–6% of sale price	(\$ _____)
Title & Escrow Fees	\$1,500–\$2,500	(\$ _____)
Transfer Tax (Clark County)	\$2.55 per \$500	(\$ _____)
HOA Transfer Fees	\$200–\$600 (if applicable)	(\$ _____)
Prorated Property Taxes	Based on closing date	(\$ _____)
Seller-Paid Closing Costs	0–3% (if negotiated)	(\$ _____)
Repair Credits / Concessions	Varies	(\$ _____)
Mortgage Payoff Balance	Call your lender	(\$ _____)
ESTIMATED NET PROCEEDS		\$ _____

Note: This worksheet is for estimation purposes. Your actual net proceeds will be detailed on the Closing Disclosure provided by the title company prior to closing.

SECTION 10

Frequently Asked Questions

Do I need to be home for showings?

No — in fact, buyers are more comfortable and spend more time in a home when the seller is not present. We use a Supra lockbox for secure, scheduled access.

What if I receive a low offer?

Every offer is an opportunity to negotiate. We never reject outright — we counter strategically to move the buyer toward your target number.

Can I sell if I'm upside down (owe more than the home is worth)?

Yes. We have been Short Sale Specialists since 2006 and have helped hundreds of Nevada homeowners navigate this situation while protecting their credit as much as possible.

How long will it take to sell?

In the current Henderson/Las Vegas market, well-priced homes are averaging 21–35 days to a ratified contract. Overpriced homes can sit 90+ days.

Should I make repairs before listing?

It depends on the repair and the market. We will walk your home with you and provide a specific recommendation based on cost vs. expected return.

What is a seller concession?

A concession is a credit you give the buyer at closing — typically to cover their closing costs. Concessions reduce your net proceeds but can make your home accessible to more buyers.

Do I need to disclose known issues?

Yes. Nevada requires sellers to disclose known material defects via the Seller's Real Property Disclosure Form. We guide you through every question.

SECTION 11

Why Choose Nevada Desert Realty

20+

Years Licensed in Nevada

500+

Homes Sold

Top 1%

Henderson REALTORS®

Locally Owned & Operated

We are not a franchise. Every decision is made with your best interests in mind — not a corporate quota.

Construction Expertise

Anna's home-builder background and Michael's IBEW electrical experience mean we identify issues others miss — protecting your transaction.

Short Sale Specialists Since 2006

If you're facing financial hardship, we have the experience and lender relationships to help navigate a short sale with dignity.

Full-Service Representation

From pre-listing prep through closing — and beyond — we are your partners, not just your agents.

Responsive Communication

You will always have direct access to Michael and Anna — not an assistant or a call centre.

Proven Marketing System

Our comprehensive marketing plan is designed to get maximum exposure and maximum price for your home.

SECTION 12

Next Steps

Ready to find out what your home is worth?

Call or text Michael: (702) 296-9736 | Anna: (702) 339-9653

Email: michael@HendersonNVProperty.com

Online: NevadaDesertRealty.com

Free Comparative Market Analysis — No Obligation — Respond Within 2 Hours