A GUIDE FOR SELLERS · CONNECTICUT

Selling a Home in Connecticut: The Steps and How Long It Takes

From the first conversation to the closing table

Most sales take two to four months from the first conversation to the closing table. Here's every step, what you do at each one, and how long it usually takes.

The short version

Plan on 1 to 4 weeks to get ready, a few weeks on the market when the price is right, and 30 to 60 days from accepted offer to closing. If you need to be moved by a certain date, start the conversation about three months ahead. That leaves room to prepare the house without rushing, and to line up your next home.

The steps

1 **Price it from real sales (week 1)**
We look at the homes that sold near you over the past year and narrow them to the ones a buyer would really compare with yours. I also check the town record and land records so nothing surprises us later.

2 **Sign the listing agreement**
We agree on the price, the timing and the marketing. You fill out the Property Condition Disclosure Report, since you know the house best.

3 **Prep and photos (1 to 4 weeks)**
Declutter, small repairs, a deep clean, then professional photos. Most of this is covered in my Getting Your Home Ready to Sell guide.

4 **Launch: Coming Soon or Active**
The listing goes live on SmartMLS and the portals, along with social media, an email to my database and postcards to your neighbors.

5 **Showings and offers (often 1 to 4 weeks)**
Well-priced homes in central Connecticut have been going under contract in about two weeks. You get feedback weekly, and I walk you through every offer, with a side-by-side comparison when there's more than one.

6 **Offer accepted**
The buyer's deposit goes to the escrow agent named in the contract, typically your attorney.

7 **Attorney review (about a week)**
Both attorneys finalize the contract. It's binding once both sides sign.

8

Home inspection (usually within 10 days)

The buyer inspects. Any requests for repairs or credits come to you through me, and we negotiate from there.

9

Appraisal and mortgage commitment (3 to 5 weeks)

The buyer’s lender appraises the home and works toward a written mortgage commitment by the date in the contract. That’s the date we watch most closely.

10

Title search

Your attorney clears anything on title, such as an old mortgage that was never formally released.

11

Final walkthrough (a day or two before closing)

The buyer walks the home. It should be empty, broom-clean, with any agreed repairs done.

12

Closing

You sign the deed, your mortgage is paid off, and you receive your proceeds. Your attorney handles the conveyance tax and the final settlement.

What speeds it up, and what slows it down

Speeds it up: pricing it right from day one, getting the house ready before photos, a flexible showing schedule, and having your paperwork (updates, permits, HOA documents) together early.

Slows it down: a price set from the wrong sales, a problem in the land records nobody caught, repairs that turn up at inspection, and a buyer’s financing that runs late. Most of these can be caught early, which is why I check the record before we list.

> Want to see what you’d walk away with? Try the seller net sheet at www.stanleymartone.com/tools, or ask me for a Home Value Report.

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General information about Connecticut practice, not legal, tax or financial advice. Every home and every transaction is different.