



SELLER'S GUIDE

A GUIDE TO SELLING YOUR HOME IN LAS VEGAS AND HENDERSON

What to know before you put up the "for sale" sign

LAS VEGAS · HENDERSON

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BEFORE WE START

I'm Luz Rodriguez. I've been selling homes in the Las Vegas valley since 2010, in Spanish and in English, and this guide is what I walk every client through before we settle on a list price together. It doesn't replace an attorney, an accountant, or a tax advisor. For those decisions, this guide will point you to them directly.

Nevada has no state income tax, but that doesn't mean selling your home has no tax implications. It does, and a tax advisor sorts those out, not me. Nevada also doesn't close with an attorney: an escrow and title company does. And since August 2024, how agent compensation gets negotiated changed, and this guide explains that without guessing at numbers.

If you'd rather talk this through in person than keep reading, my phone and email are at the end.

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STEP 1

CHOOSE YOUR AGENT

Who sells your home matters more than it looks like it should. It's not just a sign in the yard and waiting: it's setting the right price, preparing the home, putting it in front of the largest pool of qualified buyers, and negotiating once offers come in. Before you sign with anyone, it's worth asking:

- ◆ How many homes have they sold in my price range and my neighborhood?
- ◆ How do they charge, and what does that cover?
- ◆ Are they actually available, or is real estate a side job for them?

Once you decide who to work with, you sign a listing agreement. That contract gives the agent the right to sell your home, sets their compensation, and authorizes listing it on the MLS and the portals that pull from it. Read it in full before you sign, and ask about anything you don't understand. It's your home and your contract.

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STEP 2

RUN THE NUMBERS ON SELLING

This is where most of the myths live, so let's go straight to what changed and what didn't.

Commissions. Since the National Association of Realtors (NAR) settlement of August 2024, agent compensation is no longer published on the MLS or split automatically. You negotiate with your listing agent how much you pay them to sell your home. If you decide to offer compensation to the buyer's agent to make your listing more attractive, that's negotiated separately too, and it isn't required. If you decide to

offer it, your listing agent explains in writing how it gets documented under their brokerage's rules. There's no fixed percentage required by law, and no "automatic split between two agents." Every transaction is negotiated based on what you and your agent agree to in writing.

Transfer tax. Nevada charges a real property transfer tax (NRS 375.020 and NRS 375.023). In counties with more than 700,000 residents, including Clark County, the combined rate is \$2.55 per \$500 of the property's value. Who pays it is set by your purchase contract, and your escrow company shows it broken out on your closing estimate.

Capital gains. Nevada has no state income tax, but federal capital gains tax may apply depending on how long you lived in the home and how much you made on the sale. That's a conversation for your accountant, not your agent. Don't assume a number without talking to one.

Property tax. This gets prorated between buyer and seller based on the closing date: you pay your share of the year up to your closing day, and the escrow company calculates it.

Prep costs. Paint, a deep clean, or small repairs can help your home show better in photos and in person. Costs vary by home size and by who does the work, so get local quotes instead of relying on a generic number from the internet.

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STEP 3

FIND OUT WHAT YOUR HOME IS WORTH

The starting point is a comparative market analysis (CMA): a review of what sold recently in your area, with features similar to yours, plus what's active right now. I build it by walking your home in person, not with an automatic calculator that never set foot in it.

Some features move value more in Las Vegas and Henderson than in other markets, because of the desert climate:

- ◆ The condition and age of the air conditioning system
- ◆ Solar panels, and whether they're paid off or under a lease
- ◆ Pool condition and equipment, if the home has one
- ◆ Covered patios and shade in the yard
- ◆ Updated kitchens and bathrooms
- ◆ Location within the neighborhood and the assigned school zone (confirm this yourself directly with the district, not with an online ranking)

There's no short list that applies the same way to every home. What raises value in Summerlin might not matter in Henderson, and the other way around. That's why the CMA gets built house by house.

No agent, myself included, can promise you an exact sale price before the market answers with a real offer. What I can give you is a well-supported range and a strategy to get there.

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STEP 4

LIST YOUR HOME

Once we've set the price, your home goes on the Las Vegas REALTORS MLS, which is what feeds portals like Zillow and Realtor.com automatically. Before that happens:

Photography and description. Well-lit professional photos make a real difference, because most buyers start their search online before ever talking to an agent. The listing description summarizes your home without overselling it. Nothing a walkthrough will contradict.

Small fixes. You don't need to remodel. It does help to fix the leaky faucet, the door that doesn't latch right, and repaint any strongly colored wall to something neutral. It helps more buyers picture themselves living there.

Showing your home. With a sign, a lockbox for other agents to access, or scheduled appointments, depending on what you choose. Keep it clean and free of personal items while it's active. The easier it is to show on short notice, the more showings it gets.

Open house. Not required, but it helps generate interest and separates buyers who are seriously looking from those who are just curious. Before one, declutter, deep clean, tidy the yard, and put away valuables.

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STEP 5

EVALUATE OFFERS

Each offer that comes in brings a price, an expiration date, an earnest money deposit, a proposed closing date, the type of financing, and any contingencies the buyer wants to keep (inspection, appraisal, sale of their own home). The highest offer isn't always the best one if it comes with more conditions or a buyer without solid pre-approval.

If a buyer asks you to contribute toward their agent's compensation, that gets negotiated as part of the offer. It isn't an automatic deduction from your proceeds. You can accept, reject, or counter that too, just like the price.

You have three options with any offer:

- ◆ Accept it as written
- ◆ Reject it
- ◆ Counter it, adjusting price, timing, or terms

If you get multiple offers at once, you can ask interested buyers for their best and final before deciding. I lay out the pros and cons of each so the decision is yours, with everything on the table.

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STEP 6

AFTER YOU'RE UNDER CONTRACT

Inspection. If the buyer requests repairs after their inspection, we negotiate together what gets fixed, what gets credited in cash, and what stays as is.

Seller's Real Property Disclosure (SRPD). Under Nevada law, NRS 113.130, you must give the buyer this signed form at least 10 days before closing, disclosing what you know about the home's condition. If you discover something new after giving it but before closing, you must report it in writing as soon as practical. Leaving out a defect you knew about can make you liable for up to triple the cost to repair it, plus legal costs, under NRS 113.150.

HOA. If your home belongs to a homeowners association, you must provide the resale package required under NRS 116.4109, including dues, the association's rules, and its financial statements. Request it early. Some associations take several days to issue it.

Closing costs. There's no single percentage that applies to every sale. Your escrow company provides a settlement statement with every charge broken out. Review it ahead of time, not on signing day.

Closing. In Nevada, an attorney doesn't close the sale. The escrow and title company handles it: recording the new deed with the county, paying off your remaining mortgage, paying the agreed-upon closing costs, and delivering your proceeds. Keys change hands according to your contract, sometimes the day you sign, sometimes a few days later.

Keep your paperwork. The listing agreement, the SRPD, the purchase contract, and the final settlement statement are documents you'll want on hand at tax time. Ask your accountant what they need you to keep.

DOCUMENT CHECKLIST

- ☐ Valid photo ID
- ☐ Deed to the property or your current loan information
- ☐ Proof of property taxes paid to date
- ☐ Documentation of major improvements or remodels (including permits)
- ☐ Your HOA's rules and financial statements, if applicable
- ☐ Warranty information for appliances or the roof, if still active

GLOSSARY

ENGLISH	ESPAÑOL	WHAT IT MEANS
CMA	<i>CMA</i>	The analysis of comparable sold and active homes used to set your price.
Listing agreement	<i>Listing agreement</i>	The contract that gives your agent the right to sell your home.
Escrow	<i>Escrow</i>	The neutral account holding the funds and paperwork until closing.
Title company	<i>Compañía de título</i>	Confirms the property's title and handles closing in Nevada.
Contingency	<i>Contingencia</i>	A condition that lets the buyer walk away without losing their deposit if it's not met.
HOA	<i>HOA</i>	The homeowners association that manages shared areas and collects dues.
SRPD	<i>SRPD</i>	The form where you disclose your home's known condition.
HOA resale package	<i>Paquete de reventa</i>	The association documents required by law to be given to the buyer.
MLS	<i>MLS</i>	The database where agents list homes for sale.
Settlement statement	<i>Settlement statement</i>	The final breakdown of every charge and credit at closing.

SOURCES

- ◆ Nevada Real Estate Division — red.nv.gov
- ◆ NRS 113, Property condition disclosure — <https://www.leg.state.nv.us/nrs/nrs-113.html>
- ◆ NRS 116.4109, Resales of units (HOA resale package) — <https://www.leg.state.nv.us/nrs/nrs-116.html>
- ◆ NRS 375.020 and 375.023, real property transfer tax — <https://www.leg.state.nv.us/nrs/nrs-375.html>
- ◆ NAR August 2024 settlement — <https://www.nar.realtor/the-facts/nar-settlement-faqs>
- ◆ Las Vegas REALTORS (MLS) — <https://www.lasvegasrealtor.com/>
- ◆ Nevada Department of Taxation (state taxes) — tax.nv.gov



LET'S TALK

WHENEVER YOU'RE READY FOR THE NEXT STEP

Call, email, or send me a WhatsApp. I answer in English or in Spanish.

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