## Sell Your Home By Owner With Houzeo



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#### **About Houzeo**

Houzeo is a 100% online real estate marketplace. From listing to closing, Houzeo technology makes home selling and buying the easiest it has ever been. Users can list their homes for a flat fee, connect with local real estate pros, and find their dream home on Houzeo.com.

Founded in Manhattan, New York, with additional offices in Charlotte, North Carolina (US), and Mumbai, India, Houzeo is led by our founder, Amit Dhameja. With an Ivy League MBA and a background in finance, real estate, and tech, Mr. Dhameja spearheads this profitable startup.

#### The Houzeo Universe

Houzeo's product universe includes a wide range of products and services, including:

#### IntelliList Listing

List your home fast with the right paperwork based on your property's location!

#### **Houzeo Dream Homes**

Find your dream home, make offers, and begin your mortgage pre-approval journey.

#### **Home Worth Calculator**

Estimate your property's current market value for free

#### **Houzeo Showings**

Schedule and manage verified buyer and agent showings

#### **Houzeo Offers**

Manage, compare, and counter property offers. Request the highest and best offers in seconds.

#### Closing Costs Calculator

Estimate buyer and seller expenses for closing day with precision

#### Houzeo DigiTransact

Simplify your home sale with seamless tasks, milestones, and smart reminders.

#### Mortgage Calculator

Estimate monthly payments and view amortization schedules for free.

#### **Cost of Living Calculator**

Compare city or state expenses to make informed relocation decisions.



### THINGS TO REMEMBER

#### WHEN SELLING A HOUSE BY OWNER IN ARIZONA

1. Prepare your home for sale	
Declutter, clean, and stage the house	
<ul> <li>Make necessary repairs (paint, fixtures, curb appeal)</li> </ul>	
<ul> <li>Take high-quality photos and/or videos</li> </ul>	
2. Set a competitive price	
Research local market trends	
<ul> <li>Use a home worth calculator or get a CMA report</li> </ul>	
Hire an appraiser for an accurate valuation	
3. Gather legal documents	
Property deed	
Past utility bills and tax records	
Mortgage statement (if applicable)	
HOA documents (if applicable)	
• Property survey (if available)	
4. Create a listing	
<ul> <li>Choose a service to list your home (preferably on the local MLS)</li> </ul>	
<ul> <li>Write an appealing description of your home</li> </ul>	
<ul> <li>Add professionally-clicked photos of your house</li> </ul>	
<ul> <li>Include property details (sq ft, beds, baths, lot size, etc.)</li> </ul>	
5. Market the property	
Place a 'For Sale by Owner' sign in the yard	
Share on social media and community groups	
Print flyers and brochures	
Host open houses or private showings	



### THINGS TO REMEMBER

#### WHEN SELLING A HOUSE BY OWNER IN ARIZONA

6.	Handle inquiries and showing	
	Answer questions from buyers	
	Schedule and conduct home tours	
	<ul> <li>Keep records of all showings and offers</li> </ul>	
7.	Submit all disclosures	
	• Fill out the Arizona Residential Seller's Property Disclosure Statement (SPDS)	
	<ul> <li>Submit the lead-based paint disclosure form (for homes built before 1978)</li> </ul>	
	Comply with all local and HOA regulations	
	Submit the Radon Disclosure (if radon levels have been tested)	
	Mention Floodplain Disclosure (if applicable, based on FEMA flood maps)	
8.	Negotiate offers	
	Review offers carefully	
	• Be prepared to negotiate terms (price, closing date, contingencies)	
	<ul> <li>Accept the best offer in writing (Purchase and Sale Agreement)</li> </ul>	
9.	Hire a real estate attorney or title company	
	• Illinois law requires a real estate attorney to handle the closing process	
	• Ensure a title search is done, and the title is clear	
	Coordinate with the buyer's agent or representative	
0.	Close the sale	
	• Sign the closing documents	
	Transfer the ownership and keys	
	Settle all remaining fees (mortgage payoff, taxes, etc.)	



### REAL ESTATE CONTRACT

•	Purchase price and closing details	
	<ul> <li>Specify the purchase price and down payment</li> </ul>	
	Include the closing date	
	<ul> <li>Mention who pays closing costs (seller, buyer, or both)</li> </ul>	
	<ul> <li>Add necessary contingencies like inspection, financing, etc.</li> </ul>	
	Financial terms	
	<ul> <li>Indicate whether the buyer is paying with cash or financing</li> </ul>	
	• For mortgage purchases:	
	<ul> <li>Specify the loan type (FHA, VA, conventional)</li> </ul>	
	<ul> <li>State the earnest money deposit amount</li> </ul>	
	<ul> <li>Set a deadline for securing financing</li> </ul>	
	<ul> <li>Include a clause for the return of earnest money if financing fails</li> </ul>	
	• For cash transactions:	
	<ul> <li>Specify the minimum transfer amount</li> </ul>	
<b>B.</b>	Home inspection contingency	
	<ul> <li>Include a clause that addresses home inspection findings</li> </ul>	
	Set a deadline for the inspection and necessary repairs	
	Define dealbreakers that allow contract cancellation	
	Allow for price renegotiation for minor repair issues	
	Deed and title transfer	
	• Use a warranty deed for the title transfer	
	<ul> <li>Verify ownership with the county assessor's office</li> </ul>	
	• Determine the title structure for joint ownership (if applicable)	
	• Set a timeline for the deed/title transfer	



### REAL ESTATE CONTRACT

• Specify:			
<ul> <li>The title company handling the transfer</li> </ul>			
<ul> <li>Who pays for title insurance (buyer or seller)</li> </ul>			
5. Default provisions			
<ul> <li>Mention the consequences for:</li> </ul>			
Missed or late payments			
Breaches of contract			
Specify how breaches will be handled			
State the right to terminate the contract without penalty in case of a breach			
5. Seller disclosures			
• Fill out the Seller's Property Disclosure Statement			
<ul> <li>Attach the Lead-Based Paint Disclosure (if applicable)</li> </ul>			
• Provide HOA documents (if the property is part of a Homeowners Association)			



## WHAT TO DISCLOSE ON SELLER'S DISCLOSURE?

#### MATERIAL DEFECTS

1.	HVAC, electrical, and mechanical systems	
	• Report issues like leaks, malfunctions, etc.	
	• Confirm systems updates	
2.	Drainage and flooding	
	Disclose any past flood damage (include dates)	
	<ul> <li>Research insurance rate impacts in flood-prone areas</li> </ul>	
	<ul> <li>Consider local market trends when pricing the home</li> </ul>	
3.	Plumbing	
	Specify the source of potable water	
	<ul> <li>Mention issues with the water supply</li> </ul>	
	• List unused wells or tanks	
	<ul> <li>Report any issues with the sprinkler system</li> </ul>	
4.	Pools, hot tubs, and spas	
	• Confirm the presence of safety features like fences, alarms, and covers	
	• Ensure compliance with Arizona Pool Safety Regulations (for pools built after 2000)	
<b>5</b> .	Structure	
	Indicate roof age and past repairs	
	Report sagging, leaks, or missing shingles	
	<ul> <li>Report any history of water seepage, cracks, or flooding</li> </ul>	



## WHAT TO DISCLOSE ON SELLER'S DISCLOSURE?

#### CODE VIOLATIONS

1.	HOA-related disclosures	
	Disclose membership requirements	
	List any resale restrictions and lease rules	
2.	Zoning and code compliance	
	<ul> <li>Report any zoning violations, construction breaches, or code infractions</li> </ul>	
	Note any restrictions on additions	
	<ul> <li>Include unrecorded liens (if applicable)</li> </ul>	
	NVIRONMENTAL HAZARDS	
	Health and Safety Risks	
	Disclose any known hazards (lead-based paint, asbestos)	
	Mention any past environmental damage or repairs	
	• Report nearby protected areas (e.g., wetlands, floodplains, conservation areas)	
	Disclose soil settlement issues, if any (common in desert areas)	
2.	Infestations	
	Disclose any history of termites, pests, or related structural damage	
3.	Sinkholes	
	Report known sinkholes or areas prone to collapse	
	• Include past sinkhole-related insurance claims	

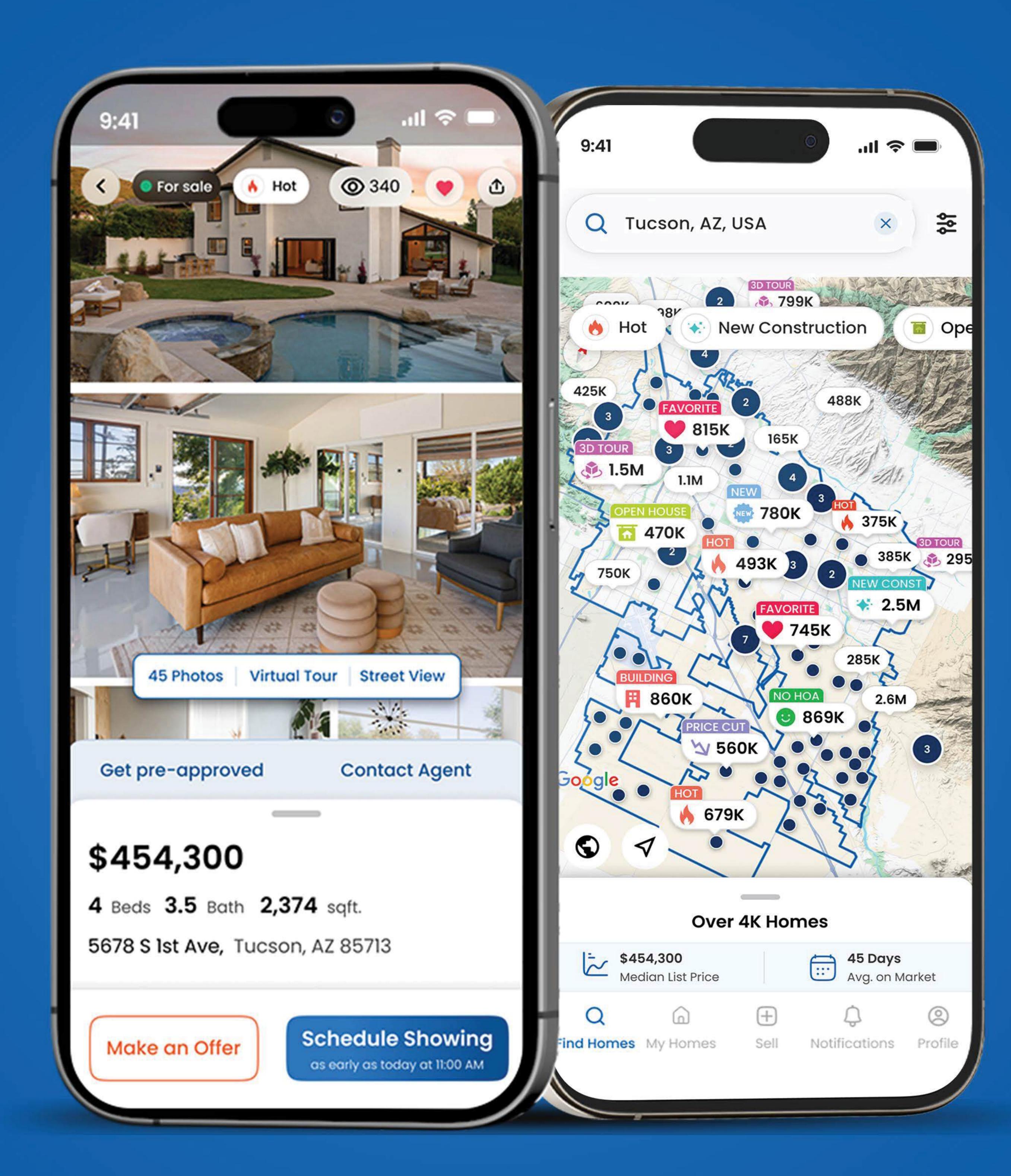


# WHAT TO DISCLOSE ON SELLER'S DISCLOSURE?

#### FEDERAL DISCLOSURE REQUIREMENTS

under a military flight path

Provide an EPA-approved lead hazard pamphlet
 Include the Lead Warning Statement in the sale contract
 Disclose known lead-based paint hazards for homes built before 1978
 Disclose whether the property is located near a military airport or





## Scan the QR to download the app

