# Selling Your Home on the Space Coast

*A Brevard County Seller's Guide -- from Wave Realty Brevard*

*Selling a home in Brevard County isn't like selling anywhere else. Beachside condos, mainland family homes, canal-front properties, and rocket-launch views all answer to different buyers. This guide walks you through the whole sale -- plain language, no pressure -- the way we'd explain it across the kitchen table.*

## 1. Start with what your home is actually worth

Online estimates are a starting point, not an answer -- they can't see your updates, your lot, or your view. What actually sets your price:

- Recent sales of similar homes in your specific community -- in Brevard, a few streets can change the number.
- Condition and big-ticket items buyers and insurers care about in Florida: roof age, HVAC, windows, and any storm protection.
- Your timing -- the right price depends on whether you want top dollar, a fast sale, or the cleanest move to your next home.

**Get a free, no-obligation home value from local agents who sell here every week: waverealtybrevard.com -- or call us at 321-576-5216 and we'll prepare a full comparative market analysis by hand.**

## 2. Prep that actually pays

You don't need a renovation. You need the short list buyers notice:

- Curb appeal: In Florida, first impressions are palm trees, clean driveways, and a front door that looks cared for. Mulch, pressure washing, and trimmed landscaping go a long way.
- Fix the obvious: Dripping faucets, sticking doors, burned-out bulbs, torn screens. Small defects make buyers wonder about big ones.
- Declutter and depersonalize: Buyers should picture their life in the home, not yours. Pack early -- you're moving anyway.
- Deep clean, including the garage and lanai -- outdoor living space is a selling feature on the Space Coast, so show it like one.
- Ask us before you spend: Some projects return their cost; many don't. We'll tell you honestly which ones matter for your price point before you spend a dollar.

## 3. How we market your home -- the Wave Listing Package

A listing doesn't sell itself. When you list with Wave Realty Brevard, your home gets:

- Professional presentation: photography that makes every room -- and that Space Coast light -- look its best.
- A video tour shared across our Facebook, Instagram, and YouTube audiences.
- Targeted social promotion to buyers actively looking in Brevard County.
- Full exposure on waverealtybrevard.com and the major home-search sites through the MLS.
- Local agent network: a 10-agent local team whose buyers hear about your home early.

## 4. Pricing: the most important decision you'll make

- Price it right at launch and you get the strongest interest in the first two weeks -- when buyer attention is highest.
- Price it high "to leave room" and the listing ages; aged listings invite low offers, not bidding wars.
- We'll show you the comparable sales, lay out two or three pricing strategies with the trade-offs of each, and let you choose. It's your home and your call -- our job is to make sure the decision is an informed one.

## 5. Showings and offers

- Keep the home show-ready during the first weeks: beds made, counters clear, lights on.
- We'll handle scheduling, feedback, and follow-up on every showing.
- When offers arrive, we'll compare them on more than price: financing strength, contingencies, closing timeline, and what each one really nets you after costs.

## 6. Contract to closing in Florida -- what to expect

1. Contract & escrow -- the signed contract opens escrow with the title company.
2. Inspection period -- the buyer inspects; we negotiate any repair requests with your goals in mind.
3. Appraisal -- if the buyer has a loan, their lender orders an appraisal; we provide the comparable sales supporting your price.
4. Title & closing prep -- our transaction coordinators keep every document and deadline on track.
5. Closing day -- signatures, funding, keys. Most Brevard sales close in roughly 30-45 days once under contract, depending on financing.

## 7. What it costs to sell

Every sale is different, but plan for these categories so there are no surprises:

- Brokerage compensation (agreed up front, in writing -- always negotiable)
- Title and closing fees
- Any agreed repairs or credits
- Your mortgage payoff and prorated taxes/insurance

Before you sign anything, we'll walk you through a net sheet showing what you'd walk away with at your

expected price.

## 8. Thinking about selling? Start here.

1. Get your number: free home valuation at waverealtybrevard.com
2. Get your prep list: we'll walk your home (or a video call) and give you the short, honest version.
3. Get your plan: pricing strategy, timing, and next steps -- no obligation.

**Wave Realty Brevard**

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*Local agents. Real answers. Homes sold across Brevard County -- Rockledge, Melbourne, Cocoa, Merritt Island, Palm Bay, Titusville, the beaches, and everywhere in between.*