



THE TROCHILIDAE GROUP  
YOUR NEST AWAITS

# Texas Seller Glossary

Clear terms. Better decisions. A quick guide for listing, negotiating, and closing.

**Sell with a clearer strategy, not guesswork.**

## Before You List

**CMA:** A pricing review of similar homes used to set a realistic strategy.

**Comparable:** A similar property used to estimate value and competition.

**List Price:** The price your home is offered at when it hits the market.

**Curb Appeal:** The outside presentation buyers notice first.

**Staging:** Preparing the home to show better through layout, lighting, and decluttering.

## On the Market

**MLS:** The agent database used to market homes and share listing details.

**DOM:** Days on market - how long the home has been listed.

**BOM:** Back on market - the listing returns to active status.

**Preview Appointment:** A showing by an agent before bringing a buyer.

**Disclosures:** Seller-provided information about the property and known issues.

## Offers & Negotiation

**Backup Offer:** A second offer kept in place if the first contract ends.

**Bidding War:** Multiple buyers competing for the same home.

**Earnest Money:** Good-faith funds deposited and held until closing under the contract.

**Contingency:** A condition that must be met for the deal to continue.

**Counteroffer:** A response that changes price or terms instead of accepting as written.

## Contract to Close

**As-Is:** The home is offered in its current condition.

**Under Contract:** An offer has been accepted and the contract period is underway.

**Escrow:** Money and documents are held by the title company during the transaction.

**Closing Costs:** Seller expenses tied to the sale, such as fees, commissions, and taxes.

**Closing Disclosure:** The final statement showing the money side of the transaction.