



NICOLE SPELLMAN GROUP

VETERAN-OWNED · EST. 2017

# LOUISIANA FOR-SALE-BY-OWNER KIT

A checklist for selling your own home in Louisiana. Work through it in order. Updated October 2026.

## 1. BEFORE YOU LIST

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- ☐ Confirm you can sell without a licensee. Louisiana exempts owners selling their own property from real estate licensing (La. R.S. 37:1438).
- ☐ Pull your mortgage payoff from your lender so you know your real net.
- ☐ Find your flood zone on the FEMA Flood Map Service Center ([msc.fema.gov](https://msc.fema.gov)) and locate any elevation certificate.
- ☐ Gather HOA documents, dues status and any resale certificate if you're in an association.
- ☐ Get a price from recent closed sales near you, not an online estimate. A free price opinion is at [nicolespellmangroup.com/sell/home-value/](https://nicolespellmangroup.com/sell/home-value/).

## 2. REQUIRED DISCLOSURES

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- ☐ Complete the Louisiana Property Disclosure Document and deliver it before the buyer signs an agreement to buy (La. R.S. 9:3196–3200). The form is on [lrec.gov](https://lrec.gov).
- ☐ Home built before 1978? Give the federal lead-based paint disclosure and pamphlet, and allow the buyer's inspection period (EPA, [epa.gov/lead](https://epa.gov/lead)).
- ☐ Use the current LREC Residential Agreement to Buy or Sell ([lrec.gov](https://lrec.gov), mandatory forms) for the contract.

## 3. GETTING IT SEEN

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- ☐ Clean, declutter and fix small items buyers' inspectors note first: roof, HVAC, water heater, leaks.
- ☐ Take bright, level photos of every room, the front, the back and the street.
- ☐ Write the facts: beds, baths, heated square footage (from your appraisal or survey), lot, year built, flood zone, updates with dates.
- ☐ Decide how you'll handle showings: who opens the door, ID check, and a sign-in.
- ☐ Decide in advance whether you'll pay any part of a buyer's agent's fee. After the 2024 NAR settlement, that's negotiated separately and isn't offered through the MLS ([nar.realtor/the-facts](https://nar.realtor/the-facts)).

## 4. OFFERS

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- ☐ Compare net, not price: price minus concessions, repairs and closing costs you agree to pay.
- ☐ Check the deposit amount, financing type, inspection period, appraisal terms and closing date on every offer.
- ☐ Ask for a lender pre-approval letter with any financed offer.
- ☐ Get every change in writing on the LREC forms.

## 5. UNDER CONTRACT TO CLOSING

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- ☐ Choose a title company or closing attorney and send them the signed agreement.
- ☐ Respond to the buyer's inspection requests in writing, within the deadline in the agreement.
- ☐ Keep the home in the same condition through the final walk-through.
- ☐ Expect property taxes to be prorated at closing. Louisiana property taxes are paid in arrears, due by December 31 (La. R.S. 47:2127).
- ☐ Bring ID and keys; cancel utilities and file homestead on your next home.

**Want a second set of eyes?** We'll review your price, disclosure and marketing plan for free, with no obligation to list. Call or text 225-438-9235 or visit [nicolespellmangroup.com/contact/](https://nicolespellmangroup.com/contact/).

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General information, not legal, tax or lending advice. Confirm requirements with a Louisiana real estate attorney or title company.  
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