

San Diego County Home Seller Checklist

From the first market report to the last box: what to do, in order.

Before you list

- ☐ Get a market report for your street and discuss pricing options.
- ☐ Plan your timeline, including your next home.
- ☐ Gather the permit history, HOA documents, warranties and repair receipts.
- ☐ Make a repair list and decide which fixes will matter to buyers.
- ☐ Declutter, clean and schedule professional photos.

Listing and showings

- ☐ Fill in the disclosures with care; they protect you as well as the buyer.
- ☐ Set showing hours and secure valuables.
- ☐ Weigh price, contingencies, timing and rent-back terms together.

Under contract

- ☐ Meet the contract deadlines for escrow and disclosures.
- ☐ Prepare for the buyer's inspection and respond to repair requests.
- ☐ Watch the appraisal and talk with your agent if it comes in low.
- ☐ Ask escrow for an estimate of what you will net.

Closing and moving

- ☐ Book movers, transfer or stop utilities and forward your mail.
- ☐ Leave keys, remotes and manuals, and clean the home.
- ☐ Keep the closing statement for your tax records and ask a CPA how the sale is treated.
- ☐ If you are buying next, ask the assessor whether you qualify to carry your property tax base to the new home.

Rudy Flores, Real Estate Strategist · Coldwell Banker West · (619) 392-6714 · CalDRE #02257808 · Responsible Broker CalDRE #01481919 · Equal Housing Opportunity

Preferred lender: Point Mortgage Corporation (NMLS #231073), (619) 475-4095. You are always free to choose any lender you like.

General information for orientation, prepared October 2026. It is not legal, tax or financial advice, and rules and forms change. Confirm details with your lender, the county, an attorney or tax professional and your agent.