

San Diego County Home Seller Checklist

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

Before you list

- ☐ Ask for a personal market report and talk through pricing.
- ☐ Plan your timeline, including your next home.
- ☐ Collect permits, association papers, warranties and receipts.
- ☐ Choose the repairs worth doing before you list.
- ☐ Declutter, clean and schedule professional photos.

Listing and showings

- ☐ Fill in the disclosures with care; they protect you as well as the buyer.
- ☐ Plan showing times and put away valuables and medications.
- ☐ Weigh price, contingencies, timing and rent-back terms together.

Under contract

- ☐ Meet the contract deadlines for escrow and disclosures.
- ☐ Expect an inspection and decide how you will respond to repair requests.
- ☐ Watch the appraisal and talk with your agent if it comes in low.
- ☐ Confirm your estimated net proceeds with the escrow officer.

Closing and moving

- ☐ Schedule the move, close out utilities and file a change of address.
- ☐ 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.

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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.