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Comprehensive Southern California Home Seller's Gude

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- Past ibility thils

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Marketing ideas

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- Ohline advertising
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- Open hoaers

Preparing Your Home

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- Stage the interior

Marketing Meas

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- Be flexible with showing times
- Sariate valuables and personal tneiks
- Pet arrangements

Understanding and Negotiating the Deal

Moving Tips

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- Transfer utililies and services

Comprehensive Southern California Home Seller's Guide

1. Required Documents for Selling Your Home

Gather essential documents such as property deed, mortgage statement, property tax receipts, HOA documents (if applicable), past utility bills, and any warranties or manuals for appliances.

2. Selecting a Pricing Strategy

Work with your real estate agent to review comparable sales in your area. Consider market conditions, property upgrades, and timing when selecting your listing price.

3. Marketing Your Home

High-quality photos, video tours, open houses, social media campaigns, and MLS listings are crucial. Your agent should help tailor a marketing plan that highlights your home's best features.

4. Preparing Your Home for Sale

Declutter, deep clean, depersonalize, and stage your home. Consider repainting walls in neutral colors and enhancing curb appeal with simple landscaping.

5. Conducting a Pre-Home Inspection

A pre-inspection can help identify any issues that could delay your sale. Addressing them upfront may lead to a smoother transaction and increased buyer confidence.

6. Tips for Living in Your Home While It's on the Market

Keep your home clean and ready for showings at any time. Have a plan for pets and be flexible with scheduling visits.

7. Understanding and Negotiating Offers

Review all offers with your agent, considering both price and terms. Be prepared for negotiations and counteroffers, and aim to reach a win-win deal.

8. Moving Out Smoothly

Plan your move early. Label boxes, hire movers in advance, and arrange utilities at your new location. Leave keys, garage openers, and appliance manuals for the new owner.

Title Insurance – Why It Matters

Title insurance protects your investment by ensuring that the title to the property is clear of any undisclosed claims or liens. It offers peace of mind by covering legal defense and compensation if issues arise after the sale.

Escrow – The Transaction Hub

Escrow is the neutral third-party process that holds funds, instructions, and documents until all conditions of the sale are met. The escrow officer coordinates communication, ensures contract fulfillment, and facilitates a secure closing.

Preliminary Title Report

This is an early report that discloses any existing liens, encumbrances, or conditions affecting title. Sellers and buyers should review this document to anticipate and resolve potential issues before closing.

Statement of Information

A form used to verify the identity of parties involved in a real estate transaction. It ensures accurate title clearance and helps prevent delays due to identity-related liens or errors.

Home Warranty Benefits

Offering a home warranty can boost buyer confidence, reduce post-sale disputes, and protect the seller from future repair liabilities. It's a smart option to enhance marketability.

Disclosure Requirements

California law mandates sellers disclose natural hazard zones and known defects. Ordering a disclosure report early helps streamline transactions and builds buyer trust.

Understanding Taxes in a Sale

Be aware of transfer taxes, potential capital gains, and required withholdings. Always consult a tax professional. Your escrow officer can help navigate filing requirements and exemptions.

Seller Disclosures in California

In California, sellers are legally required to disclose material facts and known issues that could affect the value or desirability of the property. Key disclosure forms include:

- Transfer Disclosure Statement (TDS): Outlines the condition of the property and appliances.
- Natural Hazard Disclosure (NHD): Discloses if the home is in an area prone to natural hazards such as flood, fire, or earthquakes.
- Lead-Based Paint Disclosure: Required for homes built before 1978.

- Seller Property Questionnaire (SPQ): Additional questions that expand on the TDS.

Failure to disclose can lead to legal consequences. It's best to be transparent to avoid future disputes.

Understanding Who Pays What in California Real Estate Transactions

Closing costs in California are generally split between the buyer and seller, though they can vary based on local custom and negotiations.

Typical SELLER-paid costs:
- Real estate agent commissions (typically 5%–6% total, split between listing and buyer's agents)
- Escrow fees (often split 50/50 with buyer)
- Owner's title insurance
- Transfer taxes (county and possibly city)
- Document preparation fees
- Termite inspection and clearance (if applicable)
- Home warranty (negotiable)
- Property tax prorations
- Recording fees for documents required to clear title

Typical BUYER-paid costs:
- Loan-related fees (origination, appraisal, credit report, underwriting)
- Buyer's title insurance (lender's policy)
- Recording fees for deed and mortgage
- Escrow fees (shared)
- Home inspection fees
- Homeowner's insurance premium
- Property tax prorations from date of close

Always consult with your real estate agent or escrow officer to confirm what is customary in your county.Who Pays What – Summary Table

Item	Typically Paid by Seller	Typically Paid by Buyer
Real Estate Agent Commission	✓	
Escrow Fees	✓ (shared)	✓ (shared)
Owner's Title Insurance	✓	
Lender's Title Insurance		✓
Recording Fees	✓	✓
Termite Inspection	✓	

Home Warranty	✓ (optional)	
Home Inspection		✓
Loan Fees		✓
Property Taxes (Prorated)	✓	✓