

■ Checklist: How to Sell Your House or Land in California

■ Before Listing

- Gather all legal documents (deed, mortgage payoff info, property tax records, disclosures).
- Set a realistic asking price based on market analysis or a professional appraisal.
- Prepare the property: deep cleaning, minor repairs, staging if possible.

■ When Listing

- Take high-resolution photos (inside, outside, surrounding area).
- Write a complete and appealing listing description.
- Post on real estate websites like Zillow, Realtor.com, and Redfin.
- Promote via social media and local community groups.

■ During Negotiations

- Respond quickly to inquiries and schedule showings.
- Screen potential buyers (ask for proof of funds or pre-approval letters).
- Consider working with a real estate attorney for added security.

■ Closing the Sale

- Review and sign the purchase agreement.
- Ensure secure payment (wire transfer or escrow account).
- Transfer the deed and keys only after the transaction is completed.