

San Clemente 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.
- ☐ Gather the permit history, HOA documents, warranties and repair receipts.
- ☐ Choose the repairs worth doing before you list.
- ☐ Clear the clutter, deep-clean and book the photographer.

Listing and showings

- ☐ Complete the seller disclosures carefully and completely.
- ☐ Plan showing times and put away valuables and medications.
- ☐ Weigh price, contingencies, timing and rent-back terms together.
- ☐ Have the coastal-zone status of the address ready if a buyer asks about future plans.

Under contract

- ☐ Meet the contract deadlines for escrow and disclosures.
- ☐ Expect an inspection and decide how you will respond to repair requests.
- ☐ If the appraisal falls short of the price, talk through options with your agent.
- ☐ Ask escrow for an estimate of what you will net.

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: Rodrigo Ballon, CrossCountry Mortgage, 858-735-0255. You are always free to choose any lender you like.

General information for orientation, prepared September 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.