




California Home Selling Guide

Presented by Frank “Joey” Reina III

 530-401-3424

 Joey@ReinaHomes.com

 Website: www.ReinaHomes.com

 Socials: <https://dot.cards/joeyreina>



 DRE Lic#: 02163431







Complete Home Selling Process in California (Start to Finish)

PHASE 1: Preparation & Pricing




1. Choose Your Timeline

-  Consider market conditions and your future plans
-  Coordinate timing with your agent (ME) if buying simultaneously



2. Schedule a Seller Consultation

-  Meet with me to discuss:
 -  Your goals
 -  The current market
 -  Comparable home sales

3. Hire a Real Estate Agent

-  Select a licensed CA Realtor (Hi, that's ME!)
-  Review and sign the Listing Agreement
-  Discuss pricing strategy and home prep timeline

4. Determine Listing Price

- Based on:
 -  Recent comps
 -  Market trends
 -  Property condition
 -  Buyer demand

🌟 PHASE 2: Preparing Your Home

5. 🧹 Home Preparation

- 🧼 Declutter, clean, and depersonalize
- 🛠️ Minor repairs and touch-ups
- 🏡 Stage or enhance key areas (optional)

6. 📄 Disclosures & Inspections

- 📋 Complete required disclosures (TDS, SPQ, etc.)
- 🔍 Pre-listing inspections (optional but recommended in some cases):
 - 🐛 Termite (~\$200-\$300)
 - 💧 Well (~\$500-\$600)
 - 🚽 Septic (~\$500-\$600)
 - 🏠 Roof (~\$100-200)
 - 🦠 mold, 🚰 sewer, 🔥 Propane or Gas system, etc.

7. 📷 Professional Photography & Marketing Prep

- 📷 High-quality photos, videos, drone footage
- ✍️ Write compelling MLS description
- 📱 Prepare social media & digital marketing strategy

📣 PHASE 3: Going Active & Showing

8. 🌐 List on the MLS

- 🖥️ Your home goes live on the Multiple Listing Service
- 🔗 Syndicated to sites like Zillow, Redfin, Realtor.com

9. 🏠 Host Showings & Open Houses

- 👤 Agent-coordinated private showings
- 🏡 Optional: open houses
- ✨ Pro tip: keep home clean and show-ready!

10. 📧 Review Offers

- 😊 Discuss offers and terms with your agent
- 💰 Consider price, 🔒 contingencies, 🏦 financing, 📅 timing

11. 🤝 Negotiate & Accept an Offer

- 🔄 Counteroffers if needed
 - ✅ Once accepted, escrow is opened
-

📅 PHASE 4: Escrow Process

12. 📁 Escrow is Opened

- 🏢 Escrow company handles neutral third-party process
- 💰 Buyer deposits earnest money

13. 🧑 Buyer Conducts Inspections

- 🔍 Expect general, termite, roof, and possibly well/septic (if necessary)
- 🤝 Negotiate any repair requests

14. 📊 Appraisal (if financed)

- 🏠 Lender orders an appraisal to confirm value
- ⚖️ May affect purchase terms

15. 📄 Title & Payoff Documents

- 📄 Escrow orders title report
 - 🏠 You provide mortgage payoff details
 - 🤝 Sign seller-specific escrow docs
-

🏁 PHASE 5: Closing Day!

16. ✅ Final Steps Before Closing

- 👁️ Final walkthrough by buyer
- 📄 Final settlement statement reviewed

17. ✍️ Sign & Transfer Ownership

- 📄 Sign and Notarize final docs (mobile notaries are an option - ask the Title/Escrow agent about mobile notary options and get it scheduled)
- 🔑 Keys, 🚗 garage openers, 📦 warranties turned over

18. 💰 Receive Your Proceeds

- 💰 Escrow disburses funds via wire or check
- 🎉 Celebrate a successful closing!

🏡 Post-Sale: Stay Connected

19. 💬 I Hope I Have Earned Your Feedback!

If you had a great experience, please leave a quick review for me at the links at the bottom of the page and connect with me on socials! It helps future sellers and keeps referrals flowing 🙏

📋 Summary Checklist

Step	Task	Responsible Party
1–4	📅 Prep, pricing, consult	Seller & agent
5–7	🧹 Home prep, inspections, marketing	Seller & agent
8–11	🏠 Listing, showings, offers	Seller & agent
12-15	📄 Escrow steps & paperwork	Seller, agent, escrow
16-19	🏁 Final steps & close	Escrow, agent, seller

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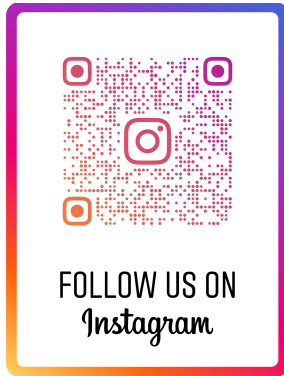
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