



NEW HOME SELLERS GUIDE

California Edition



Selling a home involves a unique set of considerations, regulations, and market dynamics. Whether you're a seasoned seller or a first-timer, this comprehensive guide will walk you through the process, helping you navigate the intricacies of selling real estate.

Preparing Your Home

Before listing your property, ensure it's in its best condition to attract potential buyers.

Consider these steps:

Curb Appeal: First impressions matter. Enhance your home's exterior by maintaining the landscaping, cleaning the entryway, and applying a fresh coat of paint if needed.

Repairs and Upgrades: Address any necessary repairs and consider cost-effective upgrades that could add value to your home.

Declutter and Depersonalize: Create a clean and neutral canvas by decluttering and removing personal items. This helps buyers envision themselves in the space.

Pricing Your Home

Determining the right asking price is crucial. Work with Lewicki & Associates to conduct a Comparative Market Analysis (CMA) to understand the current market trends and recent sales of comparable properties in your area.

Choosing a Real Estate Team

Selecting an experienced local real estate team is key to a successful sale. A strong track record, knowledge of your local market, and effective marketing strategies should all be included on your “must have” list.

Marketing Your Property

Lewicki & Associates will create a tailored marketing plan to showcase your property's unique features. This may include professional photography, high quality video, virtual tours, open houses, print advertising, social media marketing, etc.

Negotiating Offers

When offers come in, Lewicki & Associates will help you review and negotiate terms, including price, contingencies, and closing date. Their expertise ensures that you will get the highest price and best terms possible.

Disclosures and Paperwork

California law requires sellers to provide various disclosures about the property's condition.

Lewicki & Associates will guide you through these requirements and help complete the necessary paperwork.

Escrow Process

Once an offer is accepted, the property enters the escrow process. This involves the buyer's earnest money deposit, inspections, appraisal, and finalizing financing.

Lewicki & Associates will hold your hand through the entire process.

Closing the Sale

During escrow, your agent will ensure a smooth closing process. Once all conditions in escrow are met, you'll sign the necessary paperwork, and the property will officially change ownership.

Capital Gains Tax Considerations

In California, sellers may be subject to capital gains tax on their real estate transactions. Consult a tax professional to understand your tax liabilities and potential exemptions.

Moving Out

Once the sale is complete, it's time to move out.

Leave the property clean and in the condition agreed upon in the contract.

Expert Guidance is Key

Selling a home in California requires careful planning, market knowledge, and expertise in navigating legal requirements. Working with a knowledgeable real estate team like Lewicki & Associates, ensures that you're well-equipped to make informed decisions, secure a favorable deal, and smoothly transition to your next chapter.

Remember, each real estate transaction is unique, so it's essential to adapt this guide to your specific circumstances. By following these steps and partnering with professionals who understand the California market, you'll be on your way to a successful home sale journey.

