

Carlsbad Home Seller Checklist

From the first market report to the last box: what to do, in order.

Before you list

- ☐ Get a market report for your street and discuss pricing options.
- ☐ Decide when you need to move and where you will live next.
- ☐ Collect permits, association papers, warranties and receipts.
- ☐ Choose the repairs worth doing before you list.
- ☐ Declutter, clean and schedule professional photos.

Listing and showings

- ☐ Fill in the disclosures with care; they protect you as well as the buyer.
- ☐ Set showing hours and secure valuables.
- ☐ 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.
- ☐ Prepare for the buyer's inspection and respond to repair requests.
- ☐ If the appraisal falls short of the price, talk through options with your agent.
- ☐ Confirm your estimated net proceeds with the escrow officer.

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: Point Mortgage Corporation (NMLS #231073), (619) 475-4095. You are always free to choose any lender you like.

General information for orientation, prepared October 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.