

EastLake 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.
- ☐ Decide when you need to move and where you will live next.
- ☐ Collect permits, association papers, warranties and receipts.
- ☐ Make a repair list and decide which fixes will matter to buyers.
- ☐ Declutter, clean and schedule professional photos.

Listing and showings

- ☐ Complete the seller disclosures carefully and completely.
- ☐ Plan showing times and put away valuables and medications.
- ☐ Compare offers on more than price: contingencies, closing date and a rent-back if you need one.
- ☐ Have the special-tax and association details ready for buyers.

Under contract

- ☐ Meet the contract deadlines for escrow and disclosures.
- ☐ Expect an inspection and decide how you will respond to repair requests.
- ☐ Watch the appraisal and talk with your agent if it comes in low.
- ☐ Confirm your estimated net proceeds with the escrow officer.

Closing and moving

- ☐ Book movers, transfer or stop utilities and forward your mail.
- ☐ Clean, and leave keys, garage remotes and appliance manuals.
- ☐ Save the closing statement, and ask a tax advisor about the sale.
- ☐ 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.