

Otay Mesa 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.
- ☐ Plan your timeline, including your next home.
- ☐ 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 overlay details ready for buyers.

Under contract

- ☐ Open escrow and deliver disclosures on time.
- ☐ 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.
- ☐ Confirm your estimated net proceeds with the escrow officer.

Closing and moving

- ☐ Schedule the move, close out utilities and file a change of address.
 - ☐ Clean, and leave keys, garage remotes and appliance manuals.
 - ☐ Save the closing statement, and ask a tax advisor about the sale.
 - ☐ Ask about Proposition 19 before you sell if you are 55 or older, severely disabled or a disaster victim.
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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.