



The 25-Step Seller Checklist

- Schedule a home valuation to understand your property's current market value.
- Review recent comparable sales in Auburn and surrounding foothill communities.
- Walk the property to identify maintenance or repair items.
- Declutter interior spaces and remove excess furniture.
- Deep clean kitchens, bathrooms, windows, and flooring.
- Touch up interior paint and address cosmetic repairs.
- Improve curb appeal by trimming landscaping and clearing pathways.



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- Remove unused equipment, trailers, or vehicles from the property.
- Evaluate driveway access and ensure it is safe and easy for visitors.
- Clear defensible space if the property is located in a wildfire zone.
- Gather documentation for wells, septic systems, and property improvements.
- Organize permits for additions, guest houses, barns, or other structures.
- Review property boundaries and parcel maps if available.
- Highlight views by trimming trees or brush where appropriate.



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- Stage key living areas to create a welcoming environment for buyers.
- Prepare outdoor spaces such as patios, decks, or entertaining areas.
- Schedule professional photography and drone imagery.
- Develop a marketing strategy tailored to Sierra Foothills buyers.
- Launch the property on the market with professional listing materials.
- Prepare the home for showings by maximizing light and cleanliness.
- Review and evaluate offers with a focus on both price and terms.



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- Negotiate the purchase agreement and finalize contract details.
- Complete inspections including home, septic, and well evaluations.
- Work through escrow requirements, disclosures, and buyer contingencies.
- Prepare for closing and coordinate the final transfer of ownership.