FOR HOMEOWNERS IN TULARE COUNTY

Selling Your Home in Tulare County

A plain-language guide for Visalia, Tulare & Exeter sellers

Selling a home is a big decision, and it goes more smoothly when you know the steps before you start. This guide walks through how a typical sale works in California, what it usually costs, and how to get your home ready. Every home and every sale is different, so treat it as a starting point for our conversation, not a promise of any price or timeline.

The path to closing day

1	**Start with your goals and your numbers** We'll talk about your timing and what comes next for you. I'll prepare a home value range from recent local sales and an estimate of what you could walk away with after typical costs.
2	**Sign a listing agreement** A written listing agreement sets the list price, how long the listing runs, and how I'm paid. Commissions are negotiable and not set by law. I'll explain every line before you sign.
3	**Get the home ready** I'll point out which repairs and touch-ups are likely worth doing and which aren't. Small things like cleaning, decluttering, and curb appeal usually matter more than big projects.
4	**Price with a plan** We'll look at recent closed sales, homes in escrow, and the homes buyers will compare yours to right now. Buyers search in price ranges, so where your price lands affects who sees your home.
5	**Launch the marketing** Your home goes into the MLS with professional photos and a clear description, and it reaches buyers and agents through the major home search sites. We'll agree on how showings work.
6	**Review offers together** Price is only one part of an offer. We'll compare financing, contingencies, timelines, and any credits requested, so you can choose the offer that fits your goals.
7	**Escrow** Escrow handles the money and paperwork. This is when the buyer inspects the home, reviews your disclosures, gets the appraisal, and finalizes their loan. I'll keep you updated at each step.
8	**Close** You sign the final documents, the sale records with the county, and escrow pays off your loan and sends you your proceeds.

A typical timeline

Varies	Varies	A few days	Set by contract
Getting ready	On the market	Offer to acceptance	Escrow to closing

Every sale is different. Your purchase contract sets the escrow timeline, which depends on the buyer's financing and the terms you agree to.

Costs, disclosures & pricing

Typical costs of selling

Commission	Negotiable and set in your listing agreement. Not set by law.
Escrow & title	Escrow fees and the owner's title insurance policy. Who pays which fees depends on your contract and local custom.
Transfer tax	The county documentary transfer tax, plus a city transfer tax where one applies.
Loan payoff	Your remaining mortgage balance(s), plus interest through the payoff date.
Repairs or credits	Anything you agree to after the buyer's inspections.
Prorations	Property taxes, HOA dues, and similar items split by date at closing.
Other items	Reports such as the natural hazard disclosure report, HOA document fees, and a home warranty if you choose to offer one.

California seller disclosures

• California sellers must give buyers written disclosures about the property. For most homes this includes a Transfer Disclosure Statement and a Natural Hazard Disclosure.
• Other disclosures depend on the property, such as lead-based paint for homes built before 1978, or HOA documents for homes in an HOA.
• Some sales (for example, certain probate or trust sales) follow different rules. Your attorney can tell you which apply.
• The safest rule is simple: if you know about it, disclose it. I'll walk you through each form.

Why the first weeks on the market matter

• A new listing gets the most attention from buyers who've been watching the market and waiting for the right home.
• When a home is priced above the homes buyers are comparing it to, it can sit. Homes that sit often end up needing a price reduction.
• We'll watch early showings, feedback, and interest, and use them to confirm the price or adjust it.

Good questions to bring to our first meeting

• What range do recent sales suggest for my home, and why?
• What would I likely walk away with after costs and my loan payoff?
• Which repairs or updates are worth doing before we list, and which can I skip?
• How will showings work around my schedule (and my tenant, if the home is rented)?
• How often will we talk, and how will you share feedback from showings?

Getting ready

BEFORE LISTING
Prepare

Gather your paperwork, fix the small things, clean and declutter, and decide how showings will work for you.

WHILE LISTED
Show

Keep the home show-ready, secure valuables and medications, and plan where pets will go during showings.

IN ESCROW
Respond

Answer requests quickly, review inspection results with me, and plan your move-out date with escrow.

Your seller checklist

- ☐ Find your loan statement(s) and HOA contact
- ☐ Gather permits and receipts for upgrades
- ☐ List upgrades and the year each was done
- ☐ Fix leaks, lights, sticky doors and small repairs
- ☐ Declutter and pack away personal photos
- ☐ Deep clean, including windows
- ☐ Trim landscaping and spruce up the front door
- ☐ Touch up paint in neutral colors
- ☐ Service the HVAC and replace filters
- ☐ Plan for pets during showings
- ☐ Secure valuables, documents and medications
- ☐ Decide on showing times and notice you need

Working with me

I put relationships before transactions. You'll get honest advice on pricing and preparation, a clear marketing plan, and regular updates from listing day to closing. Not sure you're ready to sell? That's fine too. **Your next step is easy: book a free 15-minute Home Value Call.** I'll share a value range for your home, with no pressure to list.



Let's talk about your move.
Roy Bryant • KW Venture | Keller Williams
Book your free 15-minute Home Value Call. No pressure, no cost.

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Notes & questions

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